

Strategic Procurement Planning

Rome (Italy)

18 - 22 November 2024

UK Training

PARTNER



Strategic Procurement Planning

Code: SC28 From: 18 - 22 November 2024 City: Rome (Italy) Fees: 4200 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

 www.blackbird-training.com

UK Training
PARTNER

