

# Made-to-measure training for the automotive industry

When Turkey's largest automotive manufacturer, Ford Otosan, sought to upskill their procurement team, CIPS developed Tailored Skills Training courses to meet their specific needs.



## About CIPS

CIPS, the Chartered Institute of Procurement & Supply, is the world's largest organisation dedicated to the profession of procurement and supply, with a voice that is recognised across the globe. CIPS works in partnership with governments, businesses, public sector entities and international development agencies to support organisations to achieve sustainable value.

“ The training was compact, memorable, compatible with company strategy, and it raised awareness. ”

MEHMET DEMIREL, PURCHASING PRODUCT MANAGER  
FORD OTOSAN

“ We received positive feedback from buyers. ”

MURAT SENIR, PURCHASING DIRECTOR,  
FORD OTOSAN

# Why CIPS Tailored Skills Training?

In today's turbulent political and economic landscape, the automotive sector, with its complex, global supply chains, is facing vast amounts of change. This has put greater pressure than ever on procurement teams to help reduce costs and meet new challenges, such as compliance with relevant legislation and adopting new technologies.

Ford Otosan realised their procurement team wasn't being developed in line with their engineering function, despite playing an instrumental role in the company's growth. There is also increasing recognition that procurement people are vital in providing customers with high quality products, on time, and at the best price.

CIPS delivered Tailored Skills Training to key Ford Otosan staff, and participants from other Koç group companies, in subjects including Contract Law, Finance and Supplier Management.

## What is CIPS Tailored Skills Training?

Choose from an extensive range of CIPS course content that spans all aspects of procurement and supply, and all development stages, from new-starter to director-level.

We formulate a programme that addresses the specific issues faced by your procurement team and meets your particular learning outcomes. The scale of training can also be adjusted, ranging from short courses to longer-term structured programmes and even individual coaching.

## Benefits to Ford Otosan

- **Savings:** Process efficiencies will save the company money
- **Supply assurance:** The team has reduced risks by introducing improved processes
- **Skills:** Upskilling the workforce has improved competency across the procurement division
- **Interactive:** Participants also gained valuable insights from each other
- **Tailored:** Courses were timed to fit the customer's schedule and delivered in a convenient location

## About Ford Otosan

Ford Otosan is an automotive manufacturer in which Ford Motor Company and Turkish industrial conglomerate Koç Holding have equal stakes. The company manufactures four out of every five Ford Transit vans sold in Europe and is Turkey's export leader.

The company operates five facilities throughout the country, staffed by over 10,000 employees. The Kocaeli plant, with its own port on the coast of the Sea of Marmara, is the main global production centre for the Ford Transit.

Ford Otosan has seen significant investment in recent years which has fuelled their impressive growth – in 2015, production rose 37% to over 330,000 units.

The company's procurement department consists of: supplier technical assistance (whose role is to manage supplier quality); cost reduction (who set year-on-year savings targets for direct materials); programmes (who manage projects, annual price negotiations, and purchase orders); indirect and direct teams.

“ This training helped us prepare the product group strategy. ”

IRFAN ILICA  
INDIRECT PURCHASING, PROCESS AND  
SYSTEM MANAGER  
FORD OTOSAN

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