



Academy



The Academy

The next level for the way in which practitioners work, learn, interact and share knowledge.

Positive Purchasing



Enabling People

So what do you need to be effective



"My global team working to a common process and toolkit, collaborating with a common language"



"Effective training and development for the entire team whenever and wherever they need it"



"To find all the things that will help me do my job quicker"



"To collaborate with my US and European colleagues more effectively"



"I have access to learning support and the tools & resources I need to do my job"

There was a time...

When the only effective option for people development was classroom training and your entire team had to travel to a convenient place to participate. Once the course was complete people went back to their jobs and continued as before.

When geographical boundaries were exactly that; and teams in each territory largely worked and acted independently of each other.

When the things your team needed to do their job were either not available or were different from location to location.

The Academy helps satisfy the needs of today's organisations and is a key enabler to help purchasing teams make a significant contribution to the business.





A full online Purchasing Academy

The Academy from Positive Purchasing represents the latest in online resources, toolkits and learning. Designed specifically for the global purchasing community, the Academy puts everything your team needs to be effective at their fingertips. The Academy helps establish company wide sourcing processes and supporting toolkits and systems, making the latest versions available worldwide whenever required. The Academy transforms people development, providing training on-demand using the latest cutting edge video and e-learning technologies. The Academy operates at a company wide, group and individual level satisfying the need for business wide ways of working, team collaboration and the expectations of today's 'Facebook generation' for what they need when they need it. Put simply; The Academy represents a great leap forward in the way purchasing functions will work, develop and interact.



Using the latest technology in online Learning Management Systems (LMS) and the latest streaming video tutorials, the Academy allows organisations to define individually tailored courses, providing learning pathways through a variety of available learning resources. Candidates are taken through a sequence of leading edge video tutorials, Learning Modules (sequential, animated presentations combined with assessments and tests of understanding) and other learning elements. Candidates can monitor their progress against their individual learning plan and line management can access progress reports for team members.



The Academy collaboration tools support common process and ways of working and help to propagate real knowledge sharing on a global scale. Personal collaboration tools allow forums, wiki's and blogs within defined boundaries; allowing practitioners to share without leaving your corporate environment.



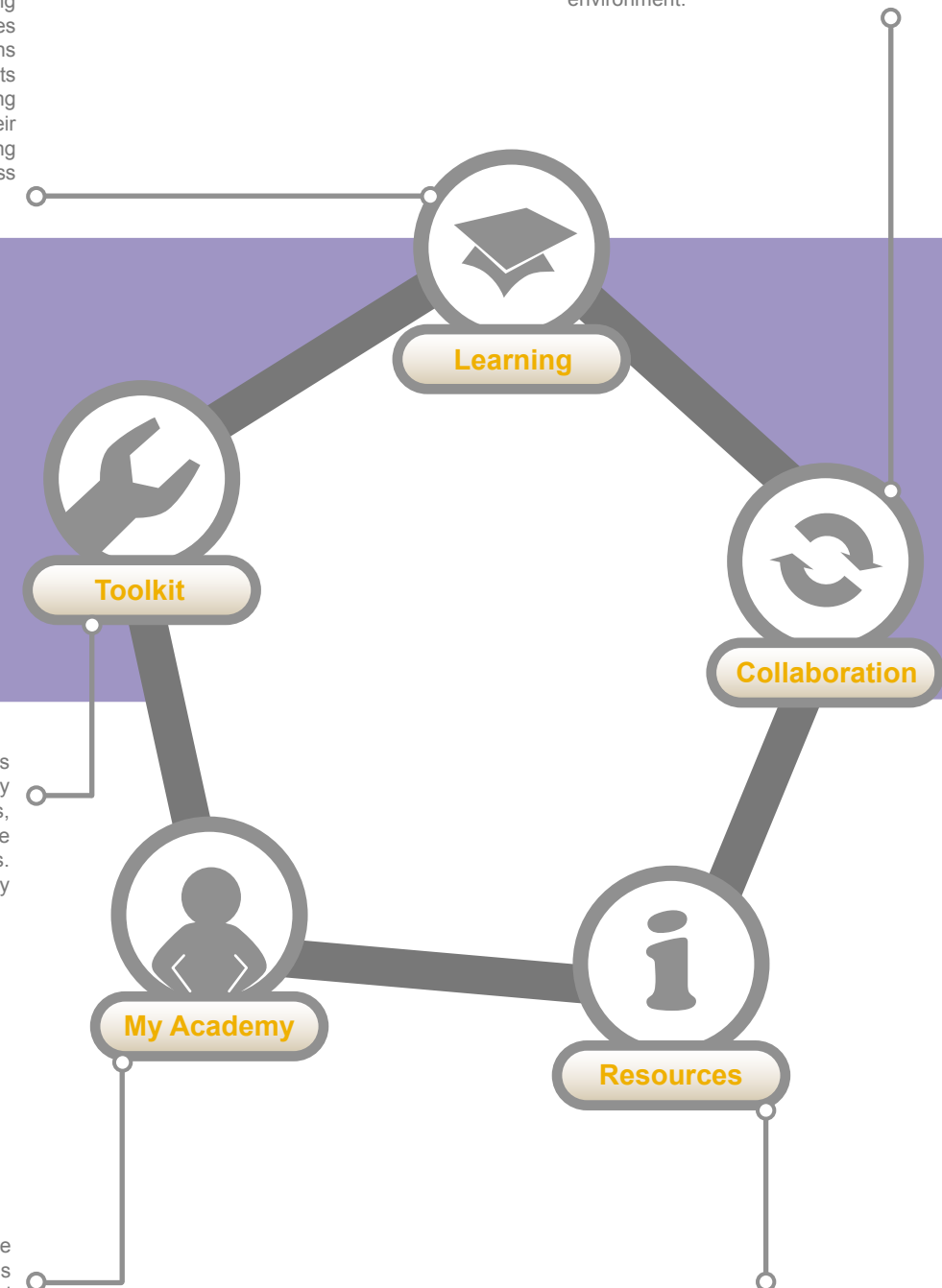
Online modular toolkit for key processes and approaches. Practitioners can easily access entire sourcing processes, tools, templates and a wealth of reference materials to support day-to-day activities. Toolkits and Academy can be fully customised to your organisation.



A personal page, accessed via secure login providing individuals with the tools and progress status for their personal learning and development. My Academy is where individuals go to review their training plan, developed exclusively for them and where they can review how they are doing against overall objectives.



Extensive online, real time resource library and feeds to support today's purchasing practitioners. Includes a range of research tools providing latest sources and information on categories, commodities, industry sectors and geographies. Academy research tools provide the latest information sources with links to both free and paid for information.



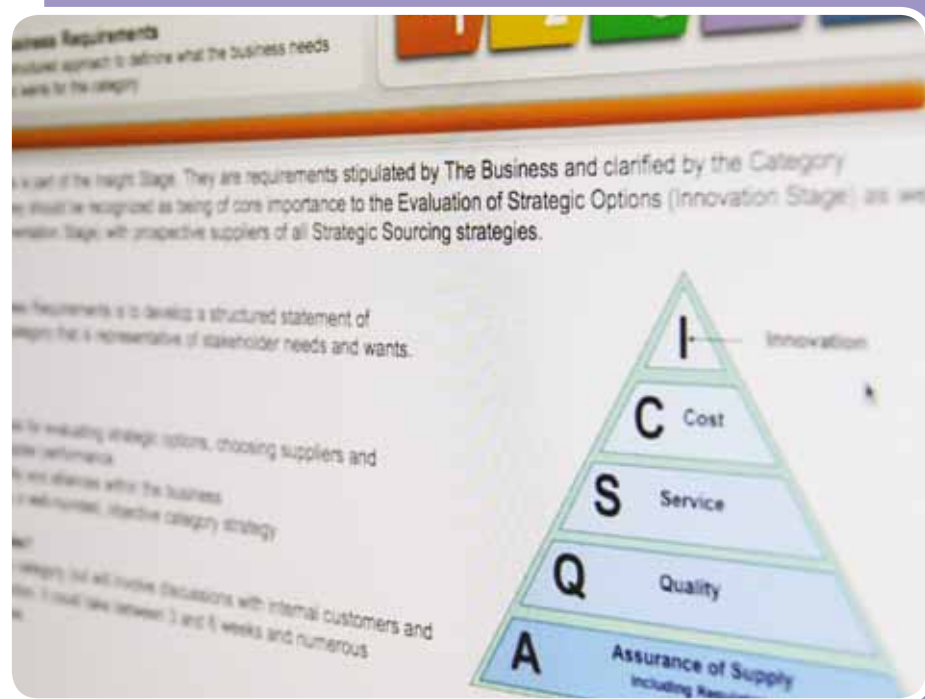
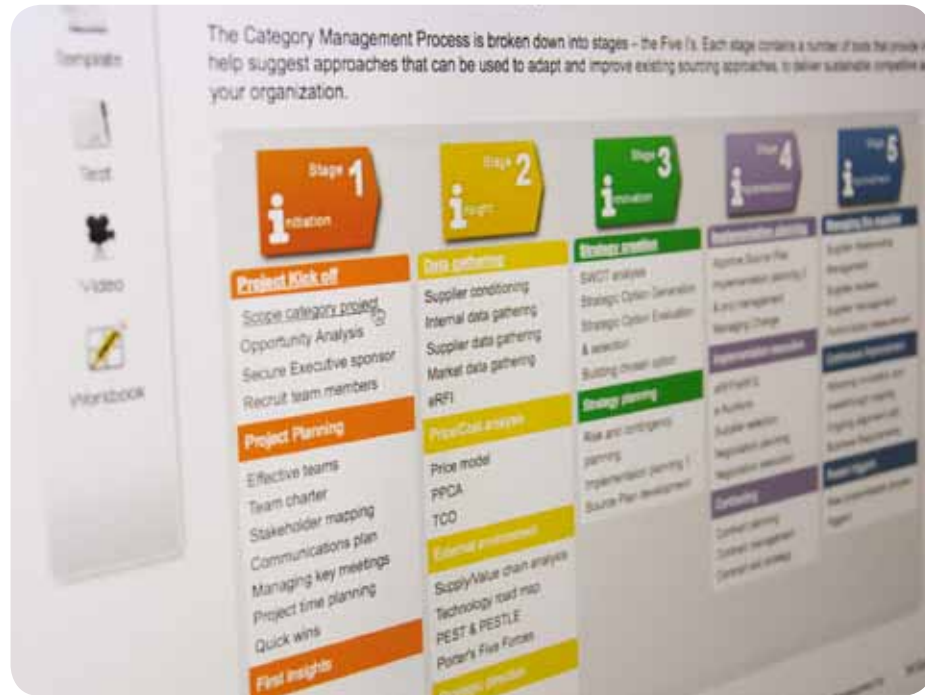
A leap forward in the way practitioners work, learn, interact and share knowledge



Toolkit

The Academy - Toolkit

The Academy provides an extensive toolkit for practitioners. Users can quickly and easily navigate through a range of standard purchasing processes to find individual tools, templates, reference materials, quick reference guides, worked examples, video tuition modules and Learning Modules (autoplay electronic content with audio instruction).



The Academy contains our best practice materials and resources, developed by our team and a select group of experts from our experience of working to support purchasing teams in global organisations. The Academy is constantly being updated so you can be assured your team has access to a vast range of current best practice resources.



Academy provides a range of toolkit options; these are available in different package configurations to suit your organisational needs. Don't worry if you're unsure how much your team will need right away...it's easy to upgrade later and add new modules to your existing package. Additional modules which may consist of any or all of the following:

- Strategy & Leadership
- Purchasing Fundamentals
- Negotiation
- Personal Effectiveness
- Category Management
- Supply Side CSR
- e-Sourcing

Note: Check for the availability of these modules when planning your upgrade, some will not be available until late 2010.

“The best thing about this product is the scope it offers us for continuous customisation”

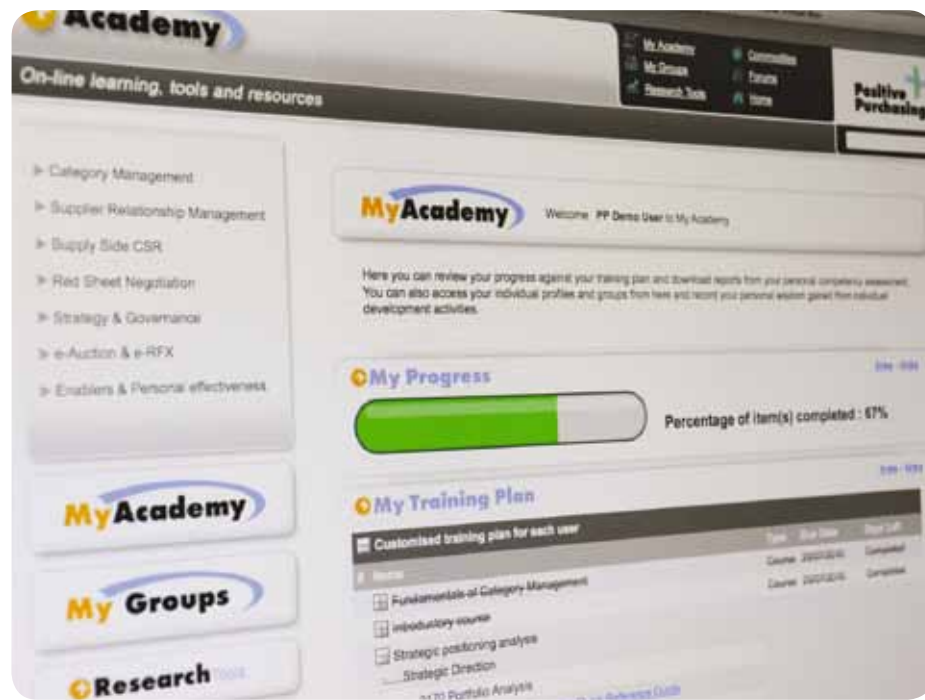


Learning

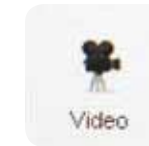
The Academy - Learning

The Academy is a powerful online e-Learning facility. The Academy can help people development in your organisation in a number of ways. Firstly it compliments existing classroom training programs to provide a blended learning approach, allowing individuals to continue their training after the event at times that best suit them; and, if you wish, have candidates work towards an online certification. Secondly the Academy can help you reach your entire global team with an effective training program; allowing teams in remote locations to take a training course online without the need for expensive travel to a training event.

Our online learning is unique and uses the latest technology and combines high quality video tuition using streaming video with our Learning Modules (autoplay electronic content with audio instruction) and a range of other documents and learning resources. The Academy provides individuals with their own personalised pathway through the extensive range of training materials. This pathway can be determined by the candidate or assigned to the individual by the Line Manager as part of an annual review process. Individuals access their own personalised 'My Academy' space to find their personal training plan and can progress through the various online courses at times that suit them. The Academy's Learning Management System tracks the progress of each individual with real time status available to both the individual and the Line Manager. As courses are completed the candidate can download their own certificate as a record of their achievement.

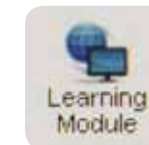


Learning



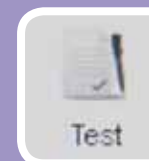
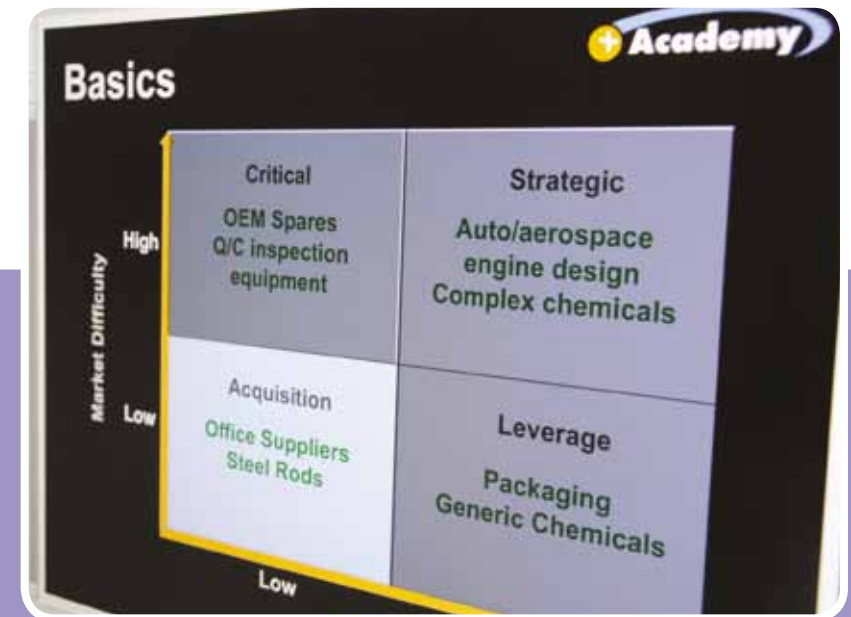
Video

We believe video elements are an essential part of your training arsenal. The human attention span is held much longer when engaged by audio/visual stimuli and the content delivered in this manner is more readily absorbed by the viewer.



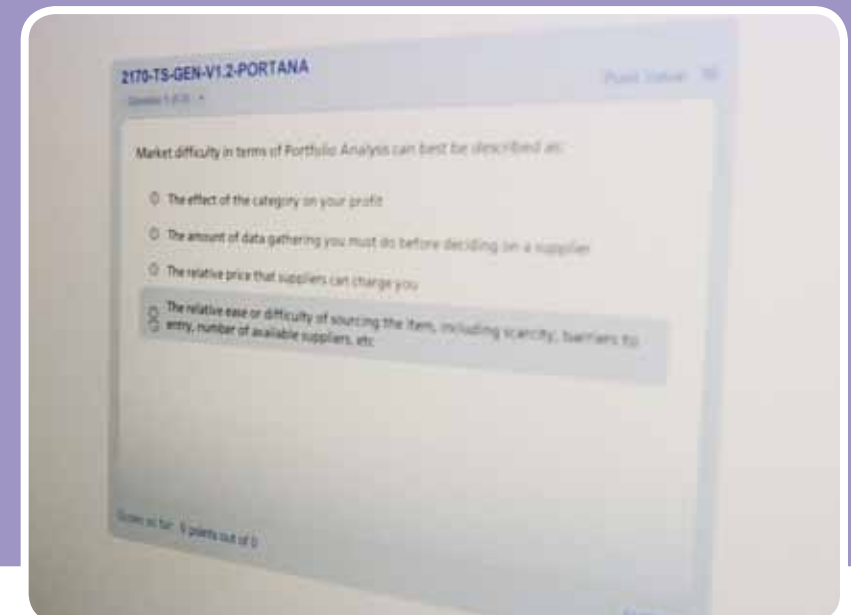
Learning Module

Learning Modules are our way of delivering dynamic educational content on specific areas of your business, to specific individuals within your business. The majority of candidates respond enthusiastically to this method of delivering training modules.



Test

Online tests, which are marked as you answer, give an instant assessment for the modules just learned. All data is collated back to the My Academy area so that you and your staff can see when the training has been completed and that which is yet to be.





Collaboration

The Academy - Collaboration

The Academy provides a range of collaboration tools to help your global team work and interact on sourcing projects together. If you choose your own Academy fully customised to your business you will have access to the Academy file share feature; allowing teams to swap, store and share project files on line. Our online tools and source plans* allows teams to access, work on and use key templates electronically and to create, collaborate on and share source plans and sourcing strategies online amongst the project team.

Our collaboration tools also help promote greater knowledge sharing. We offer forums, blogs and wiki's set up to operate within the boundaries of your organisation allowing your community to share ideas and get help from within the confines of your organisation.

*Available late 2010

The **My Groups** section within each user account brings communication into one central hub. Here a forum, blog and wiki framework are all easily accessed and updated; along with a file sharing feature which enhances the 'user friendly' status of the Academy.



Collaboration



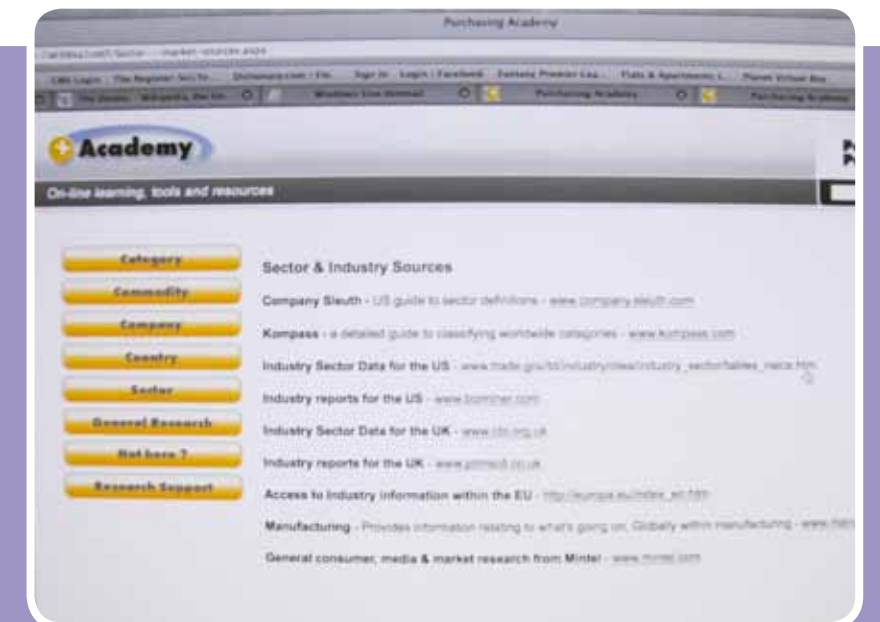
Resources

The Academy - Resources

Extensive online, real time resource library and feeds to support today's purchasing practitioners. Includes a range of research tools providing latest sources and information on categories, commodities, industry sectors and geographies. Academy research tools provide the latest information sources with links to both free and paid for information. Our commodity and indices feeds provide real time information with news stories and alerts as things change. The Academy resources module is dynamic with content constantly updated to provide everything needed for sourcing projects in one place.



Academy provides individuals with their own personal area called 'My Academy' where the user can access their personal training plan, check progress, view archived courses and access any personal information or downloads such as reports from competency assessments. My Academy is also where Line Managers have the option of accessing reports for their team to check team progress or set up courses for individuals.



Resources

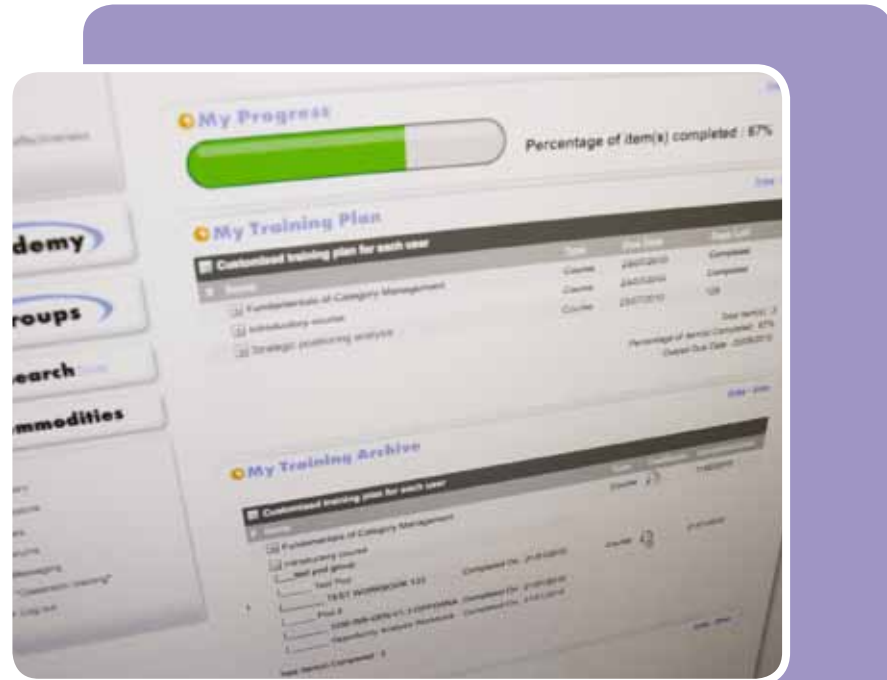


My Academy

My Academy

The Academy - My Academy

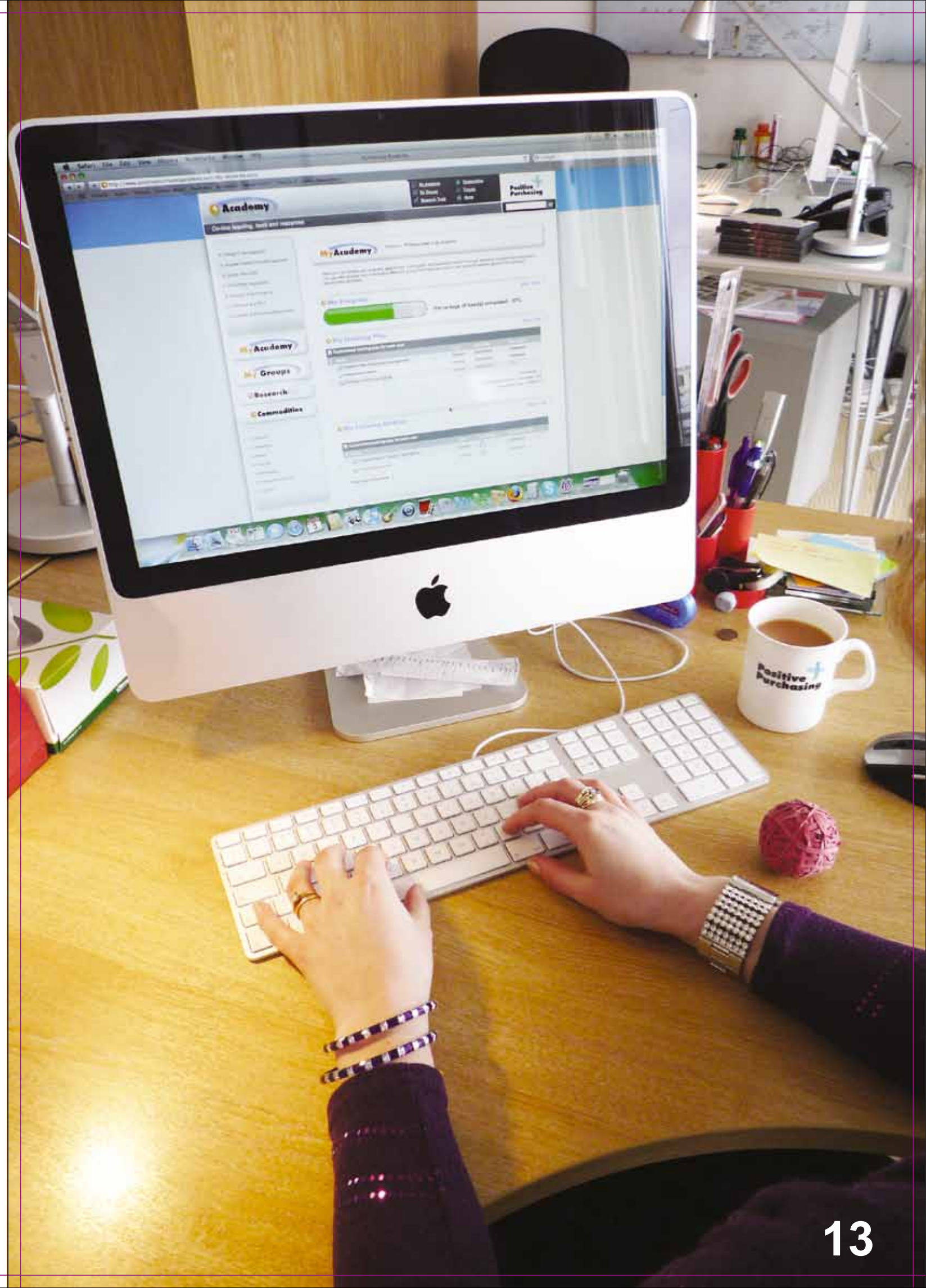
A personal page, accessed via secure login providing individuals with the tools and progress status for their personal learning and development. My Academy is where individuals go to review their training plan, developed exclusively for them and where they can review how they are doing against overall objectives. My Academy integrates fully with our Competency Assessment program or can be linked to organisational appraisal and review arrangements.



The My Academy homepage where customised training plans can be monitored on a user-by-user basis



The Academy offers a range of support tools for research including a comprehensive set of data sources to help with category, commodity, company and industry specific research. Our research area is constantly being updated to provide users with access to the latest sources. Academy also offers commodity price information to help understand price changes and dynamics.



Tailored for your business

The Academy can be tailored for your business in a number of different ways. Firstly the Academy is available with different package options, each offering a particular mix of support tools according to the different needs organisations have. The Academy is available for any number of users from an organisation and so it is perfect for both large global companies and small businesses.

Customisation Options:

The Academy is fully customisable to your organisation. We can provide The Academy fully configured with your corporate identity and branding and we can customise the content to feature your organisations strategic sourcing process and supporting tools and templates. If you don't have your own strategic sourcing process, we can even work with you to develop one, providing you with the supporting tools and templates and making them all available on your own customised Academy.

The Academy can become the single desktop application your team use for all their Purchasing activities, providing tools, learning and resources but in addition we can create additional content unique to your organisation. Would it help to have a video of your executive team talking about how important the efforts of the Purchasing function are? Would your team benefit from some pages on the Academy that provide support for your e-Sourcing tools or organisational charts. Whatever the need, the Academy can help and can be configured to link to your other existing platforms providing all your support tools in one place. The Academy can accommodate language customisation, using dedicated language toolsets and subtitled or different language video.

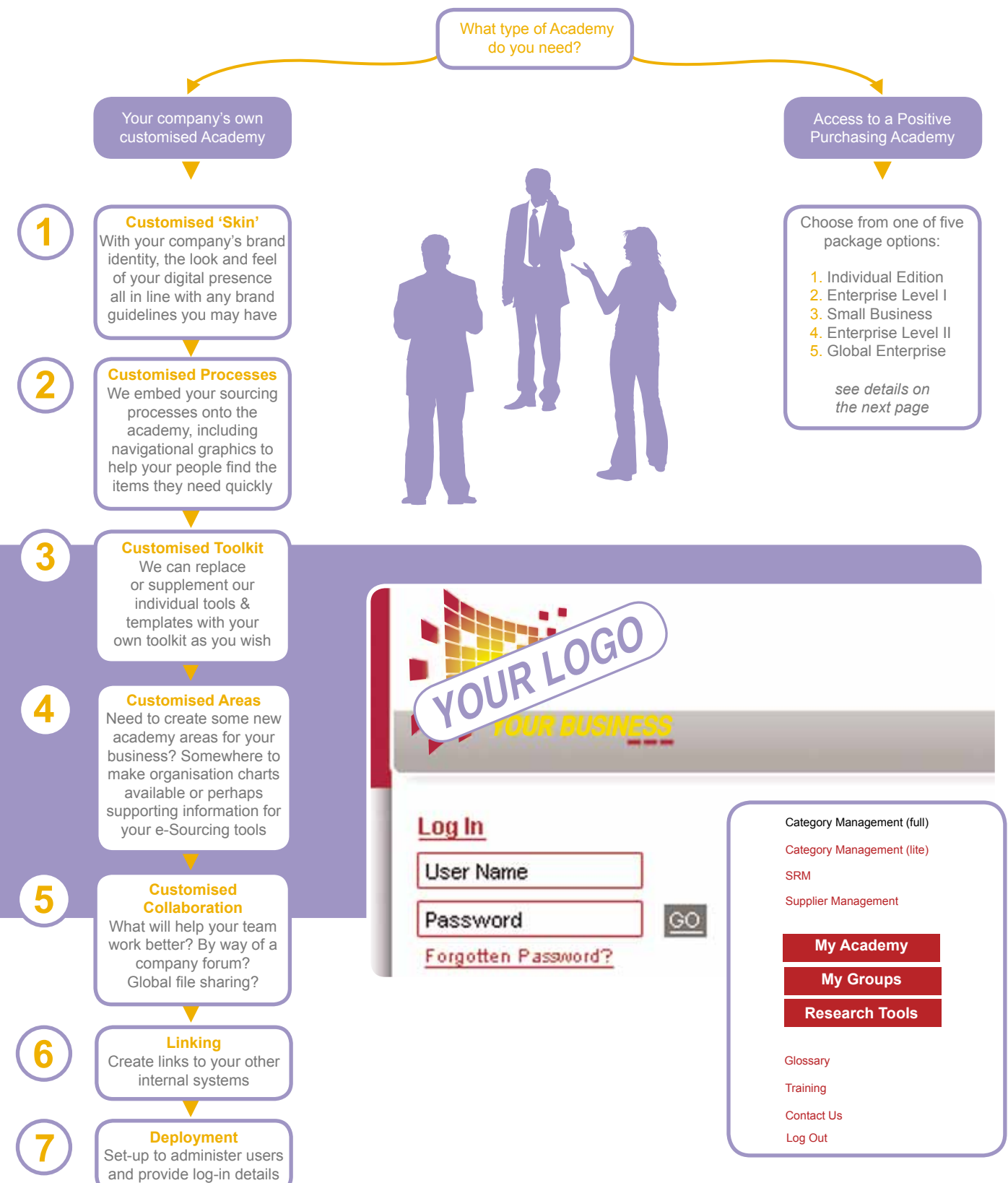
We can develop new starter on-boarding materials, providing the key information they need to start working effectively, fast.



Choosing the right Academy for you

We will configure the Academy for your organisation to work within the boundaries of your corporate IT systems. This includes user administration, compliance with data protection obligations and configuring the Academy platform so some of the sophisticated features such as video and Learning Modules will work on your company's desktop. We can also offer options to integrate Academy seamlessly with your company intranet so users can simply click through without the need for an additional login step.

Talk to Positive Purchasing today to find out how we can create your own customised version of the Academy for your organisation.



Academy is available in a range of standard configuration options and many can be customised to your business. In addition you can select additional optional modules. You can even upgrade your package to a higher option later.

Standard Academy Packages Alternative configuration options can be provided as a special package	Individual Edition 1	Enterprise Level I 2	Small Business 3	Enterprise Level II 4	Global Enterprise 5
Buying Fundamentals Full toolkit for day to day buying activity including tools, templates and videos	●	●			
Negotiation Fundamentals Toolkit, resources and videos for small to medium, one-on-one negotiations	●	●			
Collaboration Level I Access to a range of public collaboration tools specific to the purchasing community	●	●	●		
Category Management Full Category Management toolkit including process, tools, templates & video tutorials			●	●	●
Collaboration Level II Full range of collaboration tools, with file sharing and forums				●	●
Research Tools Full research modules including data sources, research and commodity pricing		●	●	●	●
Online Learning Full online learning management system including 'My Academy' feature		●		●	●
Support Level I Standard email support for queries and problems	●	●	●	●	●
Support Level II 24/7 help line support and email help desk			○	○	○
SRM Module Supplier Relationship Management toolkit, process, templates and video tutorials					●
CSR Module Supply Side CSR Module including process, toolkit, templates and video tutorials					○
Full Red Sheet Negotiation Online Red Sheet, tools, templates and video tutorials					●
e-Sourcing Toolkit e-RFx, e-Auction (once only or license to us)		○	○	○	○
Leadership and PE Personal effectiveness and soft skills including toolkit and resources					●
Contracting Toolkit, resources and videos. Also includes standard contracts and terms	○	○	○	○	○
SCORM Engine SCORM1.2 compliant engine for online learning		○		○	○
World-class Assessment Online world class assessment module with full reporting		○	○	○	○
Competency Assessment Online competency assessment and reporting module, integrated into online learning	○	○	○	○	○

● Included as standard ○ Optional Customisation

Customised Academy version are available where indicated. Additional fees apply for customisation according to the degree of customisation required. It is possible to upgrade packages within a contract period (with additional fees). It is not possible to downgrade within a contract period. A one-time IT configuration fee applies to all.

Build

Platform: ASP.Net (C#) on Microsoft's 2.0 .Net Framework
Content Management: Full CMS system, fully integrated with the Academy platform and individually licensed for each Academy.
Database: Built on Microsoft SQL Server 2005. Data access and manipulation is handled via parameterized SQL queries and store procedures.
Scalability: Fully scalable (.net construction)
Learning Management System (LMS): ASP.Net (C#) on Microsoft's 2.0 .Net Framework
Course verification: Fully SCORM 1.2 compliant



Hosting

Hosting location: US
Hosting standard: Complies to SAS70, Safe Harbor certified
Academy location: A series of Academy's are co-located on a single server. Separate dedicated hosting version is possible at additional cost.
Academy server expansion: Continuously monitored and expanded based upon Academy size, demand and bandwidth.
Servers: 2 x dedicated servers, 1 x Web Server, 1 x Database Server
Operating System: Windows 2003 Server
RDBMS: Microsoft SQL 2005 Standard Edition
Server hardware: Dell PowerEdge 2950, Dual Xeon Quad Core 2.5GHz, 4GB memory and Dual 250 GB SATA HDD.
Security: Dedicated hardware firewall, Dedicated 'Honey Pot', Trust Micro Anti-Virus Corporate
Backups: Continuous offsite backup with 7 day retention policy.



Minimum user system requirements

Hardware: PC or Mac
User operating system: Minimum Windows 2000 or Windows NT (optimised for Microsoft XP Professional) or Mac OS X
Internet connection required: Minimum connection of 56k (high speed internet connection recommended for full Academy functionality)
Minimum browser requirements: Internet Explorer 6 or Mozilla Firefox 1.5 on PC platform, and Safari 2.0.4 or Mozilla Firefox 1.5 on MAC. The above requirements are subject to correct security settings being in place.
Video player: Requires flash player (Optimised for Flash v10 but will work on Flash v8 or above)



The above requirements are subject to correct security settings being in place.

About Us



The view from our head office across Plymouth Sound

Positive Purchasing is a leading strategic purchasing specialist. We work all over the world to help 'enable people' and deliver dramatic results through our online Academy and our people development and purchasing transformation programs. Since its inception in 2003, Positive Purchasing has steadily grown into a world renowned leader in this area.

We set out to create a creative, people orientated environment where exceptional, experienced and highly talented practitioners can realise their potential. We also set out to create a business where our clients love what we do every time. Our approach is refreshingly different and our team are passionate about what they do.



What we do



Our strategic partner is:



Contact Us

Positive Purchasing Ltd
Lynher Building
Queen Anne's Battery
Plymouth
UK
PL4 0LP

t: +44 (0) 845 331 3312
f: +44 (0) 1752 600 588
e: team@positivepurchasing.com

**Positive
Purchasing**

What happens next?

Call us today to find out how we can help better enable purchasing within your organisation and discuss the type of program that is most suited to your needs.

Enabling People



Positive Purchasing Ltd
Lynher Building
Queen Anne's Battery
Plymouth
Devon
PL4 0LP
UK

t: +44(0) 845 331 3312
w: www.positivepurchasing.com



**Positive
Purchasing**
Enabling People