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PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-001

Strategic Procurement Specialist

UK
+44 33 000 111 90
info@informatech.co.uk
https://informatech.uk
63-66 Hatton Garden Hatton Garden
EC1N 8LE , London

NL
+31 85 74 444 46
info@infomatech.nl
https://infomatech.nl
Waarderweg 50 - 2031PB
Haarlem - Netherlands



Course content

Why Attend

Procurement is no longer a purely administrative function—it is a strategic driver of cost efficiency, risk reduction, and competitive advantage. Organizations depend on skilled procurement professionals to optimize supplier relationships, negotiate effectively, and ensure value across the supply chain. This course equips participants with advanced procurement strategies, sourcing techniques, and supplier management practices that align procurement with organizational goals. It is designed to transform procurement professionals into strategic decision-makers capable of delivering measurable business value.

Course Methodology

This course blends strategic procurement theory with real-world business applications. Participants will engage in case studies, supplier negotiation simulations, and sourcing strategy workshops. Practical exercises will focus on spend analysis, supplier evaluation, contract negotiation, and procurement planning. Interactive discussions will highlight best practices from global procurement environments across industries such as construction, oil and gas, manufacturing, and services.

Course Objectives

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

- Understand strategic procurement principles and frameworks
- Develop effective sourcing and procurement strategies
- Conduct spend analysis and supplier segmentation
- Negotiate contracts and manage supplier relationships
- Apply total cost of ownership (TCO) concepts
- Improve procurement efficiency and value creation
- Manage procurement risks and compliance requirements
- Align procurement strategy with organizational objectives



Course content

Target Audience

- Procurement and Purchasing Managers
- Supply Chain and Logistics Professionals
- Project and Operations Managers
- Contract and Commercial Managers
- Engineers involved in procurement decisions
- Professionals transitioning into strategic sourcing roles

Target Competencies

- Strategic sourcing and procurement planning
- Supplier relationship management
- Contract negotiation and management
- Cost optimization and value analysis
- Supply chain risk management
- Analytical and decision-making skills
- Stakeholder communication and influence

Course outline

Day 1: Foundations of Strategic Procurement

- Evolution of procurement: operational vs strategic
- Procurement role in organizational success
- Procurement lifecycle and value creation
- Introduction to sourcing strategies
- Overview of procurement frameworks



Course content

Course outline

Day 2: Spend Analysis and Supplier Segmentation

- Spend analysis techniques and categorization
- Supplier segmentation (Kraljic Matrix)
- Market analysis and supplier positioning
- Identifying sourcing opportunities
- Data-driven procurement decisions

Day 3: Strategic Sourcing and Negotiation

- Developing sourcing strategies
- Request for proposal (RFP) and tendering processes
- Negotiation techniques and tactics
- Total cost of ownership (TCO) analysis
- Supplier selection and evaluation

Day 4: Contract Management and Supplier Performance

- Procurement contract structures
- Supplier relationship management (SRM)
- Key performance indicators (KPIs) for suppliers
- Managing supplier performance and compliance
- Risk management in procurement

Day 5: Procurement Transformation and Best Practices

- Digital procurement and automation trends
- Sustainability and ethical sourcing
- Procurement governance and compliance



Course content

Course outline

- Case studies from global procurement leaders
- Final workshop: strategic procurement simulation



Seminar dates

Available seminar dates

Live dates and pricing for Strategic Procurement Specialist generated from the course details page.

Date	Location	Format	Fee
16 - 20 November 2026	Barcelona - Spain	Classroom	**€3,080.-**
7 - 11 December 2026	Istanbul - Turkey	Classroom	**€2,280.-**
21 - 25 December 2026	London - U.K	Classroom	**€3,400.-**
18 - 22 January 2027	Barcelona - Spain	Classroom	**€3,080.-**
15 - 19 February 2027	Istanbul - Turkey	Classroom	**€2,280.-**
15 - 19 March 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
19 - 23 April 2027	Paris - France	Classroom	**€3,600.-**
17 - 21 May 2027	Barcelona - Spain	Classroom	**€3,080.-**
21 - 25 June 2027	Geneva - Switzerland	Classroom	**€4,200.-**
19 - 23 July 2027	Munich - Germany	Classroom	**€3,400.-**
16 - 20 August 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
20 - 24 September 2027	Istanbul - Turkey	Classroom	**€2,280.-**
18 - 22 October 2027	London - U.K	Classroom	**€3,360.-**
15 - 19 November 2027	Barcelona - Spain	Classroom	**€3,080.-**
20 - 24 December 2027	Istanbul - Turkey	Classroom	**€2,280.-**

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