



Procurement & Supply Chain Operations

Strategic Outsourcing in Procurement and Logistics

Course Introduction

Best-in-class companies recognize strategic sourcing as a value creator and consider it to be integral to their overall strategies for growth. To become a world-class procurement organization in the 21st century, a company requires various competencies that will enable it to effect strategic sourcing and transfer value throughout the supply chain from supplier to customer.

Strategic sourcing is far more than a simple allocation of business to suppliers by the purchasing function. It is a multi-functional activity that produces a plan of action for several years. Successful sourcing strategies are built on a rigorous analysis of the buy, the supply industry, and the fundamental drivers of value.

Target Audience

1. Procurement Manager
2. Supply Chain Manager
3. Logistics Manager
4. Operations Manager
5. Category Manager
6. Strategic Sourcing Manager
7. Purchasing Manager
8. Contract Manager
9. Vendor Manager
10. Inventory Manager
11. Freight and Transportation Manager

Learning Objectives

- Develop a strategic sourcing strategy that achieves tangible results
- Implement the strategic sourcing strategy to maximize total cost savings
- Assess and prioritize opportunities for savings
- Establish processes to manage performance of the strategic sourcing contract
- Apply best practices and lessons learned in strategic sourcing efforts

Course Outline

- **Day 01**

Defining and Implementing Effective Sourcing Strategies

- Definition of Sourcing Strategy
- Defining Procurement Excellence
- Tactical vs. Strategic Sourcing
- Strategic Sourcing Benefits
- Industry and Strategic Sourcing
- The Strategic Sourcing Process

- **Day 02**

Strategy Development and Commodity Management

- Develop a Strategic Sourcing Plan
- Evaluate and Prioritize Commodities
- Analyze The Supply Market
- Develop a Commodity Strategy
- Develop The Acquisition Strategy
- Develop a Transition Plan

- **Day 03**

Sourcing Path Selection (Competition or Collaborative Supplier Development)

- Selection of Implementation Path
- Identification of Preferred Supplier(s)

- Supplier Development and The Strategic Sourcing Process
- Supplier Development Constraints
- Negotiation Strategy – Competitive vs. Collaborative
- Proposal Solicitation and Evaluation

• Day 04

Leveraging Supply Management Tools and Techniques to Improve Performance

- Procurement Analysis and Classification
- Strategic Cost Management
- Principles of Cost and Value Management
- Understanding the Total Cost of Ownership
- Purchasing Analysis Tools and Techniques
- Performance Measurement and Evaluation

• Day 05

Supplier Performance Management, Quality Management, and Supply Base Integration

- The Importance of Supplier Performance Management
- Developing and Maintaining Long-term Supplier Relationships
- Performance Measurement and Evaluation
- Quality Management for Strategic Sourcing
- Supply Base Integration and Development
- Pursuing Global Supply Management Excellence

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 18, 2025	May 22, 2025	5 days	4250.00 \$	KSA - Al Khobar
Aug. 4, 2025	Aug. 8, 2025	5 days	4950.00 \$	England - London
Nov. 10, 2025	Nov. 14, 2025	5 days	4250.00 \$	UAE - Dubai

