

A modular approach to strategic sourcing education can be achieved with a combination of shorter courses. This course focuses on the activities needed to develop a strategic sourcing plan for a category of spend.

Focus: Tools and techniques needed to develop a strategic sourcing plan

Duration: 2 days

Participants: Procurement professionals responsible for strategic sourcing

Training method: Interactive course working on specific client categories in breakout sessions

Course Content

The main topics covered in the programme:

- Establishing effective project governance
- Planning for effective kick off meetings
- Understanding business requirements
- Supplier & supply market research
- Total cost of ownership / cost models
- Strategic analysis models
- Option generation & evaluation
- Analysing & mitigating risks
- Sourcing strategy development
- Overview of supplier selection & implementation

Course Benefits

At the end of the course delegates will be able to:

- Apply tools and techniques from Steps 1, 2 & 3 of the Future Purchasing Smart Source toolkit
- Establish a cross functional team to focus on the sourcing of a category
- Capture all the internal & external information on requirements, categories & suppliers
- Apply a number of strategic analysis models to a category of spend
- Analyse the potential risks for a category and plan to mitigate them
- Develop a sourcing strategy for a category and understand how to get it approved