




# BDO Asia Pacific Regional Conference

12 to 13 August 2024 | Singapore

A wide-angle photograph of the Singapore skyline at sunset. The sky is filled with large, white clouds, and the sun is low on the horizon, casting a warm glow. The skyline includes the Marina Bay Sands hotel on the left, the Singapore Flyer in the center, and several other skyscrapers on the right. The entire scene is reflected in the calm water in the foreground.

Fast-Track Client Procurement Capabilities

# Driving Factors for Procurement

## Three converging trends

Shift from transactional to strategic

Broad scale adoption of next generation technologies

Changing market for talent

# Rapid Adoption of Next-Generation Technologies

70%

of companies are currently in exploration mode with generative AI.

45%

of executives say ChatGPT has prompted an increase in AI investment.

34%

of all business-related tasks today are performed by machines

65%

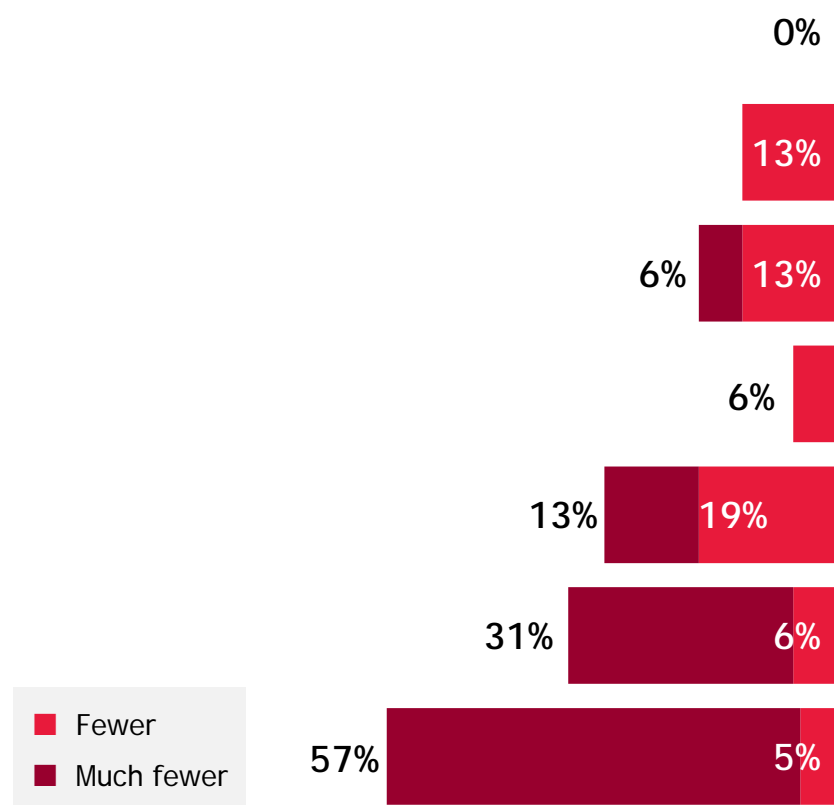
of information and data processing will be automated by 2027.

Analytical Thinking ranks as the most important skill to executives because it cannot be automated.

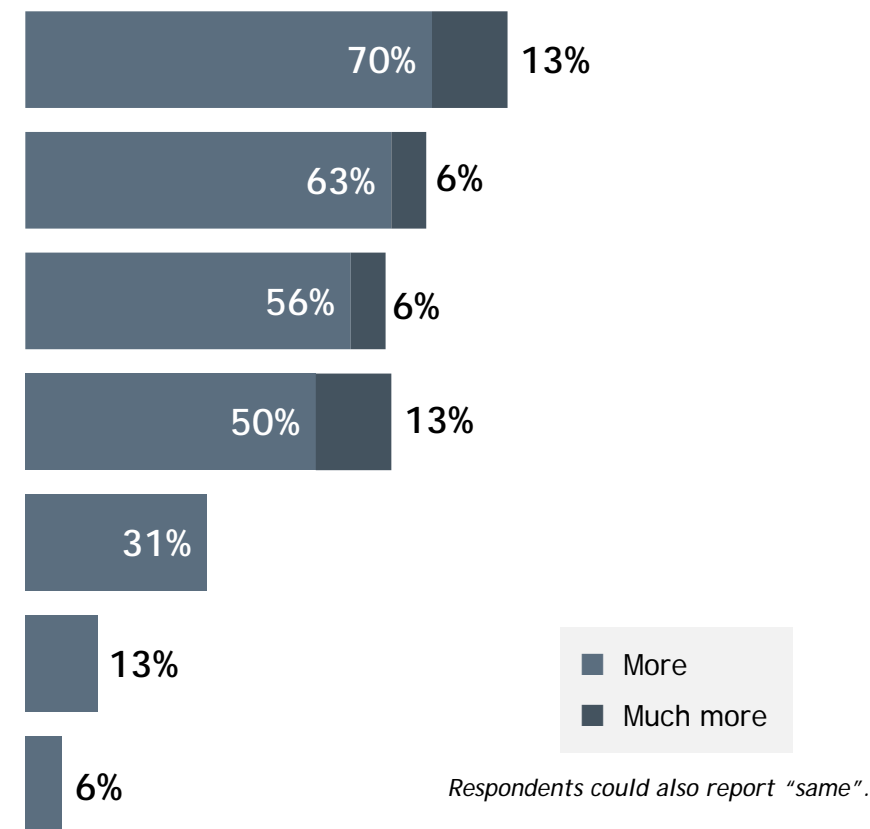
A shift from **big data** to **small and wide data**, combined with the advent of **AI-driven tools for analytics**, changes the skillset required for procurement professionals to succeed in a data-driven environment.

# Changing Roles in Supply Management Organizations

Percent of respondents noting “fewer” of these positions in 5 years



Percent of respondents noting “more” of these positions in 5 years



Respondents could also report “same”.

## Impact on Client Needs

“

How do I deliver breakthrough innovation to my organization?

”

“

How do I influence areas of spend not under management?

”

“

How do I build the skills of my existing team?

”

“

How do we ensure supply continuity in an uncertain market?

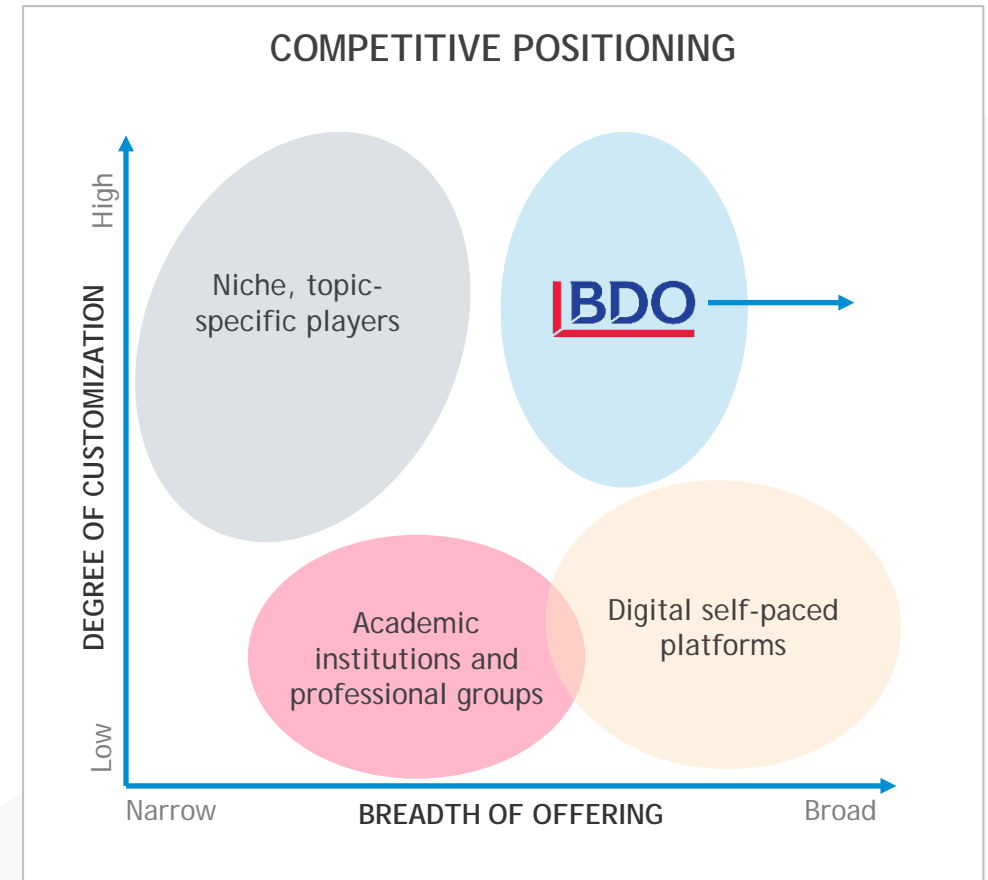
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# BDO's Solution: The Procurement Academy

# The BDO Supply Academy

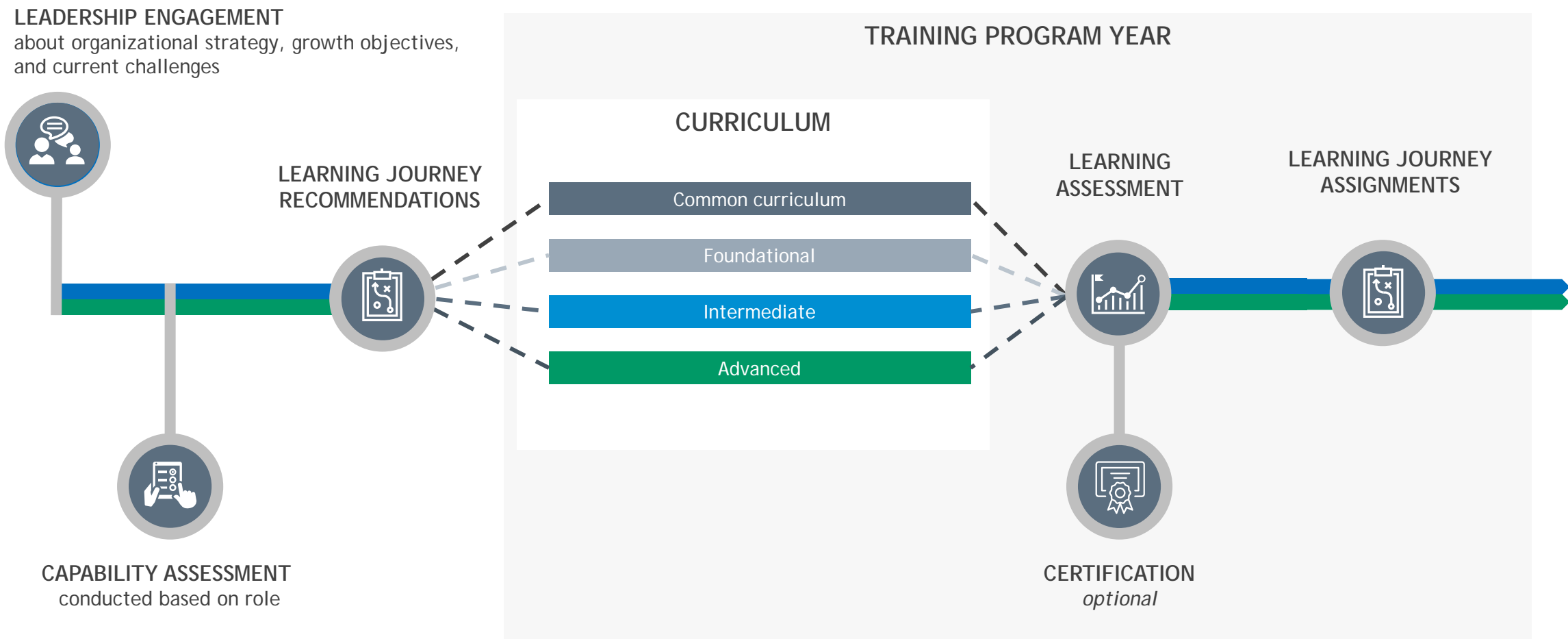
In a market that's full of different players, we strive to be:

- ▶ **RELEVANT:** Library addressing competencies required for future success, created specifically for procurement and supply chain professionals – although topics include broader business and people acumen courses.
- ▶ **TAILORED:** Modular library that can be configured to a client's specific needs, with case studies, examples, and activities tailored to a client's context.
- ▶ **PROVEN:** Designed and delivered by a team of thought leaders and consultants *who also* have experience as senior practitioners from leading companies.
- ▶ **LEADING EDGE:** Grounded in benchmarking research, trends in the function, and best practices from global leaders based on our extensive work with clients across industries.





# A comprehensive approach to development

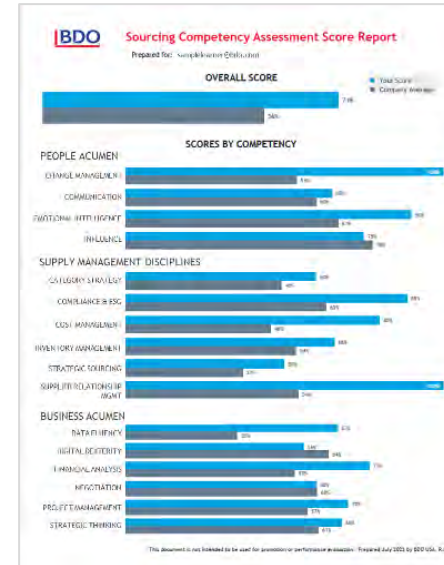


# Procurement Competency Assessment

Built on decades of research.

Curated for client needs.

Generates deep insights.



# The BDO Procurement Academy

The BDO Supply Management Academy is a modular offering from which clients can select competencies and learning formats (virtual instructor-led, F2F classroom, self-paced digital learning) best-suited to their needs and objectives. Courses can be delivered as part of a catalogue-based open-enrollment model, or through cohort-based, integrated learning journeys.

## Procurement Disciplines

- ▶ Category Strategy and Management
- ▶ Contract Management
- ▶ Cost Management
- ▶ Inventory and Materials Management
- ▶ Procure-to-Pay (P2P)
- ▶ Planning and Demand Management
- ▶ Strategic Sourcing
- ▶ Supply Chain Network Design
- ▶ Supplier Relationship Management
- ▶ Sustainability, Compliance, and ESG

## BUSINESS ACUMEN

- ▶ Digital Dexterity
- ▶ Data Fluency
- ▶ Financial Analysis
- ▶ Innovation
- ▶ Negotiation
- ▶ Project Management
- ▶ Quality Management
- ▶ Risk Management
- ▶ Strategic Thinking and Problem-Solving

## PEOPLE ACUMEN

- ▶ Change Management
- ▶ Communication
- ▶ Emotional Intelligence
- ▶ Influence
- ▶ Leadership

# Offered in multiple learning modes

ACTION LEARNING

PROGRAMMATIC LEARNING



## SELF-PACED DIGITAL LEARNING

Self-paced, bite-sized modules including videos, interactive exercises, real-world learning assignments, and quizzes. Focused on knowledge acquisition and foundational training.



## INSTRUCTOR-LED VIRTUAL OR IN-PERSON CLASSES

Highly interactive, customized sessions, from half a day to multiple-day boot camps that leverage case study analysis, role-plays, and video analysis. Focused on building enhanced skills, especially behavioral skills.



## TRENDING TOPICS

Instructor-led broadcasts or classroom sessions about current trends and new developments. Recent examples include negotiating in an inflationary environment, planning for impact on semiconductor sector of CHIPS Act being passed or not.



## LEARNING LABS AND SIMULATIONS

In-depth learning formats focused on applying frameworks and best practices to real-world situations. Delivered by instructors with deep subject matter expertise who act as advisors and coaches to participants and facilitate peer-to-peer coaching.

# Co-Selling the BDO Supply Academy Globally



## JOINT GO-TO-MARKET

Opportunity to work seamlessly with BDO Singapore to deploy custom training solutions across APAC.



## PRE-CONFIGURED JOURNEYS

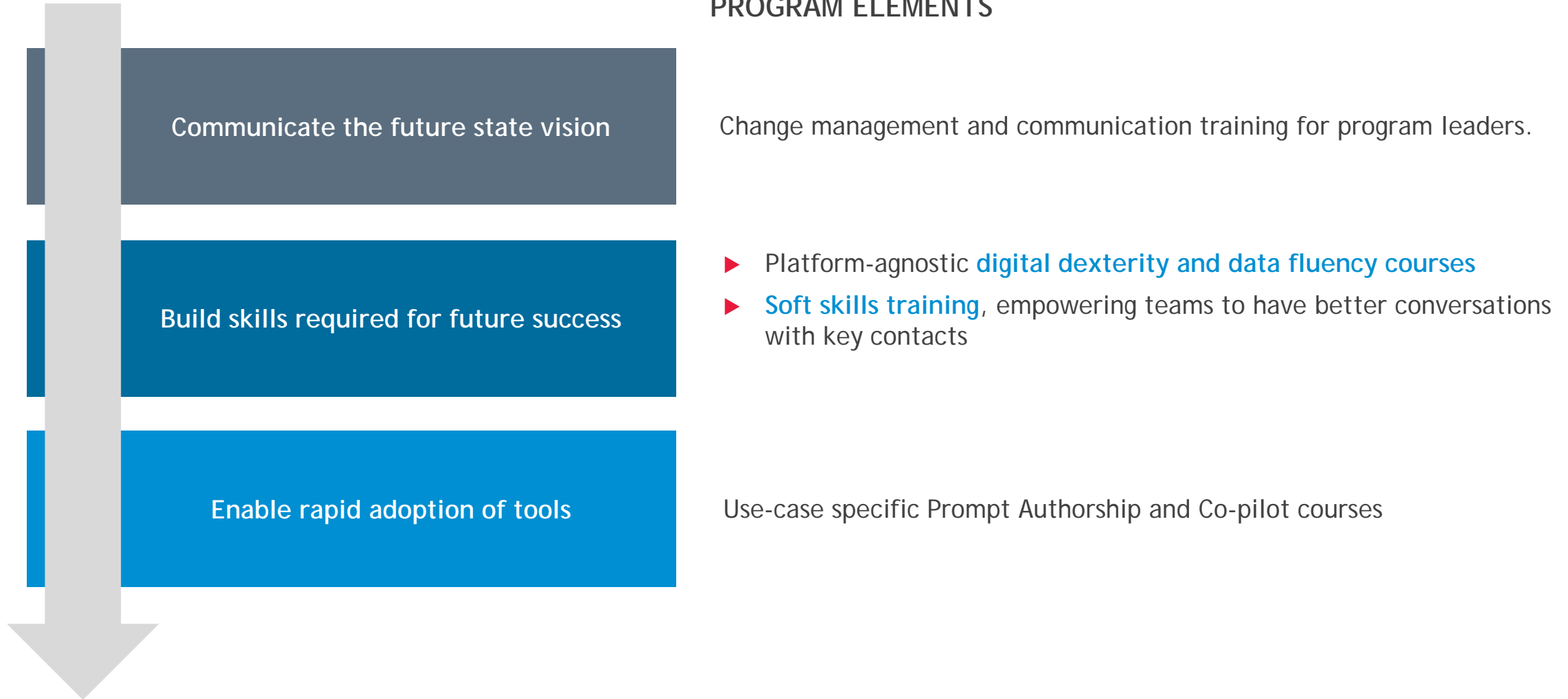
Global member firms sell pre-configured self-paced, learning journeys on a per-seat basis.



## OPEN ENROLLMENT COURSES

Global member firms sell seats in virtual instructor-led open enrollment courses, led by in-region trainers.

# Program Spotlight: Enabling the Function of the Future



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