BLACKBIRD FOR TRAINING

Strategic Sourcing & E-Procurement

12 – 16 April 2027
Rome (Italy)



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Introduction

Strategic Sourcing & E-Procurement are transformative approaches that redefine how organizations manage purchasing, supplier relationships, and cost efficiency. Unlike traditional procurement, which focuses mainly on transactional activities, strategic sourcing emphasizes long-term value creation, supplier collaboration, and risk mitigation. E-Procurement, on the other hand, leverages digital platforms to streamline processes, ensure transparency, and improve compliance.

This course is designed for executives, team leaders, and professionals from diverse sectors such as energy, banking, telecommunications, government, HR, project management, marketing, and sales. It equips participants with actionable tools to enhance procurement efficiency, align sourcing strategies with business objectives, and harness digital technologies for optimized supply chain operations.

Course Objectives

- Understand the principles of Strategic Sourcing & E-Procurement.
- Develop the ability to evaluate supplier performance and risks.
- Apply digital procurement platforms to improve transparency and efficiency.
- Build frameworks for cost optimization and sustainable sourcing.
- Integrate procurement strategies into overall business planning.
- Design policies to ensure compliance and governance.
- Leverage data analytics for informed decision-making.
- Analyze case studies to connect theory with practical applications.

Course Outlines

Day 1: Fundamentals of Strategic Sourcing

- Introduction to strategic sourcing concepts.
- Key differences between tactical and strategic procurement.
- Stages of the sourcing lifecycle.
- Aligning sourcing strategies with corporate objectives.
- Case study: successful implementation of strategic sourcing.
- Group activity: mapping sourcing priorities.



Day 2: Supplier Evaluation & Risk Management

- Methods for supplier selection and qualification.
- Building scorecards to measure supplier performance.
- Identifying and mitigating supplier-related risks.
- Developing long-term supplier partnerships.
- Workshop: Supplier Evaluation Simulation.
- Reviewing challenges in multi-supplier networks.

Day 3: E-Procurement & Digital Transformation

- Overview of digital procurement platforms.
- Benefits of automation in procurement cycles.
- Enhancing transparency and compliance through E-Procurement.
- Integration with ERP and supply chain systems.
- Hands-on exercise: using a digital procurement workflow.
- Evaluating the impact of E-Procurement on efficiency.

Day 4: Tools, Analytics & Performance

- Key tools for monitoring procurement effectiveness.
- Designing KPIs for cost, quality, and compliance.
- Leveraging analytics for predictive procurement insights.
- Building dashboards for real-time visibility.
- Workshop: Creating a procurement performance report.
- Case discussion on procurement analytics in decision-making.

Day 5: Evaluation & Continuous Improvement

- Recap of core concepts and methods.
- Assessing current procurement maturity levels.
- Designing a roadmap for procurement transformation.
- Implementing continuous improvement practices.
- Final workshop: drafting a strategic sourcing action plan.
- Feedback and course conclusion.



Why Attend this Course? Wins & Losses!

- Gain a structured approach to procurement and sourcing.
- Improve supplier collaboration and performance management.
- Enhance transparency through digital procurement solutions.
- Reduce costs while increasing operational efficiency.
- Strengthen compliance and governance frameworks.
- Build resilience in supply chains through risk management.
- Acquire hands-on skills with procurement tools and analytics.
- Gain insights into international best practices.

Conclusion

Strategic Sourcing & E-Procurement provide organizations with a future-ready approach to managing suppliers, reducing costs, and enhancing efficiency. By combining strategic thinking with digital tools, businesses can achieve greater transparency, stronger supplier relationships, and long-term value creation.

This course equips participants with both theoretical knowledge and practical skills to implement sourcing strategies and digital procurement frameworks effectively. The result is a more resilient, agile, and cost-efficient supply chain aligned with organizational objectives.

