

Strategic Cost Management in Procurement

Cape Town (South Africa)

1 - 5 June 2026

UK Traininig

PARTNER



Strategic Cost Management in Procurement

Code: SC28 From: 1 - 5 June 2026 City: Cape Town (South Africa) Fees: 3300 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.

UK Training
PARTNER

- 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 silver knight behind it. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER



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.

UK Training
PARTNER

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com

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)



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)
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



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

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

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

