



Procurement & Supply Chain Operations

## Public Sector advanced Procurement

## Course Introduction

---

This course will provide participants with a comprehensive understanding of how to achieve world-class procurement standards in the public sector.

Participants will learn about the strategic sourcing and category management methodologies, cost and price analysis, contract and supplier management framework, technology advancements in procurement, and strategies for risk management.

They will participate in business games and cases to deepen their understanding of negotiation and strategic sourcing. They will also learn how to apply a profiling tool to assess your organization against best practice.

## Target Audience

---

1. Procurement Manager
2. Contract Manager
3. Supply Chain Manager
4. Purchasing Officer
5. Government Procurement Specialist
6. Public Sector Compliance Officer
7. Vendor Manager
8. Logistics Manager
9. Policy Analyst (Procurement)
10. Budget and Finance Manager

## Learning Objectives

---

- Understand “the evolution” in procurement processes in the public sector.
- Learn what "best practice in procurement" is to maximize the benefits they can achieve from the procurement function
- Apply innovative procurement techniques such as strategic sourcing, category management and e-procurement.
- Identify the inputs, outputs and processes of the system.
- Get the desired results by negotiating powerfully with the other procurement parties.
- Obtain a deeper understanding of the critical areas in procurement including contract, cost, and supplier management
- Develop meaningful performance measurements.

### Training Methodology

The training program is implemented by combining the participants' academic knowledge and practical practice (30% theoretical / 70% practical activities).

A detailed report is submitted to each participant and the training department in your organization on the results of the participant's performance and the return on training.

This program focuses on exercises, case studies, and individual and group presentations.

## Course Outline

---

### • Day 01

#### The Evolution of Procurement

- Procurement management: a Dynamic part of the successful supply chain.
- What is the goal of Procurement in the public sector?
- The System Approach vs. the Traditional Functional Approach.
- Introduction to the Procurement process in the public sector.
- How to develop a Strategic Procurement Plan?
- The Strategic Procurement Decisions.
- The Purchasing Organisation.
- Differences between: Alliances and Partnerships.
- Inter-company Trade strategies.
- Reciprocity and Counter Trade.
- Supplier Strategy.
- The Coordination Strategy.

### • Day 02

#### Best Practices in Sourcing and Category Management

- Strategic Sourcing and Transactional Sourcing.
- The Strategic Sourcing Process.
- The Napkin Ring (Case Study).
- Category Management.

## Best Practices in Price Management

- The Seller's View of Price.
- The Top Ten Price Management Tools and Techniques.
- The Price Management Business Simulation.

## Best Practices in Negotiation

- What Win/Win Really Looks and Feels Like.
- Negotiating and Body Language.
- Team Negotiation.
- Information Systems.

### • Day 03

## Procurement & Purchase Management

- The role and scope of the C&P manager.
- Improving the Procurement Department.
- Planning & Demand Management.
- Value analysis and Quality Assurance processes.
- Supplier Rating and Ranking.
- Supplier selection strategies.
- Inventory management methods.
- Warehousing Strategy Management
- Packaging & Material Handling.
- Contract Management.

## Transportation management:

- How Transportation plays an essential role in successful procurement management?

## Modes of Transportation.

- International Commercial Terms in Transportation and the Liabilities.
- Hazardous Materials Transportation.

### • Day 04

## Cost Reduction:

- Developing Company Purchase Price Index and Comparing to External Indexes.
- Benchmarking best practices in Cost Reduction.
- Resisting Price Increases.
- Analyse suppliers' prices.
- Cost Saving Methods.
- Case studies.

## Your Guide to develop a Dynamic E-Procurement management system:

- Understand The e-procurement workflows and processes.
- Understand and Develop E-procurement system (Hardware and software)
- Developing an E-procurement internal customer ordering and approvals systems.
- Developing an e-quotation preparations system.
- E-procurement user administration.
- Evaluate and improve E-procurement system performance.

## • Day 05

## Procurement Risk Management:

- Benefits of Procurement and supply chain risk management.
- Internal versus external risks.
- Identifying and analyzing risks.
- SIPOC model.
- Value chain analysis.
- SCOR framework.
- Sensitivity analysis
- Decision tree analysis
- Measuring likelihood and impact of risk
- Benchmarking as a tool for risk evaluation
- Probability distributions
- Three-point estimates
- Risk response strategies
- Controlling procurement risks.
- Case studies.

Measuring Performance and leading change:

- Measuring Performance
- Key Performance Measures
- Financial Measures
- Leading Change
- Ensuring Cross functional collaboration
- Procurement marketing
- Promoting Purchasing to the organisation
- Change Management
- Critical path analysis
- Stakeholder analysis

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	4950.00 \$	Spain - Barcelona
Sept. 29, 2025	Oct. 3, 2025	5 days	4250.00 \$	UAE - Dubai
Dec. 15, 2025	Dec. 19, 2025	5 days	4250.00 \$	UAE - Dubai