

STRATEGIC SOURCING & E-PROCUREMENT MANAGEMENT

“Transforming Procurement into a Strategic Value-Driven Function”

Schedule

Date	Venue	Fees (Face-to-Face)
06 - 09 Sep 2026	Doha, Qatar	USD 2995 per delegate
07 - 10 Dec 2026	Kuwait	USD 2995 per delegate

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

Introduction

Procurement is no longer just about cost-cutting—it is a strategic function that contributes directly to competitive advantage and value creation. With the rise of digital technologies and evolving supplier ecosystems, organizations must adopt more dynamic approaches to sourcing and procurement.

This 4-day training program provides participants with essential tools and techniques to implement strategic sourcing and manage digital procurement processes. Through hands-on activities and case studies, attendees will learn to analyze sourcing strategies, evaluate suppliers, negotiate value-based agreements, and integrate e-procurement platforms to drive efficiency and transparency.

Objectives

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

- Understand the strategic role of sourcing in procurement and supply chain management
- Develop sourcing strategies based on spend analysis and supplier segmentation
- Manage end-to-end e-procurement processes and digital platforms
- Conduct supplier evaluation, selection, and performance reviews
- Apply negotiation tactics and contract management best practices

Why Attend

- To align sourcing and procurement strategies with organizational goals
- To enhance supplier collaboration, risk management, and cost efficiency
- To transition from transactional to strategic procurement
- To digitize procurement processes for agility, compliance, and transparency
- To improve supplier performance, quality, and service delivery

Target Audience

This program is designed for:

- Procurement and sourcing professionals
- Supply chain and logistics managers
- Vendor relationship managers and category managers
- Finance and operations professionals involved in purchasing decisions
- Anyone transitioning to a strategic procurement or sourcing role

Individual Benefits

Key competencies that will be developed include:

- Strategic sourcing methodology and lifecycle
- Supplier market analysis and risk evaluation
- Digital procurement tools and e-RFQ/RFP processes
- Value-based negotiation and contracting skills
- KPI-based supplier performance measurement

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Stronger alignment of procurement with business strategy and innovation
- Cost savings and value creation through optimized sourcing
- Enhanced supplier collaboration and risk mitigation
- Increased procurement process efficiency through automation
- Improved contract compliance, visibility, and spend control

Instructional Methodology

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

- Strategy Briefings - Overview of strategic sourcing frameworks and digital procurement trends
- Case Studies - Industry examples of sourcing success and failure
- Workshops - Spend analysis, sourcing plan development, and e-tendering simulation
- Peer Exchange - Group discussions on procurement transformation challenges
- Tools - Templates for supplier scorecards, RFx documents, negotiation plans, and sourcing strategy maps

Course Outline

Detailed 4-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 Strategic Sourcing

- Module 1: The Evolving Role of Procurement (07:30 – 09:30) • From tactical buying to strategic sourcing • Procurement's role in value creation • Key sourcing and procurement KPIs
- Module 2: Spend Analysis and Opportunity Identification (09:45 – 11:15) • Spend classification and Pareto analysis • Identifying cost savings and sourcing levers • Sourcing prioritization framework
- Module 3: Workshop – Conducting a Spend Analysis (11:30 – 01:00) • Hands-on spend mapping using sample datasets • Identifying key categories for sourcing initiatives
- Module 4: Sourcing Strategy Development (02:00 – 03:30) • Make vs. buy decisions • Supplier segmentation and market positioning

Day 2: Supplier Management and Evaluation

- Module 5: Supplier Sourcing and Selection (07:30 – 09:30) • Supplier identification methods and qualification criteria • Creating RFIs, RFPs, and RFQs • Bid evaluation and scoring techniques
- Module 6: Supplier Risk and Relationship Management (09:45 – 11:15) • Assessing financial, operational, and geopolitical risks • Building collaborative supplier partnerships • Managing disputes and supplier exits
- Module 7: Workshop – Supplier Evaluation & Selection Simulation (11:30 – 01:00) • Group exercise to compare and rank supplier bids • Applying weighted scoring models
- Module 8: Contracting and Compliance (02:00 – 03:30) • Contract structure and clauses • SLAs and performance-based agreements

Day 3: E-Procurement Tools and Digital Transformation

- Module 9: Introduction to E-Procurement Systems (07:30 – 09:30) • Digital platforms for sourcing, ordering, and approval workflows • Benefits and limitations of e-procurement systems • Integration with ERP and finance systems
- Module 10: E-Tendering and E-Auctions (09:45 – 11:15) • Conducting online bidding and reverse auctions • Platform selection and success factors • Regulatory and ethical considerations
- Module 11: Workshop – Simulating an E-Procurement Process (11:30 – 01:00) • Creating and submitting e-RFP responses • Evaluating bids using a digital dashboard
- Module 12: Managing Change in Procurement Digitization (02:00 – 03:30) • Overcoming resistance to automation • Training users and suppliers on digital tools

Day 4: Performance Measurement and Negotiation

- Module 13: Measuring Procurement and Supplier Performance (07:30 – 09:30) • KPIs and scorecards for evaluating sourcing success • Procurement dashboards and reporting tools • Continuous improvement through performance review
- Module 14: Strategic Negotiation in Procurement (09:45 – 11:15) • Planning and preparing for negotiation • Value-based vs. price-based negotiation • BATNA, ZOPA, and closing techniques
- Module 15: Workshop – Supplier Negotiation Role-Play (11:30 – 01:00) • Simulated negotiation of a strategic sourcing contract • Team feedback and lessons learned
- Module 16: Final Review and Action Planning (02:00 – 03:30) • Sourcing transformation checklist • Creating a 90-day implementation roadmap • Certification distribution and closing remarks

Certification

Participants will receive a Certificate of Completion in Strategic Sourcing & E-Procurement Management, validating their ability to lead sourcing initiatives, optimize supplier performance, and drive procurement digitization for measurable business value.

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