

Cost and Profit - ability



Cost and Profitability Management with the new methodology “Time- Driven Activity-Based Costing”

3rd JUNE 2016

EXECUTIVE
WORKSHOP

The workshop registration fee is 390 EUR but you can get the following discounts:

- **10% discount** if you confirm your registration 30 days prior the date of the workshop.
- **20% discount** if you register more than 1 participant.
- **For the first 10 confirmed registrations**, a signed copy, by the authors, of the book "*Time-Driven Activity-Based Costing - A simpler and powerful path to higher profits*" from Prof. Robert Kaplan and Steven Anderson from Harvard Business School.

The workshop includes:

- Coffee-breaks + Lunch.
- Workshop binder with all the case studies, exercises and teaching material.
- Attendance certificate.

LOCATION/DATE

Hotel da Estrela - Lisbon, Portugal
Friday, 3rd of June 2016 (9:00 -18:00)

Overview

The increasing demand from companies/organizations in understanding their services and products true cost and profitability have created a gap that the new methodology Time-Driven Activity-Based Costing (TDABC) is helping to close and is providing top management with quality data that can support their operational decisions and strategic initiatives. The TDABC methodology is being used for several strategic initiatives: to calculate the true cost and profitability per customer, product, service, sales channel, etc; to review and align the pricing strategy; to support product-mix optimization and SKU's rationalization; measuring capacity; processes improvement; shared services costing control; etc. For that reason TDABC is a fundamental management tool for strategy execution.

Objectives

- Understand why companies need methods of cost management and profitability.
- Position TDABC among the different evolution levels of Cost Management.
- Understand the differences between traditional costing, Activity-Based Costing (ABC) and Time-Driven Activity-Based Costing (TDABC).
- Learn the main stages to build a TDABC model.
- Identify the main areas of application and benefits of TDABC.
- Acquire TDABC competences through practical exercises and case studies.
- Understand how to manage a TDABC project and its main challenges

- View TDABC fully implemented in a solution and understand the power of its results for strategy execution

Who Should Attend

This event is exclusively designed to provide valuable insights for CFOs, CEOs, CIOs, COOs, Directors, Vice Presidents, Senior Managers, and Managers of:

- Management Control
- Profitability Analysis
- Product Costing
- Pricing Strategy
- Strategy Planning and Execution
- Business Development and Account Management
- Operational Management and Processes Optimization

Key Benefits for the Participants

- Learn and accomplish competencies in a new advanced methodology of management control.
- Understand where TDABC stands when compared with another costing methodologies.
- Understand the different stages to build a TDABC model.
- Identify costs and benefits and the impact of implementing TDABC in a organization.

Key Benefits for the Organization

- Expand their team knowledge and competences in the latest costing and profitability methodology.
- Stimulate the autonomous implementation in their organizations of advanced management control tools and techniques.
- Provide your team with the right skill and competencies to start the implementation of a TDABC project.

Workshop Facilitator - Miguel Guimaraes



With a degree in Industrial Engineering and Management at Oporto University, Miguel started his career in the Automobile Industry following with an experience in Textiles. At the end of 2002 he began his career at Maersk Logistics, a leading company in Logistics and Supply Chain Management, collaborating in strategic projects in Portugal, Denmark and Holland. Founder and Partner of Cost and Profitability, Miguel is recognized as a TDABC specialist, having been invited, in 2009, to lecture next to Professor Kaplan in a conference for CFOs in Amsterdam. Since 2010, has been implementing TDABC in the Manufacturing, Oil & Gas, Logistics, Distribution, Healthcare, Social Services, Retail and Financial Services globally.

Registration Process:

To proceed with your registration go to <http://costandprofitability.com/events/> or to get more information please send us an email to info@costandprofitability.com or please contact the number +974 6655 0136. The workshop is limited to a maximum of 20 participants per session. So get your confirmed seat today!

About Cost and Profitability Consulting

Cost and Profitability Consulting objective is to help customers to create and manage information that will enable a constant improvement and increase profitability of their business.

Through the application of innovative methodology - Time-Driven Activity-Based Costing - we can quantify, to bring transparency and visibility to companies of its true cost and profitability by product, service and client. Cost and Profitability Consulting is part of an international network of experts and partners in performance management with over 200 TDABC implementations where there is constant sharing of knowledge and experience.

Website:
<http://costandprofitability.com>



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"It's a tool that gives you a new perspective extremely useful to manage the organizations."

Member of the Board - Port of Sines



"Its a methodology applicable in all areas of the organization."

Product Director - Sonae MC - Retail industry



"Extremely useful for the development of a company especially for SMEs."

Technical Director - Yazaki Saltano - Automobile Industry



"I believe this is the methodology of the future for the organizations."

Planning and Management Director - Mota-Engil - Shared Services for the Building and Material industry



"Excellent workshop, in one day only I could understand and realize the importance of this new insight for the costing of the companies."

Planning and Management Controller - Unicer - Consumer Products industry



"Very interesting, useful and practical methodology with proved results"

Financial Director - Luís Simões - Supply Chain and Logistics industry



"Very interesting, clarifying and inspiring workshop."

City Hall Director - Camara Municipal de Oeiras - Government Institutions

FEEDBACK FROM
PREVIOUS SESSIONS

More than 400 participants from below organizations have already attended the workshop:

Abreu Advogados / Açoreana Seguros / Administração do Porto de Aveiro / Administração do Porto de Sines / APDL / Amcor Flexibles / ANACOM / AON / BA Vidro / Bestgest / Bizerba / Bloco Gráfico / Borgstena / Boxlines / CaetanoBus / Caixa Geral de Depósitos / Camara Municipal de Oeiras / CATIM / CENTRAR / Cerealis / Chamartin / Conduril / Controlinveste / Copidata / Corticeira Amorim / Cotesi / Dr. Campos Costa - José de Mello-Saúde / Efaced / Elastomer Solutions / Eurico Ferreira / EUROPA&C / EWG / Fepsa / Frulact / Fujitsu Technology Solutions / Generis® Farmacêutica / Gestamp / Grohe / Grupo MCA / Grupo OZ Energia / Grupo Rui Costa e Sousa & Irmão / Grupo Sousa Investimentos / In Flight Solutions / INOV / Lidergraf / Logoplaste / Lucios / Luis Simões / MAHLE / Martifer / MMA Branding / Mota-Engil / Newvision / Oliveira & Irmão / OvarPack / Palmetal / Pavicentro / Pioneer Electronics Iberica / RAR Holding / Refer Telecom / Rotom Portugal / Salsa Jeans / SDV / SISCOG / Soares da Costa / Sodecia / Sonae Capital / Sonae MC / Sonae Sierra / Sorgal / TAP Portugal / TMMG / Transdev / Unicer / Vidrociclo / WEGeuro / Yazaki Saltano