

SUPPLY PROJECT FINANCIAL MANAGEMENT (ER-SPFP) (2 days, 16 hours, 16 PDUs)

AFTER THE COURSE YOU WILL

- ❖ Have knowledge about common and fundamental accounting and financial concepts.
- ❖ Understand the complete life cycle of a customer contract from Quote to Cash
- ❖ Understand how customer projects impact Ericsson's financial reporting in general and the supply activities in particular.
- ❖ Learn how to plan, analyze and work with the financial KPIs in a product delivery project.
- ❖ Be familiar with Ericsson accounting directives used in supply projects.
- ❖ Have a greater business understanding

TRAINING METHODS

- ❖ We apply a training method based on "learning by doing". This means optimizing your learning by combining the trainer's input with your own experience and active participation.
- ❖ Final exam after course completion
- ❖ This course can be delivered in class room (ILT) or as a virtual class (VCT) training.

PREREQUISITES

- ❖ Knowledge and experience in Supply and logistics management at Ericsson

"How can you as a CEM impact Ericsson's result?"

The main objective of this course is to provide the Customer Execution Manager (CEM) with the necessary knowledge about Ericsson customer projects and the understanding to undertake a good financial management of the supply activities in a customer projects.

Last but not least, this course will give the students a greater business understanding

This course is also suitable for others interacting with supply projects in their role.

SUBJECTS

- ❖ Financial and accounting fundamentals
- ❖ Supply contract types
- ❖ Ericsson contract life cycle
- ❖ Sales process overview
- ❖ Assignment handover from sales to delivery
- ❖ Customer project's impact on financial reporting
- ❖ Analyze project Budget
- ❖ Financial risk analysis and actions
- ❖ Cash flow analysis
- ❖ Profitability analysis (Revenue Recognition)
- ❖ Interpreting and taking actions on project financial and supply KPI's.
- ❖ Inventory management
- ❖ Working Capital in projects
- ❖ A pedagogical and specific Case Study prepared to understand the financial management of a supply project

TARGET GROUP

- ❖ Customer Execution managers
- ❖ ASR
- ❖ Supply Line Managers
- ❖ PSP