

## Strategic Procurement Planning

*Lisbon (Portugal)*

*16 - 20 December 2024*

UK Training

# PARTNER

## Strategic Procurement Planning

Code: SC28 From: 16 - 20 December 2024 City: Lisbon (Portugal) Fees: 4400 Pound

### Introduction

This course will provide those involved in procurement planning with a clear understanding of the processes, structures and mechanisms for sustainable procurement and efficient project management.

Interactive learning will support participants' understanding of key issues in strategic procurement planning, such as ethical factors, harmonising international standards, and monitoring and evaluation. By applying strategic planning tools throughout the training, participants will leave equipped to design and implement plans to streamline procurement processes whilst considering international standards, cultural and legal contexts.

### Course Objectives of Strategic Procurement Planning

- Write strategic procurement objectives and initiatives to support long term directions
- Arrange 'spend items' into categories that support planning of go-to-market strategies
- Apply demand forecasting techniques to improve planning of procurement activities
- Generate vendor integration strategies to ensure supply security
- Evaluate vendor bids in a scientific manner to support selection decision making

### Strategic Procurement Planning Course Outlines

#### Day 1

##### Strategic procurement planning

- Setting procurement mission and objectives
- Selection of improvement initiatives
  - Structure-related initiatives
  - Systems-related initiatives
  - Workstreams-related initiatives
  - Culture-related initiatives
- Performance measures and targets
- Communication of procurement plan
- Stakeholder engagement

#### Day 2

##### Spend category planning

UK Training

**PARTNER**



- Spend category profiling
- Spend impact analysis
  - Financial impact
  - Vendor segmentation
- Market risk analysis
  - Value chain analysis
  - SWOT analysis
  - Porter's five forces
  - Risk heat maps
  - Vendor risk scores
- Category report consolidation

### Day 3

#### Forecasting and demand planning

- The soft side of forecasting
  - Tetlock's foxes and hedgehogs
  - Taleb's black swan
- Principles of demand planning
- Quantitative forecasting techniques
- Qualitative forecasting techniques

### Day 4

#### Vendor integration

- Vendor prequalification process
- Vendor prequalification criteria
  - Legal criteria
  - Financial criteria
  - Technical criteria
  - Staff criteria
  - HSE criteria
- Service Level Agreements SLAs
- Strategic partnering
- Supplier diversity programs

### Day 5

#### Bid evaluation and selection

- Bid management process
- Bid evaluation criteria
- Scoring systems and protocols
- Selection and award
- Total Cost of Ownership TCO for complex purchases

UK Training  
**PARTNER**



## Blackbird Training Cities

### Europe



Zurich (Switzerland )



Stockholm (Sweden)



Lyon (France)



Copenhagen (Denmark)



Bordeaux (France)



Annecy (France)



Oslo (Norway)



Edinburgh (UK)



Glasgow (Scotland )



Malaga (Spain)



London (UK)



Istanbul (Turkey)



Amsterdam (Netherlands)  
(Switzerland)



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Manchester (UK)



Milan (Italy)

### USA & Canada



Los Angeles (USA)



Florida (USA)



Online



Boston (USA)



Washington (USA)



Miami(USA)



New York (USA)



Toronto (Canada)



## Blackbird Training Cities

### Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia )



Bangkok (Thailand)



Beijing (China)



Moscow (Russia )  
(Malaysia)



Singapore (Singapore )



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur



Jakarta (Indonesia)

### Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Marocco)



Nairobi (Kenya)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



## Blackbird Training Clients



UK Training  
**PARTNER**

## Blackbird Training Categories

### Management & Admin

Professional Skills  
Finance, Accounting, Budgeting  
Media & Public Relations  
Project Management  
Human Resources  
Audit & Quality Assurance  
Marketing, Sales, Customer Service  
Secretary & Admin  
Supply Chain & Logistics  
Management & Leadership  
Agile and Refinement

### Technical Courses

Hospital Management  
Public Sector  
Special Workshops  
Oil & Gas Engineering  
Telecom Engineering  
IT & IT Engineering  
Health & Safety  
Law and Contract Management  
Customs & Safety  
Aviation  
C-Suite Training



 International House 185 Tower Bridge  
Road London SE1 2UF United Kingdom

 +44 7401 1773 35  
+44 7480 775526

 [training@blackbird-training.com](mailto:training@blackbird-training.com)

 [www.blackbird-training.com](http://www.blackbird-training.com)

UK Training  
**PARTNER**

