MAWA EVENTS

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

Phone: +601116373203 | **Email:** info@mawaevents.net

INDIRECT PROCUREMENT MANAGEMENT

"Strategically Managing Non-Core Spend to Drive Value, Compliance, and Efficiency"

Schedule

Date	Venue	Fees (Face-to-Face)
26 – 28 Aug 2026	Dubai, UAE	USD 2495 per delegate

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

Introduction

Indirect procurement, covering categories like IT, marketing, travel, and professional services, often represents a significant portion of an organization's total spend but is frequently overlooked in strategic sourcing efforts. This focused training equips professionals with the tools and insights needed to effectively manage indirect procurement categories, optimize supplier relationships, and drive business-wide value.

Participants will learn how to apply category management principles, enhance visibility and control over non-core spending, and align procurement practices with organizational strategy. Through interactive workshops and case studies, they will gain the ability to deliver cost savings, compliance, and improved service delivery from indirect vendors.

Objectives

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

- Understand the strategic role of indirect procurement in organizational performance
- Apply category management and spend analysis techniques to indirect categories
- Develop sourcing strategies and manage supplier performance for non-core areas
- Align procurement policies and controls with enterprise risk and compliance goals
- Use tools and metrics to track procurement value and supplier contributions

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Why Attend

- Gain practical tools for improving procurement outcomes in indirect categories
- Learn best practices for managing contracts, vendor risks, and stakeholder expectations
- Identify opportunities for cost reduction and process improvement
- Build procurement influence across departments with diverse needs
- Strengthen supplier partnerships in professional services, IT, HR, and more

Target Audience

This program is designed for:

- Procurement professionals and category managers
- Sourcing and vendor management specialists
- Finance and operations managers
- Contract managers responsible for non-core categories
- Professionals involved in strategic sourcing or purchasing

Individual Benefits

Key competencies that will be developed include:

- Strategic thinking in managing non-core procurement spend
- Category planning and supplier segmentation
- Supplier relationship and performance management
- Procurement analytics and stakeholder engagement
- Risk, compliance, and contract oversight for indirect spend

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved control and visibility over indirect procurement
- Enhanced alignment of procurement with business objectives
- Stronger supplier governance and service level accountability
- Cost savings and value generation in low-visibility spend areas
- Compliance with procurement policy, audit, and legal standards

Instructional Methodology

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

- Strategy Briefings – Deep dive into indirect procurement strategy, spend control, and category sourcing
- Case Studies – Real-world examples from diverse industries including IT, HR, and facilities services
- Workshops – Exercises in category strategy design, supplier scorecarding, and sourcing planning
- Peer Exchange – Group discussions on stakeholder challenges and cross-functional alignment
- Tools – Templates for spend analysis, vendor management plans, and procurement dashboards

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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: Understanding and Strategizing Indirect Procurement

- Module 1: The Scope and Strategic Role of Indirect Procurement (07:30 – 09:30)
- Definition and categories of indirect spend
- Strategic importance and business impact
- Challenges and opportunities unique to indirect sourcing
- Module 2: Spend Analysis and Opportunity Identification (09:45 – 11:15)
- Collecting and analyzing indirect spend data
- Identifying consolidation, compliance, and savings potential
- Stakeholder mapping and engagement
- Module 3: Workshop – Spend Visibility Mapping (11:30 – 01:00)
- Analyze sample indirect spend
- Categorize and prioritize procurement areas
- Module 4: Case Study – IT Services Procurement Strategy (02:00 – 03:30)
- Lessons learned from successful indirect sourcing

Day 2: Category Management and Supplier Governance

- Module 1: Category Strategy Development (07:30 – 09:30)
- Segmentation of indirect categories
- Total cost of ownership and value creation
- Strategy formulation for key categories
- Module 2: Sourcing and Supplier Evaluation (09:45 – 11:15)
- RFPs, RFQs, and supplier qualification
- Balancing quality, service, and price
- Selecting and contracting suppliers
- Module 3: Workshop – Category Strategy Template (11:30 – 01:00)
- Build a sourcing plan for a chosen indirect category
- Define supplier evaluation criteria
- Module 4: Peer Exchange – Cross-Departmental Sourcing Challenges (02:00 – 03:30)
- Explore stakeholder alignment in HR, IT, and marketing spend

Day 3: Performance Management and Risk Control

- Module 1: Supplier Performance and Relationship Management (07:30 – 09:30)
- SLAs, KPIs, and continuous improvement frameworks
- Managing long-term vendor partnerships
- Addressing non-performance and service issues
- Module 2: Risk, Compliance, and Procurement Governance (09:45 – 11:15)
- Compliance with internal controls and audit readiness
- Managing reputational and operational risks
- Ethics and sustainable procurement principles
- Module 3: Workshop – Vendor Scorecard & Governance Plan (11:30 – 01:00)
- Develop a supplier performance dashboard
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Define review frequency and escalation paths

- Module 4: Final Review and Action Planning (02:00 – 03:30)
- Summarize key learnings and apply to real roles
- Present action plans and receive facilitator feedback

Certification

Participants will receive a Certificate of Completion in Indirect Procurement Management, validating their ability to optimize procurement strategies, supplier relationships, and cost management across non-core business functions.

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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