informatech



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | COURSE

e-Procurement

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Course content

Why Attend

Course Introduction

e-Procurement refers to the business-to-business purchase and sale of goods and services over the Internet. For many Fortune 500 companies and large local organizations, applying best practices in e-Procurement is becoming an essential skill for all employees and suppliers involved in the procurement process.

This The Complete Course on e-Procurement training course delves into the key elements of effective e-Procurement, focusing on people, processes, and technology tailored to various organizational needs.

The course begins with a brief overview of End-to-End Procurement before exploring the "e" perspective. It then maps the End-to-End Procurement process to the latest e-Procurement systems and traditional ERP systems.

Participants will examine the business case for modern e-Procurement compared to traditional ERP systems (Procure-to-Pay) and will be introduced to a best-practice approach for implementing an e-Procurement system in depth.

Course Objectives

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

• Learn the Differences Between Traditional ERP vs e-Procurement

• Understand the Requirements Needed to Develop an e-Procurement System

• Appreciate the Best Practice in an e-Procurement Implementation

• Grasp the Importance and Techniques in Change Management to e-Procurement

• Learn How to Manage and Reap the Benefits of e-Procurement

Who should Attend?

This training course is suitable to a wide range of professionals but will greatly benefit:

• Professionals in Purchasing, Procurement and Supply Management Operations and Finance

• All Those Interested in the Development and Implementation of an e-Procurement System



Course content

Course Objectives

- Suppliers who Deal with Customers Using e-Procurement System
- Professionals in IT Project Management, Change Management

Course outline

Day One: Traditional Procurement Procedures

- Procurement in the organization
- Strategic sourcing
- Supplier evaluation and performance
- Apply performance to procurement decisions
- What is e-procurement
- Pre-requisites for developing an e-procurement system

Day Two: e-Procurement Development

- Steps in developing an e-procurement system
- The capabilities of e-procurement
- Developing an e-procurement internal customer ordering and approvals system
- Developing an e-quotation preparations system
- Developing an e-quotation evaluation system
- Developing an e-purchase order system

Day Three: e-Procurement Models and Negotiation

- E-Procurement business models
- Avoiding confrontational negotiating



Course content

Course outline

- New techniques in influencing
- Understanding the other negotiator's power
- Negotiating pressure points and countermeasures
- Negotiation exercises

Day Four: e-Procurement Management

- E-procurement workflows
- E-procurement processes
- Managing an e-procurement system
- E-procurement hardware and software
- E-procurement user administration
- E-procurement

Day Five: Organizational Improvement through e-Procurement

- Integrating e-procurement systems into the business process
- Integration issues
- E-procurement and contract law
- Contracts and electronic signatures
- Contract formation and e-trading
- Making changes in the organization



Seminar dates

Available seminar dates

Live dates and pricing for e-Procurement generated from the course details page.

Date	Location	Format	Fee
2 - 6 November 2026	London - U.K	Classroom	**€3,360.-**
21 - 25 December 2026	Munich - Germany	Classroom	**€2,760.-**
18 - 22 January 2027	Frankfurt - Germany	Classroom	**€2,600.-**
15 - 19 February 2027	Barcelona - Spain	Classroom	**€3,080.-**
15 - 19 March 2027	Frankfurt - Germany	Classroom	**€2,600.-**
19 - 23 April 2027	Rome - Italy	Classroom	**€3,400.-**
17 - 21 May 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
21 - 25 June 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 July 2027	London - U.K	Classroom	**€3,360.-**
16 - 20 August 2027	Munich - Germany	Classroom	**€3,400.-**
20 - 24 September 2027	Frankfurt - Germany	Classroom	**€2,600.-**
18 - 22 October 2027	Barcelona - Spain	Classroom	**€3,080.-**
15 - 19 November 2027	Frankfurt - Germany	Classroom	**€2,600.-**
20 - 24 December 2027	Rome - Italy	Classroom	**€3,400.-**

Live online option	Online delivery is available at €1,850.-.