# Evaluating Offers for Materials & Spare Parts in Refining

2027 □□□□ 7 – 3
Casablanca (Morocco)

UK Traininig
PARTNER



# Evaluating Offers for Materials & Spare Parts in Refining

Ref: 20221749_145765 Location: Casablanca (Morocco) Fees: 4900 GBP

## Course Description

This comprehensive 1-week course equips professionals in the oil refining industry with the knowledge and skills to effectively evaluate offers for materials and spare parts. Participants will learn industry best practices, cost analysis techniques, supplier assessment methods, and negotiation strategies to optimize procurement processes and reduce operational costs.

## Learning Objectives

- Understand the critical role of materials and spare parts in oil refinery operations
- Master techniques for analyzing and comparing supplier offers
- Develop skills in cost-benefit analysis and total cost of ownership calculations
- Learn strategies for effective supplier relationship management and negotiation
- Gain insights into inventory optimization and demand forecasting

## Course Modules

### Day 1: Introduction to Materials and Spare Parts Management in Oil Refining

- Overview of oil refinery operations and maintenance requirements
- Types of materials and spare parts used in refineries
- Importance of effective procurement and inventory management
- Key challenges in materials and spare parts procurement

### Day 2: Supplier Offer Evaluation Techniques

- Components of a comprehensive supplier offer
- Techniques for comparing multiple supplier offers
- Quality assessment and certification requirements
- Evaluating supplier reliability and performance history

### Day 3: Cost Analysis and Total Cost of Ownership

- Principles of cost-benefit analysis in procurement
- Calculating total cost of ownership for materials and spare parts
- Life cycle cost analysis techniques
- Impact of procurement decisions on operational costs



## Day 4: Supplier Relationship Management and Negotiation

- Strategies for effective supplier relationship management
- Negotiation techniques for procurement professionals
- Contract terms and conditions in materials and spare parts procurement
- Managing long-term supplier agreements

## Day 5: Inventory Optimization and Demand Forecasting

- Inventory management best practices for refineries
- Demand forecasting techniques for materials and spare parts
- Balancing inventory costs with operational requirements
- Implementing technology solutions for inventory management

# Practical Wins for Participants

- Develop a structured approach to evaluating supplier offers
- Create a customized total cost of ownership model for procurement decisions
- Implement effective negotiation strategies to reduce procurement costs
- Design an optimized inventory management plan for critical spare parts

