

COMMERCIAL DATA MANAGEMENT IN PROCUREMENT

“Leveraging Procurement Data to Drive Strategic Sourcing, Spend Optimization, and Supplier Performance”

Schedule

Date	Venue	Fees
15 – 19 Feb 2026	Kuwait	USD 3495 per delegate

Introduction

In today’s data-driven procurement environment, managing commercial data effectively is critical to driving cost savings, reducing supply risks, and enhancing supplier collaboration. However, many organizations still struggle with fragmented systems, inaccurate records, and unstructured procurement intelligence.

This 5-day intensive training empowers procurement, sourcing, and supply chain professionals to build and manage reliable commercial data frameworks. From supplier master data to spend analytics and contract visibility, participants will learn how to transform procurement data into actionable insights that improve performance, compliance, and strategic decision-making.

Objectives

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

- Understand the core elements of commercial data in procurement
- Structure and cleanse supplier and material master data
- Analyze spend categories and identify savings opportunities
- Track contract compliance and supplier KPIs using data tools
- Build governance frameworks for procurement data integrity and reporting

Why Attend

- Gain hands-on techniques to manage and utilize procurement data effectively
- Improve sourcing outcomes through accurate supplier, item, and contract data
- Learn how to implement procurement dashboards and analytics models
- Support digital transformation and e-procurement readiness
- Enhance transparency and compliance through structured data frameworks

Target Audience

This program is designed for:

- Procurement and sourcing professionals
- Supply chain analysts and category managers
- Commercial and contract officers
- Vendor master and data governance specialists
- ERP users and digital procurement project teams

Individual Benefits

Key competencies that will be developed include:

- Data cleansing and supplier classification
- Spend analysis and opportunity identification
- Contract data management and compliance tracking
- Supplier performance reporting and KPI design
- Data governance and procurement analytics

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved sourcing efficiency and cost reduction through data accuracy
- Better risk management and compliance across suppliers and contracts
- Higher procurement transparency for audits and reporting
- Stronger supplier collaboration through data-driven evaluations
- Readiness for automation, e-sourcing, and digital procurement platforms

Instructional Methodology

The course follows a blended learning approach combining theory with application:

- Strategy Briefings - Commercial data structures, governance, and KPIs
- Case Studies - Real examples of procurement data challenges and solutions
- Workshops - Data classification, supplier segmentation, and spend cube analysis
- Peer Exchange - Group discussions and process benchmarking
- Tools - Data templates, analytics dashboards, and master data standards

MAWA EVENTS

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Course Outline

DETAILED 5-DAY COURSE OUTLINE

Training Hours: 7:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Foundations of Procurement Data Management

- Module 1: Procurement Information Landscape (07:30 – 09:30) • Types of commercial data in procurement • Data quality dimensions: accuracy, completeness, timeliness • Business impact of poor data
- Module 2: Supplier Master Data Management (09:45 – 11:15) • Supplier onboarding and coding structures • Duplicate detection and cleansing practices • Supplier classification and risk tagging
- Module 3: Item and Material Master Records (11:30 – 01:00) • Standardizing item descriptions and coding • UNSPSC, eCl@ss, and custom taxonomies • Material catalog governance
- Module 4: Workshop – Data Quality Assessment (02:00 – 03:30) • Participants review real or simulated supplier/item data

Day 2: Spend Analysis and Procurement Insights

- Module 1: Spend Data Classification and Cleansing (07:30 – 09:30) • Spend data sources and common issues • Building a spend cube: supplier, category, business unit • Manual vs. automated data cleansing
- Module 2: Spend Analysis Tools and Techniques (09:45 – 11:15) • ABC and Pareto analysis • Opportunity identification: consolidation, renegotiation, tail spend • Visualization and dashboarding
- Module 3: Category Intelligence and Benchmarking (11:30 – 01:00) • Using data to build category strategies • Market price tracking and should-cost modeling • Internal demand and supplier performance trends
- Module 4: Workshop – Spend Cube Simulation (02:00 – 03:30) • Teams build a categorized spend profile and highlight savings levers

Day 3: Contract and Compliance Data Management

- Module 1: Contract Metadata and Digital Archives (07:30 – 09:30) • Structuring contract records and key clauses • Expiry alerts, milestones, and renewal tracking • Linking contracts to POs and spend
- Module 2: Supplier Performance and Scorecards (09:45 – 11:15) • Designing KPIs for quality, delivery, cost, and service • Automating supplier evaluations using performance data • Using scorecards in review meetings
- Module 3: Risk and Compliance Reporting (11:30 – 01:00) • Non-compliant spend, policy violations, and risk flags • Integrating ESG, anti-bribery, and safety compliance data
- Module 4: Workshop – Drafting a Supplier Scorecard (02:00 – 03:30) • Participants create a performance monitoring template

Day 4: Data Governance and Automation

- Module 1: Procurement Data Governance Framework (07:30 – 09:30) • Policies, ownership, and stewardship • Role of data champions in procurement teams • Master data change management
- Module 2: Workflow Automation and ERP Integration (09:45 – 11:15) • Data touchpoints in SAP, Oracle, and e-sourcing platforms • Workflow automation for approvals and alerts • Use of AI/ML for data cleansing and forecasting
- Module 3: Change Management and User Adoption (11:30 – 01:00) • Stakeholder engagement and training • Building a data-driven procurement culture
- Module 4: Workshop – Data Governance Policy Draft (02:00 – 03:30) • Teams develop governance policies for master data

Day 5: Performance, Analytics, and Strategic Application

- Module 1: Procurement Analytics and KPIs (07:30 – 09:30) • Building dashboards for cost savings, compliance, and cycle times • Executive-level and operational reporting
- Module 2: Strategic Sourcing Enabled by Data (09:45 – 11:15) • Supplier segmentation and rationalization • Category pipeline planning using spend and performance data

- **Module 3: Future Trends in Procurement Data (11:30 – 01:00)** • Predictive analytics, blockchain, and digital twins • Sustainability and diversity data tracking
- **Module 4: Final Workshop – 90-Day Data Improvement Plan (02:00 – 03:30)** • Participants design a procurement data strategy for their organization

Certification

Participants will receive a Certificate of Completion in Commercial Data Management in Procurement, validating their expertise in transforming procurement data into strategic insight and performance improvements.

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