

The heartland of successful procurement is the ability to develop and implement category sourcing plans. This course covers tools and techniques from the Smart Source toolkit, excluding category planning.

Focus: Full understanding and application of Smart Source toolkit
Duration: 3 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
- Understanding business requirements
- Supplier & supply market research
- Total cost of ownership / cost models
- Strategic analysis & generating options
- Analysing & mitigating risks
- Sourcing strategy development
- Supplier selection processes
- Negotiation planning & contracting
- Implementation and supplier transition

Course Benefits

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

- Apply a range of tools and techniques from 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
- 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
- Carry out successful supplier selection and plan for effective negotiations with suppliers