

Strategic Procurement Planning

Istanbul (Turkey)

22 - 26 June 2025

UK Training

PARTNER



Strategic Procurement Planning

Code: SC28 From: 22 - 26 June 2025 City: Istanbul (Turkey) Fees: 3900 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

- 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.

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

- Spend category profiling.
- Spend impact analysis
 - Financial impact.
 - Vendor segmentation.
- Market risk analysis
 - Value chain analysis.

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

UK Training
PARTNER

- 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



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)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



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)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training
PARTNER

Blackbird Training Cities

Asia



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



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 Elevation

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

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

