Comprehensive Course in Procurement Analytics: Driving Value Through Data

8 – 19 March 2027
Amsterdam (Netherlands)



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Introduction

Modern procurement has evolved from a transactional purchasing function into a strategic business capability that directly influences organizational performance, operational resilience, supplier collaboration, and financial sustainability. As organizations generate increasing volumes of procurement and supply chain data, procurement professionals are expected to transform this information into meaningful insights that support strategic sourcing, supplier management, cost optimization, and risk mitigation.

Procurement analytics enables organizations to improve visibility across procurement activities, identify spending patterns, evaluate supplier performance, predict future procurement needs, and support evidence-based decision-making. Organizations that effectively utilize procurement analytics achieve greater efficiency, stronger supplier relationships, improved compliance, and sustainable cost savings while enhancing overall procurement performance.

This course provides participants with a comprehensive understanding of procurement analytics, covering procurement data management, spend analysis, supplier analytics, sourcing optimization, procurement performance measurement, predictive analytics, procurement risk management, digital procurement technologies, and strategic decision-making. Throughout the program, participants will learn practical methodologies for converting procurement data into actionable business intelligence that drives organizational value.

Course Objectives

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

- Understand the strategic role of procurement analytics within modern organizations.
- Identify different types of procurement and supply chain data.
- Collect, validate, organize, and prepare procurement data for analysis.
- Apply spend analysis techniques to identify savings opportunities.
- Evaluate supplier performance using analytical methodologies.
- Develop procurement dashboards and performance reports.
- Measure procurement effectiveness using KPIs and performance metrics.
- Apply procurement analytics to sourcing and supplier selection.
- Utilize predictive analytics for procurement planning.
- Assess procurement risks using analytical techniques.
- Improve supplier relationship management through performance insights.
- Support strategic procurement decisions using business intelligence.
- Identify procurement process improvement opportunities.
- Understand digital procurement technologies and analytics platforms.
- Build a data-driven procurement culture within the organization.



Course Outlines

Day 1: Foundations of Procurement Analytics

- The evolution of procurement analytics.
- Strategic role of analytics in procurement.
- Procurement lifecycle and analytical opportunities.
- Procurement data fundamentals.
- Types of procurement information.
- Procurement KPIs and performance measurement.
- Introduction to procurement analytics tools.
- Building a data-driven procurement function.

Day 2: Procurement Data Collection and Management

- Procurement data sources.
- Spend data collection.
- Supplier master data management.
- Contract and purchasing data.
- Data quality management.
- Data cleansing and normalization.
- Data governance principles.
- Integrating procurement data across systems.

Day 3: Spend Analysis and Cost Intelligence

- Fundamentals of spend analysis.
- Spend categorization.
- Supplier spend segmentation.
- Cost drivers analysis.
- Purchasing pattern identification.
- Opportunity identification.
- Maverick spend analysis.
- Cost reduction opportunities.

Day 4: Supplier Performance Analytics

- Supplier performance measurement.
- Supplier scorecards.
- Performance KPIs.
- Supplier benchmarking.
- Quality performance analysis.
- Delivery performance metrics.
- Supplier segmentation.
- Supplier development strategies.



Day 5: Strategic Sourcing Analytics

- Data-driven sourcing.
- Market intelligence.
- Category analysis.
- Supplier selection methodologies.
- Bid evaluation analytics.
- Total Cost of Ownership analysis.
- Procurement negotiation support.
- Strategic sourcing optimization.

Day 6: Procurement Risk Analytics

- Procurement risk identification.
- Supplier risk assessment.
- Supply chain risk indicators.
- Financial risk monitoring.
- Operational risk analysis.
- Compliance analytics.
- Business continuity considerations.
- Risk mitigation planning.

Day 7: Procurement Performance Management

- Procurement performance frameworks.
- KPI dashboard development.
- Procurement scorecards.
- Performance reporting.
- Executive reporting.
- Continuous performance monitoring.
- Procurement maturity assessment.
- Continuous improvement metrics.

Day 8: Predictive Analytics and Digital Procurement

- Predictive procurement analytics.
- Demand forecasting.
- Procurement planning models.
- Inventory optimization.
- Artificial Intelligence in procurement.
- Machine Learning applications.
- Procurement automation.
- Digital procurement platforms.



Day 9: Business Intelligence for Procurement

- Procurement business intelligence.
- Data visualization techniques.
- Dashboard design principles.
- Executive procurement reporting.
- Procurement storytelling with data.
- Strategic recommendations.
- Cross-functional analytics.
- Procurement decision support.

Day 10: Building a Data-Driven Procurement Organization

- Procurement analytics strategy.
- Building analytical capabilities.
- Data governance for procurement.
- Organizational change management.
- Embedding analytics into procurement processes.
- Future trends in procurement analytics.
- Procurement transformation roadmap.
- Comprehensive course review.

Why Attend This Course: Wins & Losses!

- Develop advanced procurement analytics capabilities.
- Improve strategic sourcing decisions using reliable data.
- Identify procurement savings opportunities through spend analysis.
- Strengthen supplier performance management.
- Improve procurement forecasting and planning.
- Build effective procurement dashboards and KPIs.
- Enhance procurement risk visibility.
- Support executive decision-making with procurement intelligence.
- Improve procurement efficiency and operational performance.
- Create greater business value through data-driven procurement.

Conclusion

Procurement analytics has become an essential capability for organizations seeking to improve procurement performance, strengthen supplier relationships, reduce costs, and support strategic business objectives. By transforming procurement data into meaningful insights, procurement professionals can move beyond transactional purchasing and become strategic contributors to organizational success.

This course provides participants with a comprehensive understanding of modern procurement analytics, covering spend analysis, supplier performance management, sourcing optimization, procurement risk assessment, predictive analytics, business intelligence, digital procurement tech[illegible] and performance



measurement. Participants will learn how to collect, analyze, interpret, and communicate procurement data to support informed decision-making and continuous improvement.

By applying the methodologies and analytical techniques presented throughout this program, participants will be able to establish data-driven procurement practices, improve procurement governance, optimize supplier management, strengthen strategic sourcing initiatives, and create measurable value for their organizations through informed procurement decisions.

