

The background features a light blue gradient with a network of yellow dashed lines and arrows. Five circular icons are connected to the central text: a calendar (top left), a bar chart (top center), a cloud with a magnifying glass (top right), a cloud with a computer monitor (bottom right), and a gear with a lightbulb (bottom left).

**Transformers**  
ACADEMY

# **STRATEGIC SOURCING**

## **FOR POWER TRANSFORMERS**

**COURSE AUTHOR: NIËL MALAN**



**Niël Malan**  
*Course author*

# NIËL MALAN

Niël Malan has 24 years' experience in the field of Electrical Engineering, Commercial and Supply Chain Management in the utility industry across Generation, Transmission and Distribution. He led and implemented successful strategic sourcing methodology for the Power Transformer Category on enterprise level, securing strategic partnering with global Transformer manufacturers, to secure supply for best transformer technologies and optimized total cost of ownership.



## WHAT MAKES THIS COURSE TRULY UNIQUE ?

*The Facilitator has a wealth of knowledge and experience in the field of Electrical Engineering, Commercial and Supply Chain Management in the utility industry across Generation, Transmission and Distribution.*

*Knowledge on how to manage transformer sourcing as a strategic enabler for sustainable supply with a pre-defined and purposeful objective.*

*The Hybrid learning approach reduce 'seat time' and is flexible in how the participant engage with the e-lesson material. The approach allows the participant to learn remotely any place, anytime at their own pace.*

*Quick take-aways that can be immediately applied.*

*Participants can take the exam after the e-lesson, in order to get the certification of achievement.*

# WHO IS THE STRATEGIC SOURCING FOR POWER TRANSFORMERS INTENDED FOR?

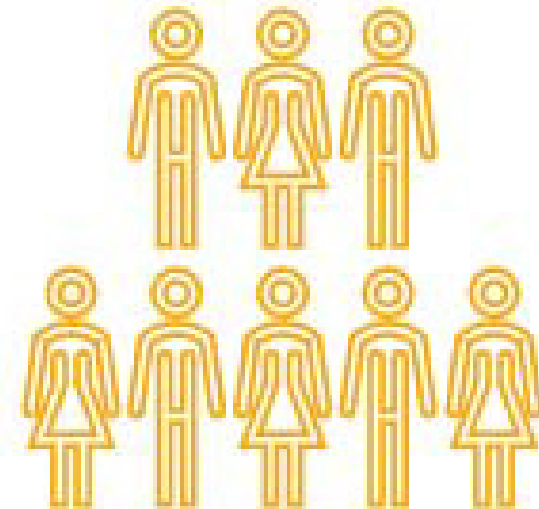
Category Managers

Procurement Specialists

Transformer Manufacturers

Component Suppliers

**Transformers**  
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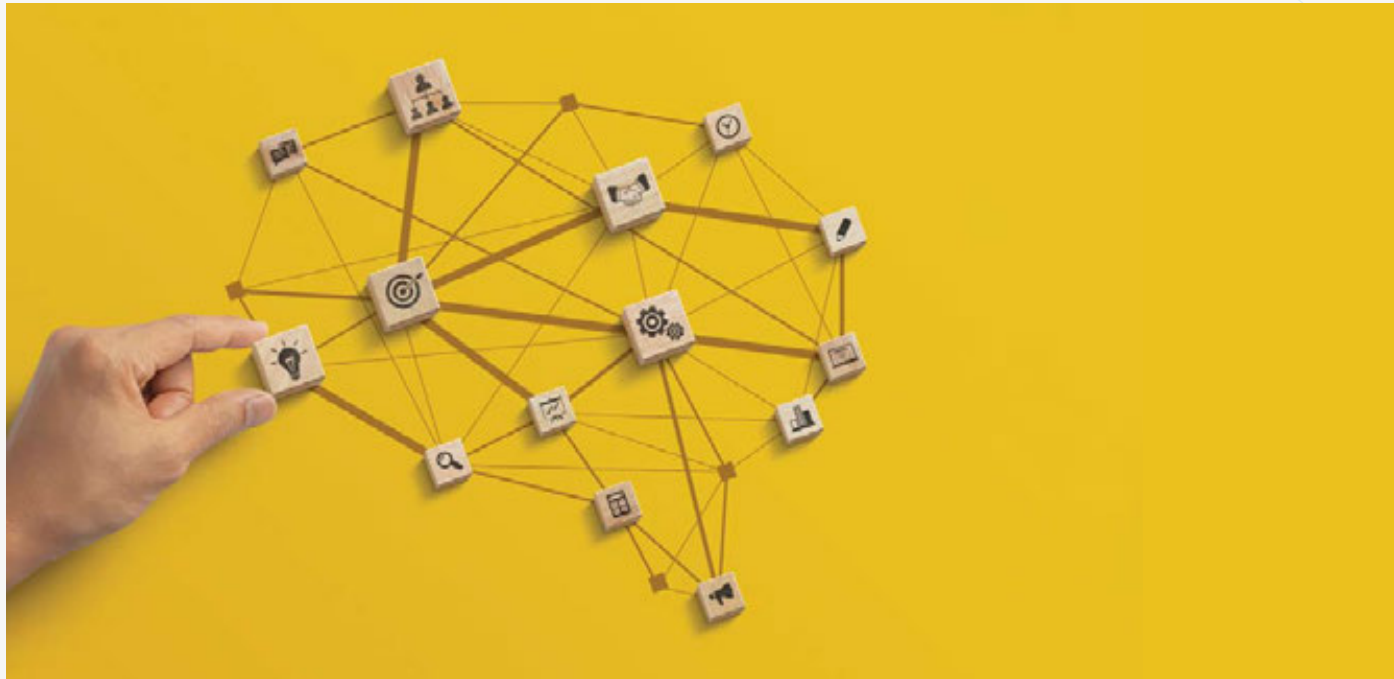


# INTRODUCTORY / BASIC LEVEL

## LESSON #1: INTRODUCTION

**CONTENT:** What you will learn here (main takeaways)

1. Define the purpose and objective of the power transformer sourcing team.
2. Identify the sourcing stakeholder group and set up introduction sessions.
3. Explain how to set up the power transformer sourcing governance approach.







**SUPPLIER**

# STRATEGIC SOURCING FOR POWER TRANSFORMERS / INTERMEDIATE LEVEL

## LESSON #1: STRATEGY DEVELOPMENT

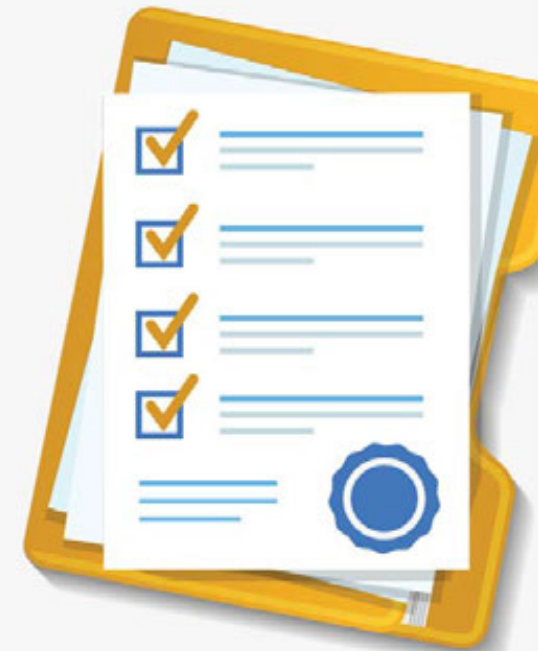
Learn how to secure supply through the development of a sourcing strategy that will achieve the lowest total cost over the life cycle of the Power Transformer.

## LESSON #2: CONTRACTING

Learn how to short list potential suppliers through an objective and transparent screening process, solicit proposals from selected suppliers for further negotiation or contracting.

## LESSON #3: SUPPLIER MANAGEMENT AND DEVELOPMENT

Learn how to communicate to suppliers, track performance, manage expectations and continuously improve.



# POWER TRANSFORMER SOURCING / MASTER'S LEVEL

## LESSON #1: DEVELOP SOURCING STRATEGY

Learn how to secure supply through the development of a sourcing strategy that will achieve the lowest total cost of ownership (TCO), over the life cycle of the Power Transformer.

## LESSON #2: CREATE SCREENING AND SELECTION CRITERIA

Learn how to short list potential suppliers, solicit proposals from selected suppliers for further negotiation or contracting.

## LESSON #3: CONDUCT COMMERCIAL EVENTS

Learn how to solicit proposals from selected suppliers in a standard format to determine suppliers suitable for further negotiation or contracting.

## LESSON #4: SHAPE AND NEGOTIATE AGREEMENTS

Learn how to reach agreement with the supplier/s on the contract terms and conditions.

## LESSON #5: IMPLEMENT AGREEMENTS

Learn how to transition to implementation by ensuring that Stakeholders understand the changes and the implications of the contract.







