### Segment 4.6 Improving the Role of Procurement and Supply within the Organisation

**Level:** Professional  
**Theme:** Spend Management

<table>
<thead>
<tr>
<th>Knowledge: Will know and understand</th>
<th>Capabilities: Will be able to</th>
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</table>
| The contribution of strategic supply chain management to corporate and business strategy such as:  
  - Cost competitiveness  
  - Improved quality and reliability  
  - Product and service differentiation  
  - Time to market  
  - Other order winning criteria | Engage with colleagues and other internal stakeholders to promote the organisation's commitment to achieving effective supply chain management, emphasising the contributions of strategic supply chain management to corporate and business strategy |

The use of cost modelling

Create dynamic cost models that can be used to assess costs and margins as well as competitive behaviour in the supply chain to protect the organisation’s position

| The use of techniques to create networked supply chains to improve supply chain management such as:  
  - Value stream mapping  
  - Network sourcing  
  - Network optimisation modelling  
  - Exploiting supplier innovation | Lead the analysis and implementation of techniques to create networked supply chains |

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<table>
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<th>Knowledge: Will know and understand</th>
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<tbody>
<tr>
<td>The role of distribution systems in supply chain management</td>
<td>Improve the effectiveness and efficiency of the organisation's distribution systems</td>
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<tr>
<td>The creation of lean and agile supply chains</td>
<td>Lead the implementation of methodologies to achieve lean and agile supply chains</td>
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<tr>
<td>Approaches to develop and implement industry level collaboration to achieve strategic supply chain management</td>
<td>Identify opportunities to develop collaborative relationships with the organisation's supply chain and lead stakeholders in their implementation</td>
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**Related CIPS Knowledge Links**

- Continuous Improvement - [http://www.cips.org/Knowledge/Procurement-topics-and-skills/#6906](http://www.cips.org/Knowledge/Procurement-topics-and-skills/#6906)

Supplier Relationship Management (SRM) - http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Relationship-Management-SRM/


Stakeholders - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Stakeholders/