BLACKBIRD FOR TRAINING

# Strategic Procurement Planning

5 – 9 April 2027
Baku (Azerbaijan)



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## Introduction

In today's fast-paced business environment, strategic procurement planning is vital for ensuring the sustainability of operations and achieving long-term organizational goals. By implementing effective procurement strategies, organizations can optimize performance, reduce risks, and establish seamless supplier integration.

This course is designed to develop a comprehensive understanding of the strategic procurement planning process, with a focus on public and private sector applications. Participants will explore ethical considerations, alignment with international standards, and tools for monitoring and evaluation. With an interactive and hands-on approach, the training equips participants to design plans that streamline procurement activities while addressing cultural and legal contexts.

## Course Objectives

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

- Write strategic procurement objectives and initiatives that align with long-term organizational goals.
- Categorize "spend items" into well-structured groups to support procurement strategy development.
- Apply demand forecasting techniques to enhance the planning of procurement activities.
- Create supplier integration strategies that ensure supply chain security.
- Evaluate supplier bids using scientific methods to facilitate effective decision-making.

## Course Outlines

### Day 1: Strategic Procurement Planning

- Defining strategic procurement planning and its importance.
- Setting procurement missions and objectives.
- Selecting initiatives for improvement related to structure, systems, workflows, and culture.
- Establishing performance measures and targets.
- Communicating the procurement plan to stakeholders.
- Engaging stakeholders in the strategic procurement process.



### Day 2: Spend Category Planning

- Profiling spend categories using category management in procurement strategy.
- Analyzing spend impacts: financial and operational.
- Conducting market risk analysis through tools like Porter's Five Forces.
- Evaluating supplier risks using heat maps and risk scoring.
- Consolidating category reports for strategic decision-making.

### Day 3: Forecasting and Demand Planning

- Understanding the principles of demand planning.
- Exploring qualitative and quantitative forecasting techniques.
- Applying concepts like Tetlock’s Foxes and Hedgehogs and Taleb’s Black Swan in forecasting.

### Day 4: Vendor Integration

- Establishing prequalification processes with criteria such as legal, financial, technical, and HSE standards.
- Developing Service Level Agreements SLAs to ensure supplier performance.
- Implementing supplier diversity programs and strategic partnerships.

### Day 5: Bid Evaluation and Supplier Selection

- Managing the bid process and setting clear evaluation criteria.
- Designing scoring systems for effective bid assessment.
- Applying Total Cost of Ownership TCO principles for complex purchases.
- Selecting and awarding contracts based on comprehensive evaluation methods.

## Why Attend this Course: Wins & Losses!

- Master strategic procurement planning: Gain the skills to create comprehensive procurement plans that align with organizational objectives.
- Develop effective procurement strategies: Learn how to categorize spend items, analyze risks, and streamline processes.
- Strengthen supplier integration: Build robust relationships with vendors while ensuring supply security.
- Optimize decision-making: Use scientific tools to evaluate supplier bids and mitigate risks.
- Advance your career: Build expertise in procurement strategy development and gain a competitive edge.



## Conclusion

This course is tailored to equip participants with the knowledge and tools to excel in strategic procurement and effective project management. Whether you are working in the public or private sector, you will gain a solid foundation in strategic procurement planning, understand its application across industries, and develop the skills to implement impactful procurement strategies.

**Invest in your future by mastering the strategic procurement process and building the expertise needed to drive sustainable operations, mitigate risks, and achieve organizational excellence.**

