



Procurement & Supply Chain Operations

## Procurement Analytics

## Course Introduction

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Procurement is a critical function within organizations, responsible for acquiring goods and services essential for operations. To ensure efficiency and effectiveness in procurement processes, analysis, Key Performance Indicators (KPIs), and reporting play pivotal roles. This course aims to equip participants with the knowledge and skills necessary to conduct procurement analysis, develop relevant KPIs, and generate insightful reports to enhance decision-making within procurement operations.

## Target Audience

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This course is suitable for professionals working in procurement, supply chain management, strategic sourcing, and related fields who are interested in leveraging AI and analytics to enhance procurement practices. Specifically, it is beneficial for:

- Procurement Managers
  - Supply Chain Managers
  - Procurement Analysts
  - Purchasing Officers
  - Finance Professionals involved in procurement
  - Anyone responsible for procurement analysis and reporting within their organization
- Participants should have a basic understanding of procurement concepts and data analysis basic understanding to fully benefit from this training program.

## Learning Objectives

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- ✓ Understand the importance of procurement analysis, KPIs, and reporting in organizational success.
- ✓ Learn various analytical techniques and tools for assessing procurement performance.
- ✓ Identify key performance indicators relevant to procurement processes and outcomes.
- ✓ Gain proficiency in generating comprehensive procurement reports for stakeholders.
- ✓ Develop strategies for leveraging analysis and reporting to optimize procurement operations.

## Course Outline

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### • Day 01

The Procurement of the future Session 1:

Overview on Supply chain & Procurement

- ✓ Describe the changing world of procurement and supply management.
- ✓ Explain Procurement increased role in this new world.
- ✓ Define Purchasing, Procurement , value chain, supply chain, and supply chain management.
- ✓ Describe the pillars supporting supply management.
- ✓ List the steps in the historic evolution of Procurement /supply management.

Session 2 : Procurement process transformation

- ✓ Understand the importance of robust procurement process

- ✓ Understand roles, receptibilities and engagement of procurement professionals with internal stakeholders
- ✓ Challenges that we face on the day-to-day activities

## • Day 02

### Session 3 : Procurement Integration as Competitive Advantage

- ✓ Determine the essential elements of integration.
- ✓ Explain what groups should integrate Internally and Externally
- ✓ How cross-functional teams can improve internal integration.
- ✓ How closer buyer-seller relationships improve external integration.

### Session 4 : Becoming a Procurement Champions

- ✓ Evolution of skills for Procurement Professionals
- ✓ Procurement changing objectives over time.
- ✓ Typical Procurement challenges.
- ✓ Skill gap vs Corporate's need
- ✓ Value of digital transformation knowledge.

## • Day 03

### Introduction to Procurement Analysis

- ✓ Importance of analysis in procurement
- ✓ Types of procurement analysis
- ✓ The Portfolio Matrix - the Kraljic matrix and vendor segmentation
- ✓ Supplier Preferencing Model & Porter's Five Forces Model. 6

### Session 2: Data Collection and Management

- ✓ Identifying relevant data sources
- ✓ Data collection methods

- ✓ Data management best practices

### Session 3: Analytical Techniques in Procurement

- ✓ Cost analysis
- ✓ Spend analysis

#### • Day 04

### Session 4: Procurement Saving Model

- ✓ Understand the importance of procurement savings in achieving organizational goals.
- ✓ Learn the key components of a procurement savings model.
- ✓ Identify cost-saving opportunities within procurement processes.
- ✓ Calculate and quantify potential savings from procurement initiatives.
- ✓ Track and monitor actual savings achieved through procurement activities.
- ✓ Measure procurement savings using relevant key performance indicators (KPIs).
- ✓ Align stakeholders to support and validate savings initiatives.
- ✓ Apply continuous improvement strategies to enhance procurement savings.
- ✓ Develop and implement a procurement savings model within the organization

#### • Day 05

Exercises covered in during the program :

- ✓ Situational judgment exercises :
- ✓ Sourcing the right vendor
- ✓ Managing risk & Handling disputes ( delayed delivery )
- ✓ Karljic's Portfolio Matrix :
- ✓ Scenario Presentation: Provide a hypothetical scenario with a list of different types of vendors.

- ✓ Place each vendor in the appropriate quadrant of the Kraljic Matrix (strategic, leverage, bottleneck, non-critical).
- ✓ Strategy Development Based on their placements, teams develop management strategies for each type of vendor.
- ✓ Teams share their matrix and strategies. Discuss the reasoning behind different placements and strategies.

## Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 26, 2025	May 30, 2025	5 days	5950.00 \$	USA - Los Angeles
Aug. 11, 2025	Aug. 15, 2025	5 days	4250.00 \$	UAE - Dubai
Oct. 6, 2025	Oct. 10, 2025	5 days	4250.00 \$	UAE - Abu Dhabi