

FOR IMMEDIATE RELEASE:

Consultant awarded for training excellence

Toronto, July 24, 2009 – With increased competition and many countries and governments advocating local purchasing preferences, it is paramount for organizations to understand the importance of managing their procurement operations and their contracts with suppliers. By managing these aspects of the business, companies can find themselves with improved return on investment and increased profit. In order to accomplish this, organizations need to raise the level of competency of their employees and provide them with the appropriate skills and tools to make better buying decisions. There are many ways that organizations can accomplish this and here are three of them:

Track what you spend – Organizations need to know how much they are spending, on what they are spending and with whom they are spending;

Determine evaluation criteria – Organizations need to know what criteria they will be using to make purchasing decisions. These will likely stem from identifying the needs of the organization;

Develop standard templates – Within any organization, the templates to follow should be standardized to eliminate duplicate and non-value added work.

Andrew Miller leads a two-day workshop for project management professionals through the Schulich Executive Education Centre (SEEC) in Toronto. The workshop, aptly titled Contracting and Procurement, is part of the post-graduate Masters Certificate in Project Management (MCPM) program offered through the SEEC Project Management Centre of Excellence. The two-day workshop teaches attendees how to make better buying decisions and negotiate better contracts. Miller was recently acknowledged as one of the top trainers in the program, as measured by the evaluations completed by more than 200 students that went through the program in 2008/2009.

“All aspects of this relationship have been beyond expectations. The program that Andrew created was excellent,” says David Barrett, National Program Director for the Project Management Centre of Excellence at the SEEC. Andrew’s program has “... settled in as one of our top performing programs...Andrew is an excellent communicator, a fabulous instructor and a true professional” says Barrett.

Improving results from procurement operations is something that Miller has been offering clients for more than a decade through his company ACM Consulting Inc. and he is honoured to be acknowledged by the students, who he considers to be his customers. “It is always nice to be acknowledged for doing a great job,” Miller says, “but this is especially important because it comes directly from the

students. It means that they are receiving value from the workshops and that I am able to have a positive impact on their professional lives. These are people with a lot of work experience and being able to teach them how to help their organization improve is very satisfying.”

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