

Strategic Procurement Planning

Kuala Lumpur (Malaysia)

10 - 14 November 2025

UK Training

PARTNER



Strategic Procurement Planning

Code: SC28 From: 10 - 14 November 2025 City: Kuala Lumpur (Malaysia) Fees: 4200 Pound

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.

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

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.

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles and the text 'UK Training PARTNER'.

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



Florence (Italy)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients

 MANNAI CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D' EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS KFS Kuwait
 Reserve Bank of Malawi Malawi	 Central Bank of Nigeria Nigeria	 Ministry of Interior Kingdom of Saudi Arabia Ministry of Interior, KSA	 Mabruk Oil Company Libya	 Saudi Electricity Company KSA
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding), Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO Electricity EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN,	 Authority for Electricity Regulation, Oman Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
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 Elevation

Technical Courses

Artificial Intelligence (AI)
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

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

