

ArcBlue eLearning

A 'right now' approach to cost-effective training

Our Services

Our business operates across key streams— Advisory & Change, Capability Development, Procurement Technology, Social & Sustainable Procurement & Project Contracting. ArcBlue has a range of tried, tested and proven methodologies to ensure your projects are a success.

CAPABILITY DEVELOPMENT

Unlock more potential from your procurement team



ADVISORY & CHANGE

Deliver more value through consulting, change & transformation



SOCIAL & SUSTAINABLE

Achieve more social impact through your procurement



PROJECT CONTRACTING

Access more flexible procurement & project management resources



PROCUREMENT TECHNOLOGY

Access more efficiency through procurement technology solutions



MYBUY

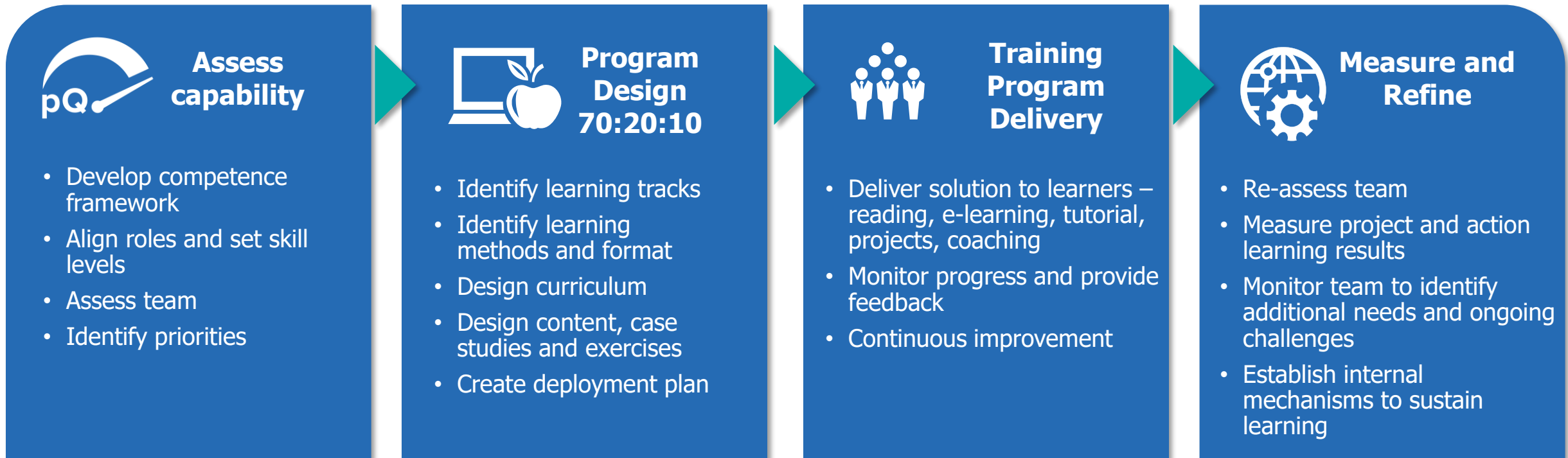
Your digital procurement hub



Our Approach to Developing People

A structured approach for the development of teams and individuals, underpinned by best practice principles.

Our learning and development programs are designed to develop talent in a progressive manner. We start by identifying the skills you want to develop and assessing individuals against this skills set to establish a baseline



eLearning



ArcBlue eLearning

ArcBlue offers a range of eLearning covering our procurement competency framework. With inhouse design and development capability we can fully tailor, contextualise or brand your eLearning solution, providing access to our online portal, or provide a SCORM compliant package.

eLearning offers a 'right now' approach to delivering cost-effective training. Learners can experience bite-sized modules from their computers or laptops, easily fitting into their daily work schedule.

ArcBlue offers a suite of modules for procurement and non-procurement team members. A great way to upskill those who purchase across your organisation.

eLearning provides:

- ✓ Cost effective training
- ✓ Broad and easy access
- ✓ A consistent message
- ✓ An audit trail
- ✓ Measurement of learning
- ✓ A fully tailorable solution



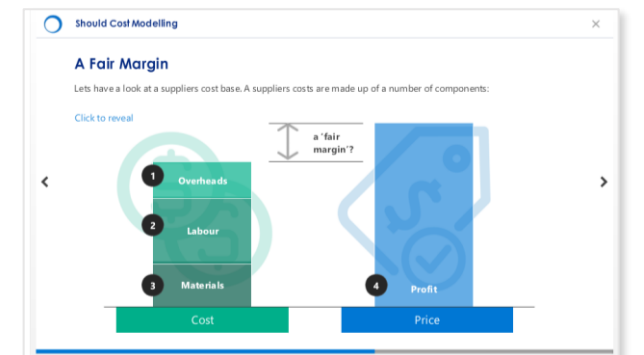
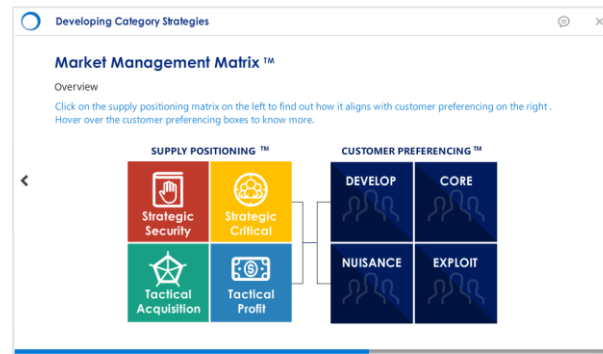
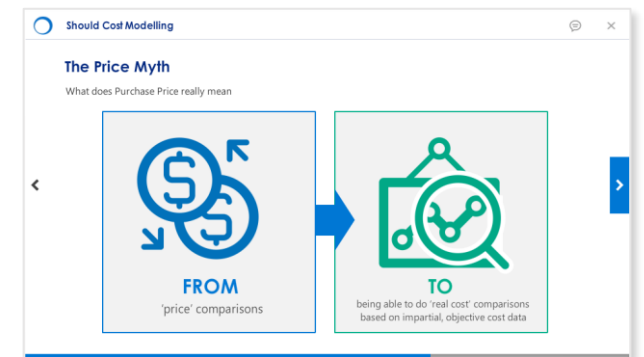
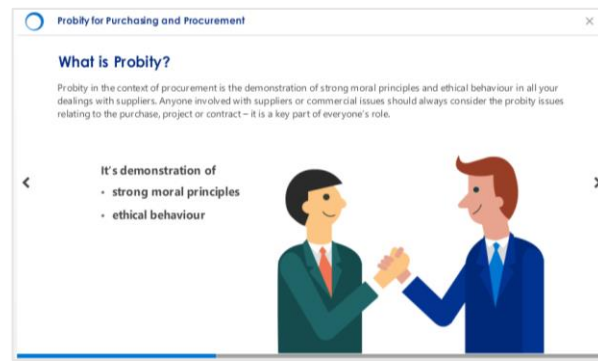
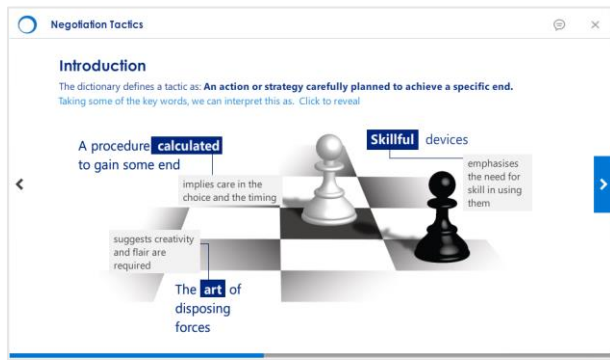
Preview: eLearning

Preview: Case Study



ArcBlue eLearning Sample Screenshots

Modules require interaction, ensuring the learner is engaged in the content. Our design team will interpret the content and animate it to bring it to life.



ArcBlue eLearning

Sample modules



[Preview Doing Business with Local Government](#)



[Preview the Probity Case Study](#)



[Preview ADB Framework Module](#)



[Preview MTIA Awareness Module](#)



ArcBlue eLearning Modules

Risk and Governance	Approximate length (mins)
<p>Introduction to risk</p> <p>Designed for procurement practitioners and contract managers to provide them with an introduction or refresher on risk. It provides an understanding of the factors affecting risk, establishing the source and types of risk, and to begin considering about how to manage risks.</p>	20
<p>Probity for purchasing and procurement</p> <p>This module provides an overview of the key probity principles that apply to anyone involved in a procurement activity for a Council. Topics include what probity is and why it is important legislative and organisational probity requirements, and the key probity principles.</p>	25
<p>Procurement Essentials</p> <p>Made up of four modules, this course provides an understanding of procurement, targeting the non-procurement professional.</p> <ol style="list-style-type: none"> 1. Introduction to procurement - what is procurement and why is it important, methods of procurement and governance (30 minutes) 2. Guiding principles including risk, legislation and the 9 guiding principles (20 minutes) 3. Procurement process including the source to contract process (10 minutes) 4. Evaluation to establishment which outlines the principles of evaluating and engaging a supplier (15 minutes) 	Total 75 minutes



ArcBlue eLearning Modules

Strategic Planning	Approximate length (mins)
Developing strategies This module explores tools and methods to support the development of category strategies. We look at analysis tools, supply positioning, customer preferencing and the market management matrix.	25
Supply positioning This module explores using the supply positioning tool, how to plot each category of spend. It also looks at how to position categories to understand the appropriate management behaviour for each quadrant.	35
Customer preferencing This module explores what influences a suppliers attitude and the value of business. It covers suppliers objectives and the 'attractiveness' factors that determine your level of importance to the supplier. It looks in-depth at building the customer preference matrix and how we use it.	20
Porters 5 forces This eLearning course provides an overview of the business environment assessment tool 'Porter 5 Forces Analysis' which is used to support the development of procurement category strategies. This module is designed for all professionals involved in the development of category and procurement strategies, with particular regard to procurement professionals who need an understanding of approaches to the analysis of the business environment as part of a wider appreciation of tools and methods available. It examines the Porter's 5 Forces Model only.	35



ArcBlue eLearning Modules

Supplier Relationship Management	Approximate length (mins)
<p>Supplier Relationship management –</p> <ol style="list-style-type: none"> 1. Governance - This module explores an overview and context for managing relationships and focuses on the governance framework. We explore the types of relationships, supply positioning and establishing the governance framework. (20 minutes) 2. Managing supplier performance - In this module, we will focus on establishing the performance regime and some key tools to manage suppliers. You will learn how to establish KPI's and behaviours as well as incentives and sanctions. (20 minutes) 3. Supplier development - This module focuses on supplier relationships and development. Also covered are the pitfalls of supplier development and common mistakes in managing strategic supplier relationships. (15 minutes) 4. Relationship measurement - In this module, you will learn to set up value discovery programs and techniques for driving change. Tools and techniques are covered on how to measure relationships and why this is important. (15 minutes) 	<p>Total 70 minutes</p>
<p>Contract management</p> <p>Made up of two modules, this course, provides an overview of good practice contract management.</p> <ol style="list-style-type: none"> 1. Part one – this module provides an overview and the key principles of contract management and the legislative framework under which organisations operate (10 minutes) 2. Part two – In this module the four core elements of contract management will be discussed: planning, mobilisation, management and close-out. (25 minutes) 	<p>Total 35 minutes</p>



ArcBlue eLearning Modules

Market Engagement	Approximate length (mins)
<p>Evaluation Panel responsibilities</p> <p>This module is designed for non-procurement professionals who are taking part in an evaluation panel exercise. Using clear, non-procurement language, it should provide the basic steps involved in evaluation, probity matters and good practice evaluation techniques</p>	30
Contract Law	
<p>Introduction to contract law</p> <p>This module is designed for those in purchasing/procurement officer roles who are buying goods and services on behalf of their organisation. It provides a basic introductory-level understanding of what a contract is, how a contract is formed, terms of a contract, termination of contracts and remedies for breach of contract.</p>	35



ArcBlue eLearning Modules

Cost Management	Approximate length (mins)
Should cost modelling This module looks at key principles involved in understanding the make-up of margins and how suppliers price products. What are the price drivers other than cost, the product lifecycle and the process for developing a should cost model.	15
Basics of company statements This module explores key elements of company statements and how they apply in a procurement context.	15
Negotiation	
Principles of negotiation This module puts negotiation into context, explores why we negotiate and the main elements that make a successful negotiator.	15
Structure of negotiation This module provides a complete review of the importance of each of the six phases of a negotiation with particular focus on the 'Opening' and the 'Testing' phases. It looks at setting expectations, testing assumptions and looking for signals of movement.	15



ArcBlue eLearning Modules


Preparation and planning An in-depth look at the 'Prepare and Plan' phase of a negotiation. Preparing and Planning are two of the most important aspects of a negotiation to secure a successful outcome, this module looks at some key aspects to be considered.	15
Persuasion methods This module contains a comprehensive look at how to persuade others to your point of view. It introduces the 5 methods of persuasion, rules on how to make them powerful, and guidelines for when to use them in a negotiation.	15
Movement techniques To develop more skills to gain movement and explore the difference between internal and external negotiations. This module builds on the persuasion methods, and looks at tactics and stakeholders.	25
Developing and using power This module provides a deep understanding of how the balance of power affects negotiations and tools to increase your own power.	15
Negotiation tactics An introduction to negotiation tactics and seven top tactics and when to use them. The first of three tactics modules looking the most common negotiating tactics. The seven in this module are designed to be used by anybody and would fit in any negotiator's toolbox. We will also look at how to respond to each of the tactics if used on you.	25
Negotiation tactics 2 A look at seven more advanced tactics and when to use them.	20
People and behaviour Module provides a deep understanding of the people element of our house of negotiation, particularly what make a negotiator warm and tough.	15



ArcBlue

Procurement Delivering More

- Advisory & Change
- Capability Development
- Sustainable & Social Procurement
- Project Contracting
- Search & Recruitment
- Procurement Technology

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