# Strategic Vendor Managed Inventory and Partnership Training Course

02 - 06 Nov 2026

Boston

7500 € (Per Person)

Ref: #IM3702_160960

## Course Introduction / Overview:

This course provides a comprehensive exploration of Vendor Managed Inventory (VMI) systems and the strategic partnerships that underpin their success. In today's volatile global market, optimizing inventory levels while ensuring product availability is paramount for competitive advantage. This program moves beyond theoretical concepts to deliver a practical roadmap for implementing and managing a successful VMI model. As detailed by supply chain expert Edward Frazelle in his works, including "Supply Chain Strategy", the transition to a collaborative inventory model requires a fundamental shift in supplier-customer relationships. This training course, offered by BIG BEN Training Center, delves into the intricacies of this shift, covering everything from initial framework design and technology selection to performance measurement and continuous improvement. Participants will learn how to foster trust, align objectives, and establish robust communication channels to create resilient and mutually beneficial supplier partnerships, ultimately leading to reduced stockouts, lower carrying costs, and a more agile supply chain.

## Target Audience / This training course is suitable for:

- Supply Chain Managers.
- Procurement and Sourcing Professionals.
- Inventory Planners and Analysts.
- Logistics and Distribution Managers.
- Vendor and Supplier Relationship Managers.
- Operations Managers.
- Commercial Managers.
- Purchasing Specialists.

## Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Packaged Goods (CPG).
- Pharmaceuticals and Healthcare.
- Automotive and Aerospace.
- Technology and Electronics.
- Food and Beverage Distribution.
- Government and Public Sector Procurement Agencies.
- Third-Party Logistics (3PL) Providers.

## Target Organizations Departments:

- Supply Chain Management.
- Procurement and Purchasing.
- Logistics and Distribution.
- Inventory Control and Management.
- Operations Management.
- Strategic Sourcing.
- Finance and Cost Control.
- Commercial and Contract Management.

## Course Offerings:

By the end of this course, the participants will have able to:

- Develop a comprehensive framework for implementing a VMI program.
- Analyze the financial and operational benefits of VMI for both vendors and customers.
- Master negotiation techniques for establishing mutually beneficial partnership agreements.
- Design key performance indicators (KPIs) to monitor and evaluate VMI performance.
- Utilize data analytics for accurate demand forecasting and inventory optimization.
- Build and maintain strong, collaborative relationships with strategic suppliers.
- Identify and mitigate risks associated with VMI and supply chain collaboration.
- Integrate VMI principles with broader supply chain strategies like JIT and lean management.
- Lead the change management process required for a successful VMI transition.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and highly practical. We believe that adult learning is most effective when it connects theory to real-world application. This course utilizes a blended approach, combining expert-led presentations with dynamic group discussions, collaborative workshops, and in-depth case study analyses of successful VMI implementations. Participants will engage in role-playing scenarios focused on partnership negotiation and conflict resolution, allowing them to practice critical communication skills in a controlled environment. Team-based exercises will challenge participants to design VMI frameworks and develop risk mitigation plans for complex supply chain scenarios. Throughout the course, there will be a strong emphasis on peer-to-peer learning and knowledge sharing, facilitated by our experienced instructors. Continuous feedback is provided to ensure participants can directly apply the learned concepts, such as inventory optimization and supplier collaboration, to their professional roles, ensuring a tangible return on their training investment.

## Course Agenda (Course Units):

### Unit One: Fundamentals of VMI and Strategic Alliances

- Introduction to modern supply chain management principles.
- Defining Vendor Managed Inventory (VMI) and its core concepts.
- The evolution from traditional purchasing to collaborative models.
- Distinguishing VMI from other inventory models like consignment.
- Key benefits of VMI: cost reduction, improved service levels, and reduced stockouts.
- The critical role of strategic partnerships in VMI success.
- Identifying potential challenges and pitfalls in VMI implementation.

### Unit Two: Designing and Implementing the VMI Framework

- Conducting a feasibility study and building the business case for VMI.
- Step-by-step guide to the VMI implementation process.
- Selecting the right partners and establishing selection criteria.
- The role of technology: EDI, CPFR, and VMI software platforms.
- Data sharing requirements and establishing information transparency.
- Defining roles, responsibilities, and accountability for all stakeholders.
- Developing a pilot program to test and refine the VMI model.

### Unit Three: Building and Managing Strategic Supplier Partnerships

- Principles of Supplier Relationship Management (SRM).
- Negotiating the VMI agreement: key clauses and considerations.
- Establishing trust and fostering a collaborative culture.
- Developing effective communication protocols and meeting cadences.
- Techniques for joint business planning and objective alignment.
- Conflict resolution strategies for VMI partnerships.
- Managing the human element and change management within the organization.

## Unit Four: Performance Measurement and Process Optimization

- Defining Key Performance Indicators (KPIs) for VMI.
- Measuring inventory turnover, fill rates, and stockout frequency.
- Utilizing scorecards for evaluating supplier and program performance.
- Leveraging data analytics for demand forecasting and replenishment planning.
- Techniques for continuous improvement and process refinement.
- Conducting regular partnership reviews and strategic alignment sessions.
- Benchmarking VMI performance against industry standards.

## Unit Five: Advanced VMI Strategies and Future Trends

- Integrating VMI with lean manufacturing and Just-in-Time (JIT) principles.
- Risk management in VMI: identifying and mitigating supply chain disruptions.
- The impact of digital transformation: IoT, AI, and machine learning in VMI.
- Exploring multi-tier VMI and expanding collaboration across the supply chain.
- Sustainability and ethical considerations in VMI partnerships.
- Case studies of advanced and innovative VMI applications.
- Future-proofing your VMI strategy for long-term resilience and growth.

# FAQ:

## Qualifications required for registering to this course?

There are no requirements.

## How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

## Something to think about:

Reflection Question: As supply chains become increasingly digitized with AI and IoT, how does the fundamental human element of trust in a VMI partnership evolve or become even more critical?

## What unique qualities does this course offer compared to other courses?

This training course distinguishes itself by offering a holistic and balanced perspective on Vendor Managed Inventory, treating it not just as a logistical process but as a strategic business relationship. While many courses focus narrowly on the technical aspects of inventory management and software, this program dedicates significant attention to the art and science of building and sustaining robust supplier partnerships. It emphasizes the critical soft skills—negotiation, communication, and conflict resolution—that are the true enablers of a successful V-M-I model. The curriculum is built upon practical, real-world case studies rather than abstract theories, allowing participants to analyze the successes and failures of actual VMI implementations. Furthermore, the course is forward-looking, addressing contemporary challenges such as supply chain resilience, digital transformation, and risk mitigation in a volatile global landscape. Participants will leave not with a rigid set of instructions, but with a flexible strategic framework and the critical thinking skills needed to adapt and optimize VMI principles within their unique organizational context, ensuring a lasting and impactful learning experience.