

MEASURING OPERATIONAL PERFORMANCE IN PROCUREMENT

"Turn Procurement into a Strategic Asset — Measure, Analyze & Maximize Performance"

Schedule

Date	Venue	Fees (Face-to-Face)
06 - 10 Sep 2026	Kuwait	USD 3495 per delegate

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

Introduction

In today's dynamic supply chain landscape, procurement is expected to deliver more than just cost savings — it must drive value, mitigate risks, and enable operational excellence. Measuring procurement performance is essential to achieving these goals.

This 5-day training program empowers procurement professionals with advanced tools and methodologies to track, assess, and enhance procurement performance. Participants will learn how to implement procurement KPIs, align performance with organizational goals, and make data-driven decisions to improve supplier value, contract compliance, and cost-efficiency.

Objectives

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

- Identify and define the right procurement performance metrics and KPIs
- Link procurement strategy to business outcomes using performance data
- Monitor supplier performance, compliance, and risk
- Evaluate procurement maturity and operational efficiency
- Use dashboards, benchmarking, and scorecards for performance reporting
- Drive continuous improvement across the procurement function

Why Attend

- Gain clarity on what procurement success looks like and how to measure it
- Learn how to develop customized KPI dashboards for your organization
- Apply benchmarking tools to improve supplier and category performance
- Ensure transparency and alignment between procurement and business goals
- Improve spend visibility and accountability using real-world data tools

Target Audience

This course is designed for:

- Procurement and Sourcing Managers
- Supply Chain and Logistics Analysts
- Vendor and Contract Managers
- Category Managers
- Procurement Compliance and Audit Officers
- Professionals involved in procurement transformation initiatives

Individual Benefits

Participants will gain skills in:

- Defining measurable procurement KPIs and SLAs
- Implementing procurement performance frameworks
- Analyzing spend, compliance, and savings data
- Driving decision-making with procurement analytics
- Reporting effectively to stakeholders and leadership

Organizational Benefits

Organizations will benefit from:

- Transparent and accountable procurement operations
- Improved cost control, value delivery, and supplier collaboration
- Enhanced reporting and compliance with internal/external policies
- A high-performance procurement culture supported by data
- Alignment of procurement strategy with business performance targets

Instructional Methodology

The course combines strategic learning with data-driven tools:

- Strategy Briefings – Procurement metrics, maturity models, and frameworks
- Case Studies – Best-in-class procurement KPIs in global companies
- Workshops – KPI development, dashboard design, and supplier scorecards
- Peer Exchange – Group exercises on benchmarking and real performance issues
- Tools – Sample dashboards, KPI scorecards, reporting templates, and assessment tools

MAWA EVENTS

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 07:30 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 Performance

- Module 1: The Role of Procurement in Business Strategy (07:30 – 09:30)
 - Strategic procurement objectives and value delivery
- Module 2: Procurement Performance Frameworks (09:45 – 11:15)
 - Balanced scorecard, maturity models, and KPI trees
- Module 3: Linking KPIs to Business Outcomes (11:30 – 01:00)
 - Strategy alignment and impact metrics
- Module 4: Workshop – Building a KPI Map (02:00 – 03:30)

Day 2: KPI Development & Data Collection

- Module 1: Key Procurement Metrics and What They Mean (07:30 – 09:30)
 - Cost savings, cycle time, compliance, quality, risk
- Module 2: Spend Analysis & Data Integrity (09:45 – 11:15)
 - Clean data sources and classification
- Module 3: Developing Supplier Scorecards (11:30 – 01:00)
 - Performance indicators and contract monitoring
- Module 4: Workshop – KPI Selection for a Case Scenario (02:00 – 03:30)

Day 3: Supplier & Contract Performance

- Module 1: Supplier Evaluation Metrics (07:30 – 09:30)
 - Delivery, quality, innovation, and responsiveness
- Module 2: Risk, Compliance & Governance KPIs (09:45 – 11:15)
 - Regulatory, ethical, and sustainability metrics
- Module 3: Contract Compliance and Value Realization (11:30 – 01:00)
 - Contract audit trails and KPI reviews
- Module 4: Workshop – Scorecard Design (02:00 – 03:30)

Day 4: Benchmarking & Reporting Tools

- Module 1: Internal and External Benchmarking (07:30 – 09:30)
 - Tools, sources, and global standards
- Module 2: Dashboard Design and Visualization (09:45 – 11:15)
 - Excel, Power BI, and other visualization tools
- Module 3: Reporting to Executives and Stakeholders (11:30 – 01:00)
 - Telling the story behind the numbers
- Module 4: Workshop – Dashboard Development (02:00 – 03:30)

Day 5: Review, Action Planning & Implementation

- Module 1: Procurement Performance Audit (07:30 – 09:30)
 - Gap analysis and improvement roadmaps
- Module 2: Group Presentation – Performance Assessment Case (09:45 – 11:15)
 - Real company scenario with metrics reporting
- Module 3: Creating a Procurement Improvement Plan (11:30 – 01:00)
 - Short- and long-term action items
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Module 4: Final Q&A, Feedback & Certification Wrap-up (02:00 – 03:30)

Certification

Participants will receive a Certificate of Completion in Measuring Operational Performance in Procurement, certifying their ability to build, manage, and lead performance-focused procurement functions.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
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In-House / Customized Training
Interested in running this course for your team?
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