



STRATEGIC PROCUREMENT

THE ESSENTIALS OF STRATEGIC PROCUREMENT MANAGEMENT



The objective of this focussed course is to foster the structured approach in strategic procurement to formulating and implementing an effective procurement category strategy.

TARGET GROUP: Newcomers to strategic 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, brainstorming, templates & guide lines

TRAINER: Hanno Dettlof

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CONTENT

Strategy Definition and Management Expectation

- › The difference of strategy, strategic management & strategic procurement
- › The interdependence of corporate strategy, category strategy & supplier strategy

Organizational Framework

- › Objectives and organizational aspects of category management
- › The importance of stakeholder management in category management

Strategy Development Process

- › Developing a category strategy – 7 steps to formulate a solid procurement strategy for your category
- › Definition and relevance of the internal and external analysis
- › The category dossier – analytical findings at a glance
- › The concept of portfolio management in procurement
- › Defining norm strategies und the strategic thrusts in a category

Procurement Tools – The Tactical Foundation

- › Theory of procurement levers – overview of most beneficial tactical means
- › The 7 methods to reduce procurement costs
- › 10 top saving initiatives
- › The basics of supplier relation management

Supplier Relation Management

- › Success factors for efficient supplier identification, selection and evaluation
- › Supplier portfolio management and related risk management

The Discipline of Successful Execution

- › Planning & communication tips for implementing procurement initiatives
- › Initiative tracking – addressing the probability of success
- › Introduction to a full template for a category strategy presentation
- › Selling the category strategy to the stakeholders – 9 steps for a successful supply strategy presentation

Controlling of Procurement Efforts and Goals

- › Measuring the success of procurement initiatives
- › What is a saving? – Guidelines for transparent reports
- › The KPI definition and why measurable targets are essential
- › Reporting templates



Would you like to book this training course as an IN-HOUSE TRAINING? Contact us at inhouse@bme.de or call +49 6196 5828-251.

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