MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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STRATEGIC PURCHASING & E-PROCUREMENT MANAGEMENT

""Transforming Procurement into a Strategic Value Driver through Digital Tools and Integrated Supply Strategies""

Schedule

Date	Venue	Fees (Face-to-Face)
02 – 06 Mar 2026	Dubai, UAE	USD 3495 per delegate
20 – 24 Apr 2026	Dubai, UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Procurement has evolved from a transactional function to a strategic enabler of value, innovation, and competitiveness. In today's global and digitized economy, purchasing professionals must not only deliver cost savings but also manage risk, ensure compliance, and align procurement activities with organizational objectives. Digital transformation through e-procurement tools has further redefined procurement operations, making agility and analytics central to performance.

This 5-day intensive course equips professionals with strategic frameworks and digital competencies to modernize procurement practices. Participants will gain insight into supplier relationship management, category strategies, risk mitigation, and the integration of e-procurement systems to achieve operational excellence and sustainable value.

Objectives

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

- Design and implement procurement strategies aligned with business goals
- Apply category management and strategic sourcing principles
- Leverage e-procurement tools for efficiency, compliance, and transparency
- Manage supplier performance and risk in global supply networks
- Drive innovation and sustainability through strategic partnerships

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Why Attend

- To enhance procurement’s contribution to competitive advantage
- To implement structured sourcing strategies and supplier segmentation
- To automate routine procurement tasks and improve data-driven decision making
- To ensure governance, ethics, and compliance in purchasing activities
- To future-proof your procurement function through digital capabilities

Target Audience

This program is designed for:

- Procurement and purchasing managers
- Supply chain professionals and sourcing specialists
- Contract and vendor managers
- Finance and commercial officers supporting procurement
- Anyone involved in strategic or digital procurement transformation

Individual Benefits

Key competencies that will be developed include:

- Strategic sourcing and category planning
- E-procurement platform use and implementation
- Supplier evaluation and negotiation skills
- Contract lifecycle and spend analysis techniques
- Procurement risk and compliance management

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved procurement efficiency and cost performance
- Better supplier alignment with strategic goals
- Enhanced data visibility through digital procurement tools
- Reduced procurement risk and maverick spending
- More collaborative, performance-driven supply networks

Instructional Methodology

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

- Strategy Briefings – Best practices in strategic procurement and digital transformation
- Case Studies – Examples of e-procurement success and sourcing optimization
- Workshops – Building sourcing plans, supplier matrices, and digital workflows
- Peer Exchange – Cross-industry perspectives on procurement challenges
- Tools – Templates for sourcing strategies, supplier scorecards, and e-RFX checklists

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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: Procurement Strategy and Value Creation

- Module 1: The Role of Strategic Procurement (07:30 – 09:30) • From tactical to strategic sourcing • Aligning procurement with business objectives • Value beyond savings
- Module 2: Spend Analysis and Procurement Planning (09:45 – 11:15) • Spend categorization and opportunity identification • Procurement KPIs and dashboard reporting • Procurement maturity models
- Module 3: Category Management Essentials (11:30 – 01:00) • Developing category strategies • Total cost of ownership (TCO) • Cross-functional category teams
- Module 4: Workshop – Spend Mapping Exercise (02:00 – 03:30) • Hands-on exercise using procurement data

Day 2: Sourcing Strategy and Supplier Engagement

- Module 1: Strategic Sourcing Process (07:30 – 09:30) • Sourcing levers and demand aggregation • Supplier market analysis and RFI/RFQ/RFP development • Make vs. buy decisions
- Module 2: Supplier Selection and Evaluation (09:45 – 11:15) • Scorecards, criteria weighting, and bid analysis • Compliance and sustainability considerations • Stakeholder alignment
- Module 3: Negotiation and Contracting (11:30 – 01:00) • Negotiation planning and tactics • Creating win-win agreements • Contract lifecycle management
- Module 4: Simulation – Supplier Negotiation Role-Play (02:00 – 03:30) • Negotiating pricing, terms, and service levels

Day 3: Digital Procurement and E-Tools

- Module 1: E-Procurement Architecture and Functionality (07:30 – 09:30) • Overview of P2P, e-sourcing, and e-auction platforms • Integration with ERP and finance systems • Automated workflows and catalog management
- Module 2: E-RFX and Online Sourcing (09:45 – 11:15) • Creating and managing electronic RFQs and tenders • Conducting reverse auctions and supplier portals • Benefits and limitations
- Module 3: Data, Analytics, and AI in Procurement (11:30 – 01:00) • Spend visibility and predictive analysis • Contract analytics and supplier intelligence • Tools overview: SAP Ariba, Coupa, Oracle, etc.
- Module 4: Workshop – Designing a Digital Procurement Process (02:00 – 03:30) • Process mapping and system planning

Day 4: Supplier Performance and Risk Management

- Module 1: Supplier Relationship Management (SRM) (07:30 – 09:30) • Collaboration vs. compliance management • Performance scorecards and KPIs • Key supplier partnerships
- Module 2: Risk Management in Sourcing (09:45 – 11:15) • Supply continuity and geopolitical risk • Ethical sourcing and due diligence • Business continuity in supplier networks
- Module 3: Contract and Compliance Monitoring (11:30 – 01:00) • SLAs, penalties, and audit trails • Governance and reporting standards • Ethical procurement and fraud prevention
- Module 4: Case Study – Supplier Risk Evaluation (02:00 – 03:30) • Real-world example and group solution

Day 5: Transformation, Sustainability, and Roadmapping

- Module 1: Procurement Transformation Programs (07:30 – 09:30) • Process reengineering and capability building • Change management in procurement • Aligning with finance, operations, and strategy
- Module 2: Sustainability and ESG in Procurement (09:45 – 11:15) • Green sourcing and ethical vendor practices • Carbon tracking and sustainable packaging • UN SDGs and regulatory compliance
- Module 3: Final Project – Strategic Sourcing Plan (11:30 – 01:00) • Team development of an actionable sourcing roadmap • Presentation preparation
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Module 4: Group Presentations & Certification (02:00 – 03:30) • Presentations, feedback, and final wrap-up

Certification

Participants will receive a Certificate of Completion in Strategic Purchasing & E-Procurement Management, validating their ability to lead procurement transformation, optimize supplier performance, and implement digital purchasing solutions.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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