

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)

Earn an accredited certification from
INTERNATIONAL PURCHASING AND SUPPLY CHAIN
MANAGEMENT INSTITUTE, USA (IPSCMI)
- an international certification that is globally recognized.

Date: 9-12 September 2025

Venue: Sandton Hotel, Johannesburg



Ronnie Davidson

Certification Trainer

GSB UCT, IMM, CPIM, CSCCP, CISCMI,
CISCP, CIWIM, CIPTC, CIPP, CIPM, CDDP

Overview

Certified International Procurement Professional (CIPP) is a globally recognized qualification designed for procurement and supply professionals who aim to enhance their expertise and contribute to the adoption of best practices within their organizations. The program offers a comprehensive and rigorous curriculum covering core areas such as purchasing fundamentals, eProcurement, supplier relationship management, and sustainable procurement strategies.

CIPP certification demonstrates a strong commitment to ethical, efficient, and strategic procurement practices. It is widely regarded as a benchmark of excellence, empowering professionals to drive value, efficiency, and compliance across the procurement and supply chain functions. Certified by the International Purchasing and Supply Chain Management Institute (IPSCMI), the CIPP credential equips professionals with the practical tools and strategic insight needed to optimize procurement performance in a competitive and evolving global environment.

Who should Attend?

- Procurement and Supply Chain Professionals seeking to deepen their expertise, stay current with global best practices, and elevate their career prospects.
- Managers and Executives involved in procurement, sourcing, contracts, or supply chain functions who want to lead more strategic and sustainable procurement initiatives.
- Professionals from public or private sectors aiming to improve their organization's procurement efficiency, transparency, and compliance.
- Anyone involved in procurement-related roles who is committed to ethical standards and driving performance through structured procurement practices.

Investment

Option 1: R25,000.00 Per Individual
Covering: (In-Person)

4 Days Physical Classes, Teas, Lunch,
Online Exam & CIPP Certificate
(Globally Recognized)

Option 2: R20,000.00 Per Individual
Covering: (Online)

4 Days Online Classes, Online Exam
& CIPP Certificate (Globally
Recognized)

**FOR TRAINING BOOKINGS AND IN-HOUSE TRAINING CONTACT US ON:
+27 69 863 5052**

www.insightfulprofessionals.com | admin@insightfulprofessionals.com

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)

Earn an accredited certification from
INTERNATIONAL PURCHASING AND SUPPLY CHAIN
MANAGEMENT INSTITUTE, USA (IPSCMI)
- an international certification that is globally recognized.

Date: 9-12 September 2025

Venue: Sandton Hotel, Johannesburg



Module 1: Introduction to Purchasing and Supply Chain Management

- Introduction to purchasing, value chain, supply chain, and supply chain management
- Supply Chain Management activities
- Supply Management Pillars

Module 2: Purchasing Process

- Purchasing Process
- Role of E-Procurement
- Types of Purchases
- Improving the Purchasing Process

Module 3: Purchasing Policy and Procedures

- Purchasing Policy and Procedures in today's business environment.
- Effective Purchasing Policy
- Effective Purchasing Procedures

Module 4: Purchasing Integration for Competitive Advantage

- Essential Elements of Integration
- Buyer-Seller Relationships
- Cross-Functional Teams
- Purchasing's part in New Product Development

Module 5: Purchasing and Supply Chain Organization

- Effective Organizational Design
- Organizing the purchasing function
- Organizing for supply chain management
- Creating the Organization of the Future
- Supplier Integration into New Product Development
- Process for Integrating Suppliers

Module 6: Purchasing and Commodity Strategy Development

- Purchasing Goals drive both strategic purchasing processes and commodity strategies
- Strategic Planning Process
- Purchasing Strategy
- Insourcing / Outsourcing (Make or Buy) decision
- Step-by-step process to translate corporate strategy objectives into purchasing commodity

**FOR TRAINING BOOKINGS AND IN-HOUSE TRAINING CONTACT US ON:
+27 69 863 5052**

www.insightfulprofessionals.com | admin@insightfulprofessionals.com

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)

Earn an accredited certification from
INTERNATIONAL PURCHASING AND SUPPLY CHAIN
MANAGEMENT INSTITUTE, USA (IPSCMI)
- an international certification that is globally recognized.

Date: 9-12 September 2025

Venue: Sandton Hotel, Johannesburg



Module 7: Supplier Evaluation and Selection

- Evaluation, Selection and Continuous Measurement of Suppliers.
- Evaluation and Selection processes
- Financial Ratio Analysis
- Key Supplier Evaluation Criteria
- Price, Cost Analysis

Module 8: Worldwide Sourcing

- Differences: Domestic and Global Purchasing
- Global Sourcing Levels
- Global Sourcing Benefits
- Switching from Domestic to Global Sourcing
- Roadblocks to Overcome
- Starting an Offshore Buying Program
- Sourcing Strategies (Pros and Cons)
- Domestic (US) Global Sourcing Companies
- In Country-based Sourcing Representatives
- Establishing dedicated international purchase office (IPO)
- Direct from Offshore Suppliers
- Identifying and Qualifying Offshore Suppliers

Module 9: Strategic Cost Management

- Total and Strategic Cost Analysis
- Cost and its various definitions

Module 10: Purchasing and Supply Chain Analysis: Tools and Techniques

- Project Management
- Learning Curve Analysis
- Value Engineering
- Quantity Discount Analysis
- Process Mapping

Module 11: Negotiation

- Purchase Negotiation process.
- Negotiation Planning, Power, Concessions, Tactics, and Win-Win Negotiation.

Module 12: Contract Types

- Contracts / Purchase Orders

Module 13: Purchasing Law and Ethics

- Contract Law and Agency Law
- Purchasing Ethics
- Uniform Commercial Code
- CISG VS UCC

**FOR TRAINING BOOKINGS AND IN-HOUSE TRAINING CONTACT US ON:
+27 69 863 5052**

www.insightfulprofessionals.com | admin@insightfulprofessionals.com

Trainer Profile

Ronnie Davidson

GSB UCT, IMM, CPIM, CSCP, CISCM, CISCIP, CIWIM, CIPTC, CIPP, CIPM, CDDP
Founder and Lead Facilitator – Business Learning Systems SA cc
Experienced. Qualified. Practical.

Ronnie Davidson is a highly respected business educator and practitioner with over 35 years of hands-on experience across IT, manufacturing, sales, and supply chain. His training is trusted by leading companies across Africa to develop their managerial and operational talent.

Ronnie's career began in the IT sector, rising from sales trainee to Strategic Marketing Manager within eight years at a global computer company. He later moved into mainframe sales and gained deep insight into operations and manufacturing systems. He holds multiple certifications, including:

- CPIM and CSCP – American Production & Inventory Control Society
- CDDP – Demand Driven Institute
- Multiple certifications from IPSCMI (USA) in procurement, logistics, and inventory management
- PMD (UCT Graduate School of Business).
- A merit award in Marketing from IMM.

Real Business Results

Ronnie's teachings are grounded in results-driven leadership:

- ✓ As Managing Director of a mid-sized engineering firm, he cut lead times from 16 weeks to 3, improved on-time delivery from <10% to 78%, and boosted sales by 35% in 2 years.
- ✓ At the Atomic Energy Corporation, he trained over 60 engineers and scientists in business acumen and served as Consulting Sales Manager to 11 commercial divisions.
- ✓ Co-developed COBAF-P, a specialist course in accounting and finance for purchasing professionals, with Dr. Graw of IPSCMI (Lewes, Delaware, USA).
- ✓ Represented Brian Maskell & Associates in South Africa, delivering workshops on Lean Management and Value Stream Costing.

A Trainer Who Has Done the Work

Ronnie has personally trained over 4,500 professionals in companies such as:

- IBM, AECI, Altron, Denel, Business Connexion, and USAID Uganda
- Oil & gas companies in Angola
- Training programs across Zimbabwe, Rwanda, and South Africa

He works directly with participants, offering practical insight across disciplines—from operations and supply chain to marketing, sales, and executive leadership.

Why Ronnie?

Few presenters combine real business success, global certification, and teaching excellence like Ronnie Davidson. His courses don't just deliver theory—they develop confident managers who can make better decisions, drive performance, and increase value in their organizations.



REGISTRATION FORM

Name of the Course:

INSIGHTFUL PROFESSIONAL ACADEMY

AUTHORISING PERSON:

Full Names:	
Designation:	
Email Address:	
Company Name:	
Postal Address:	
Postal Code:	
City & Country:	
Nature of Business:	
Date:	
Signature:	

By completing and signing the registration form, you acknowledge and accept the terms and conditions

DELEGATE/S INFORMATION

Name	Designation	Mobile Number	Email Address

Terms and Conditions:

1. Full payment must reflect in our bank account 3 working days prior to the event, Insightful Professionals Academy reserves the right to move the delegate to the next available event should the payment not be received 3 days prior to the event.
2. Cancellations must be made 21 days prior to the event, cancellations received up to 21 days prior to the event will 50 % refund of the conference fee, cancellation received between 21 days and the date event will forfeit the full conference fee, delegate substitute can be made at any time at no addition cost
3. In case of event postponement or rescheduling, no refund will be made, arrangements for attending the next available event will be considered and Insightful Professionals Academy reserves the right to make such decisions.
4. In the event of a registered delegate not attending the event (no show), no refund will be provided. It is the delegate’s responsibility to inform Insightful Professionals Academy of any changes in attendance prior to the event, as per the cancellation policy.
5. Insightful Professionals Academy reserves the right to refuse entry or remove any delegate who behaviour is deemed inappropriate or disruptive.
6. By attending the event, delegates grant permission to Insightful Professionals Academy to use any photographs or video footage taken during the event for marketing.
7. Insightful Professionals Academy is not responsible for any loss or damage to personal belongings during the event.
8. All materials provided during the event, including but not limited to presentations, documents and videos, are the intellectual property of Insightful Professionals Academy or the respective speakers. Unauthorized use, distribution, or copying of these materials is strictly prohibited.
9. Insightful Professionals Academy reserves the right to make changes to program, including venue, speakers, topics and schedule without prior notice.
10. Insightful Professionals Academy does not guarantee specific results or outcome from attending the event. The views and opinion expressed by speakers, sponsors or other attendees are their own and do not necessarily reflect the views of Insightful Professionals Academy.