BLACKBIRD FOR TRAINING

Procurement Analytics: Driving Value Through Data

14 – 18 February 2027
Istanbul (Turkey)



Procurement Analytics: Driving Value Through Data

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Introduction

The "Procurement Analytics: Driving Value Through Data" course is designed to help procurement professionals leverage data to enhance decision-making. The course focuses on using analytics to optimize procurement strategies and drive value for the organization. Participants will learn how to collect, analyze, and interpret procurement data, identify trends, and improve sourcing decisions. By the end of the course, attendees will be equipped with practical tools and strategies to use data effectively in procurement processes, leading to cost savings and operational efficiencies.

Course Objectives

By the end of the course, participants will:

- Understand the role of analytics in procurement and supply chain management.
- Learn how to collect and organize procurement data for analysis.
- Develop skills to analyze procurement data and identify trends.
- Use data to optimize sourcing strategies and supplier performance.
- Improve decision-making by integrating data insights into procurement processes.
- Learn to measure procurement performance using key metrics and KPIs.
- Identify cost-saving opportunities through data-driven insights.
- Build strategies to improve supplier relationships and procurement efficiency.

Course Outlines

Day 1: Introduction to Procurement Analytics

- Understand the role of analytics in procurement and supply chain management.
- Learn the fundamentals of procurement data and its importance.
- Explore key procurement metrics and KPIs for data-driven decision-making.
- Develop an understanding of the procurement lifecycle and where analytics can be applied.
- Get introduced to tools and software commonly used in procurement analytics.



Day 2: Collecting and Organizing Procurement Data

- Learn methods for collecting accurate and reliable procurement data.
- Understand how to clean and organize procurement data for analysis.
- Explore the different types of procurement data: spend data, supplier data, and performance data.
- Learn how to integrate data from various sources into a single system.
- Develop techniques for managing large datasets in procurement.

Day 3: Analyzing Procurement Data

- Learn how to identify key trends and patterns in procurement data.
- Explore techniques for spend analysis to identify cost-saving opportunities.
- Understand how to analyze supplier performance and optimize supplier selection.
- Use analytics to evaluate and improve procurement strategies.
- Develop skills to create data visualizations to communicate insights clearly.

Day 4: Data-Driven Sourcing and Supplier Optimization

- Learn how to use data to improve sourcing strategies and decision-making.
- Understand supplier segmentation and how analytics can help select the best suppliers.
- Use data to negotiate better contract terms and pricing with suppliers.
- Explore techniques to monitor and improve supplier performance.
- Build strategies for managing supplier risks through data-driven insights.

Day 5: Measuring and Reporting Procurement Performance

- Learn how to develop procurement dashboards to track performance and KPIs.
- Understand the importance of measuring procurement efficiency and effectiveness.
- Use data to assess the success of procurement initiatives and strategies.
- Learn how to communicate procurement performance to stakeholders using data.
- Build strategies for continuous improvement in procurement through data analysis.

Why Attend This Course: Wins & Losses!

- Gain expertise in using data to enhance procurement decisions.
- Learn to identify trends and patterns in procurement data.
- Optimize sourcing strategies to drive value for your organization.
- Discover cost-saving opportunities through data insights.
- Improve supplier performance and relationships with data-driven strategies.
- Make more informed decisions to increase procurement efficiency.
- Avoid costly procurement mistakes by leveraging data for better forecasting.
- Build a solid foundation for measuring procurement performance and success.



Conclusion

The "Procurement Analytics: Driving Value Through Data" course provides procurement professionals with the tools and expertise to analyze data and optimize procurement strategies. By mastering procurement analytics, participants will be able to make better decisions, improve supplier relationships, and achieve cost savings, contributing to the overall success of their organizations.

Enroll now to gain the skills and strategies needed to drive value through data in procurement!

