

Strategic Cost Management in Procurement

Geneva (Switzerland)

18 - 22 August 2025

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Code: SC28 From: 18 - 22 August 2025 City: Geneva (Switzerland) Fees: 4700 Pound

Introduction

In an era marked by budget constraints and economic volatility, procurement is no longer just a transactional function – it is a strategic lever for delivering value and improving institutional performance.

This course focuses on strategic cost management in procurement, offering practical tools and frameworks that enable professionals to manage purchasing decisions with a focus on long-term value, not just short-term cost reduction.

The program is tailored for executives, team leaders, and specialists in procurement, supply chain, finance, and operations across key sectors such as energy, banking, telecommunications, government, and project-based organizations.

Participants will gain the skills to analyze costs, manage supplier relationships, and design purchasing strategies that align with corporate objectives and deliver measurable business results.

Course Objectives

By the end of the course, participants will be able to:

- Understand the principles and scope of strategic cost management in procurement.
- Analyze institutional spending to identify cost-saving opportunities.
- Apply cost analysis and value assessment tools across the supply chain.
- Develop supplier evaluation models that prioritize value over price.
- Design procurement plans that optimize cost and performance.
- Negotiate effectively based on data-driven insights.
- Integrate procurement with financial and operational strategies.
- Monitor and evaluate procurement efficiency using key performance indicators.

Course Outlines

Day 1: Fundamentals of Strategic Cost Management

- Introduction to strategic cost thinking in procurement.
- Operational vs. strategic cost: understanding the difference.
- Cost categorization in direct and indirect procurement.
- Building accurate and clean spend data foundations.
- Life-cycle cost analysis for goods and services.
- Exercise: Real-case cost breakdown and analysis.

Day 2: Cost Planning and Financial Control

- Budgeting methods for procurement departments.
- Cost monitoring techniques during contract execution.
- Prioritizing spending according to business impact.

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.

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- Forecasting and estimating costs across procurement stages.
- Performance indicators to track financial efficiency.
- Case study: Planning a cost control framework in the energy sector.

Day 3: Supplier Evaluation and Value Optimization

- Creating supplier scoring models cost, quality, service.
- Analyzing supplier performance and relationship cost.
- Managing risks related to price volatility.
- Contract term reviews for better financial control.
- Incorporating sustainability and social value into cost models.
- Group activity: Develop a strategic supplier evaluation matrix.

Day 4: Negotiation and Continuous Improvement

- Cost-based negotiation strategies.
- Cost reduction vs. value creation: finding the balance.
- Payment terms, lead times, and service-level trade-offs.
- Contract renegotiation for ongoing savings.
- Driving continuous improvement in procurement spending.
- Simulation: Practical negotiation scenario with suppliers.

Day 5: Integration and Strategic Reporting

- Aligning procurement strategy with organizational goals.
- Presenting cost management results to senior stakeholders.
- Ongoing monitoring and reporting of procurement outcomes.
- Building individual development plans for procurement staff.
- Course wrap-up: Final project presentations and feedback.
- Certificate distribution and closing remarks.

Why Attend this Course: Wins & Losses!

- Gain a deep understanding of strategic cost management in procurement.
- Acquire tools to reduce costs while increasing value.
- Improve supplier negotiation and contract management skills.
- Enhance integration between procurement, finance, and operations.
- Support data-driven decision-making.
- Access real case studies and simulations from regional industries.
- Expand your professional network and credentials.
- Apply best practices immediately within your role or organization.

Conclusion

Strategic cost management in procurement is more than a tool – it's a mindset.

This course empowers professionals to go beyond cost-cutting and become drivers of long-term value within their organizations.

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a gold pawn behind it. The text 'UK Training PARTNER' is overlaid on the board.

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By combining analytical tools, negotiation strategies, and supplier engagement practices, participants will return with actionable skills to transform procurement into a strategic advantage.

A graphic of a chessboard with several pawns. A large gold king piece is prominent in the foreground, with several smaller silver and gold pawns behind it. The board is a checkered pattern of light and dark squares. In the background, there are concentric circles radiating from the center.

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