



STRATEGIC AND TACTICAL PROCUREMENT

PROCUREMENT CATEGORY MANAGEMENT, FUNDAMENTAL TOOLS AND METHODS

The objective of this course is to foster a structured approach to formulating and implementing an effective procurement strategy.

TARGET GROUP: Newcomers to procurement function with basic business knowledge, candidates on a lateral move into a strategic procurement role, new buyers in a category management organization (Lead Buyers), buyers in cross-functional/project roles

TRAINING METHODS: Lectures, group discussion, case studies, group work

TRAINER: Hanno Dettlof



TOPICS

Strategic Procurement

- › Definition: strategic procurement
- › Objectives and organizational aspects
- › Objectives of category management in procurement
- › Stakeholder management

Introduction to Supplier Relation Management

- › Definition and objectives
- › Supplier identification and selection
- › Supplier evaluation
- › The supplier development principle

The Process to Develop Procurement Strategy

- › The 7 steps to formulate procurement strategy
- › Analysis, formulation, and implementation
- › Definition of internal and external analysis
- › The category dossier

Selling a Strategy to Stakeholders

- › 9 steps for a successful supply strategy presentation
- › Introduction to a template for a category strategy

Portfolio Management

- › Theoretical introduction to the concept
- › Materials portfolio
- › Supplier portfolio
- › Group exercise with selected categories
- › Definition of norm strategies

Measuring Procurement Success

- › Savings vs. cost avoidance
- › Contribution of procurement cost & value
- › Saving guidelines
- › KPI definition
- › Reporting requirements with examples in Excel
- › Performance level tracking principle
- › Dupont model
- › Implementation planning and initiative tracking

Procurement Levers

- › 7 methods to reduce procurement costs
- › Allocation of selected levers to norm strategies
- › Overview of common levers and characteristics
- › 10 top saving initiatives



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07. – 08.10.2025
27. – 28.04.2026



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2nd Day: 08.30 – 16.30