

# ORGANIZATIONAL COST REDUCTION MASTERCLASS

EXECUTING PROVEN STRATEGIES TO REDUCE ORGANIZATIONAL COSTS

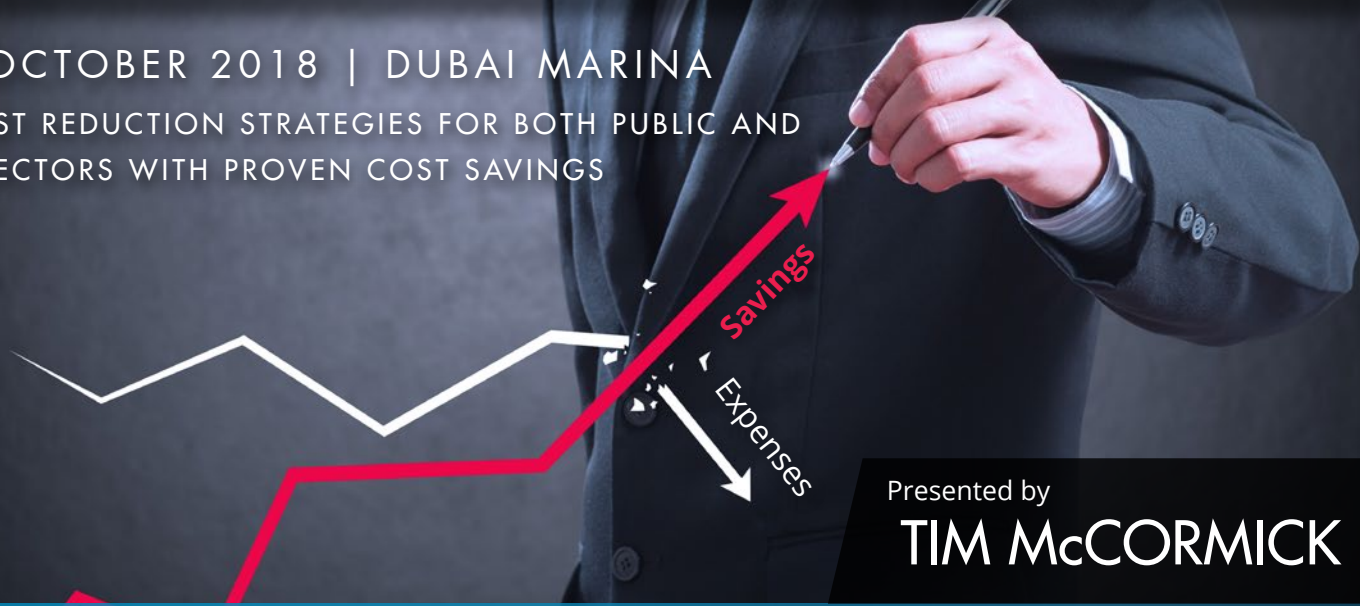
GAIN AN ADVANTAGE  
DURING TOUGH  
ECONOMIC TIMES

2 DAY HANDS-ON WORKSHOP AND TRAINING EVENT

PARTICIPANTS WILL PRODUCE REAL AND PRACTICAL COST REDUCTION PLANS AND STRATEGIES

10-11 OCTOBER 2018 | DUBAI MARINA

APPLY COST REDUCTION STRATEGIES FOR BOTH PUBLIC AND  
PRIVATE SECTORS WITH PROVEN COST SAVINGS



Presented by

**TIM McCORMICK**

Hands-on C-level executive, who has conducted hundreds of cost reduction projects  
International expert, guru, and award winning author on strategic cost reduction

Acquire practical tools and methodologies to reduce costs in the following areas and more.....



Value Chain and  
Procurement



Organizational  
Simplicity



Process  
Optimization



Budgetary  
Controls



Outsourcing  
Value Redesign

## WHO

### Who should attend ?

Leaders, executives, directors, managers, and practitioners who are seeking major cost reduction in their organizations, and who are responsible for planning and executing this change

Individuals responsible for cost reduction across key functions including (but not limited to) Finance, Procurement, Operations, Logistics, IT, and HR

## WHAT

### About the Training

This is a practical hands-on training where participants will learn the necessary tools to identify and overcome cost reduction pain points impacting their organization. Participants will learn trusted techniques, tools, and strategies which have proven to reduce cost by up to 25% in organizations worldwide across a variety of sectors. The program focuses on strategic cost reduction, and intends to give participants a holistic and comprehensive framework that can be applied to reduce costs throughout the organization

## WHY

### Key Benefits

- Assess the traditional methods of reducing costs and understand their limitations
- Acquire access to the "cost reduction toolbox" and learn a variety of techniques, tools, and strategies to reduce cost
- Learn how to overcome the common challenges to effective cost reduction
- Develop cost reduction plans and strategies to drive cost reduction in your business
- Be coached and mentored by a guru in cost reduction
- Gain certification in cost reduction

To register yourself or a member of your organization or for further inquiries, please contact us via telephone or email  
Discounts available for groups

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www.calibermiddleeast.com

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# DUBAI MARINA

## 10-11 OCT 2018

SPACES ARE LIMITED

Early Bird Price  
Register before Sept 3<sup>rd</sup>

**\$ 1999**

Regular Price

**\$ 2433**

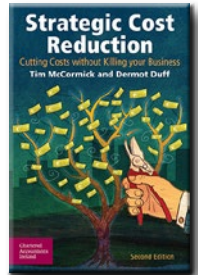
Learn and gain access to the "COST REDUCTION TOOLBOX" which has successfully been used in hundreds of organizations globally

Solve your most pressing cost challenges in real time with help of a best practice toolbox and mentorship with a leading thought leader and practitioner in cost reduction.

### ABOUT TIM McCORMICK



Tim McCormick MBA, BA, FCA is one of the leading thinkers on organization cost reduction and authored a book on Strategic Cost Reduction: Cutting Costs Without Killing Your Business. A graduate of INSEAD and former head of Audit in one of Ireland's leading banks, Tim remains a leading advisor and trainer on the field of cost reduction. His ability and expertise in pioneering a strategic framework on cost reduction has led him to be a trusted advisor for leading organizations globally. He is also a board member at a leading Hedge Fund and continues to write articles revolving around the field of cost reduction.



#### BEFORE TRAINING

##### IDENTIFY

Identify most pressing cost reduction challenges in your organization

##### LEARN

Apply Cost Reduction Toolbox to challenges identified

#### DURING TRAINING

##### PLAN

Develop a detailed cost reduction plan

#### AFTER TRAINING

##### EXECUTE

Execute the plan and receive feedback through coaching opportunities

## 2 DAY HANDS-ON WORKSHOP & TRAINING EVENT

TRAINING IS GEARED TO PRODUCE REAL COST SAVINGS TO YOUR ORGANIZATION

### DAY 1 AGENDA

- Pre-Training: Readings, and identification of real-life cost reduction challenges
- Defining Strategic Cost Reduction
- Overview of the cost reduction toolbox
- Determine real drivers of cost
- Define areas and intervention to reduce organizational cost
- Define company specific cost reduction Goals
- Assessing the traditional approaches
- Choosing where and how to start
- Cutting costs in an emergency
- Case Study: Cost Reduction Assessment

### DAY 2 AGENDA

- Deep dive into the Strategic Tools
- Identifying the strategic cost drivers
  - Making budgeting more effective
  - Reducing overheads methodically
  - Assessing modern operational tools (Lean, Six Sigma, BPR)
  - Using the value chain to find opportunities
  - Radically restructuring the workforce
  - Purchasing and procurement
  - Tackling labour costs sensibly
  - Improving purchasing consistently
  - Thinking about outsourcing
  - Implementing the plan successfully
  - Case Study: Cost Reduction Planning

Interactive Group Exercises, Activities and Case Studies

## ABOUT CALIBER CONSULTING

Caliber Consulting is a boutique management consulting firm and a trusted advisor on business strategy in the Middle East. We specialize in the design, synchronization, and implementation of organizational strategies. We partner with an array of clients to reach new frontiers and cross uncharted organizational territories. Our consultants are agents of transformation with an obsession for achieving real tangible results. We are in the business of execution - putting recommendations to practice and plans to action.

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