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**Course Name**

# Strategic Outsourcing in Procurement and Logistics

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**Sector Name**

Procurement & Supply Chain Operations

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## Strategic Outsourcing in Procurement and Logistics

### Course Introduction

Best-in-class companies recognize strategic sourcing as a value creator and consider it to be integral to their overall strategies for growth. To become a world-class procurement organization in the 21st century, a company requires various competencies that will enable it to effect strategic sourcing and transfer value throughout the supply chain from supplier to customer.

Strategic sourcing is far more than a simple allocation of business to suppliers by the purchasing function. It is a multi-functional activity that produces a plan of action for several years. Successful sourcing strategies are built on a rigorous analysis of the buy, the supply industry, and the fundamental drivers of value.

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## Strategic Outsourcing in Procurement and Logistics

### Target Audience

- ✓ Procurement Manager
- ✓ Supply Chain Manager
- ✓ Logistics Manager
- ✓ Operations Manager
- ✓ Category Manager
- ✓ Strategic Sourcing Manager
- ✓ Purchasing Manager
- ✓ Contract Manager
- ✓ Vendor Manager
- ✓ Inventory Manager
- ✓ Freight and Transportation Manager

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## Strategic Outsourcing in Procurement and Logistics

### Learning Objectives

- ✓ Develop a strategic sourcing strategy that achieves tangible results
- ✓ Implement the strategic sourcing strategy to maximize total cost savings
- ✓ Assess and prioritize opportunities for savings
- ✓ Establish processes to manage the performance of the strategic sourcing contract
- ✓ Apply best practices and lessons learned in strategic sourcing efforts

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## Strategic Outsourcing in Procurement and Logistics

### Course Outline

#### ✓ Day 01

##### **Defining and Implementing Effective Sourcing Strategies**

- ✓ Definition of Sourcing Strategy
- ✓ Defining Procurement Excellence
- ✓ Tactical vs. Strategic Sourcing
- ✓ Strategic Sourcing Benefits
- ✓ Industry and Strategic Sourcing
- ✓ The Strategic Sourcing Process

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### Course Outline

#### ✓ Day 02

##### **Strategy Development and Commodity Management**

- ✓ Develop a Strategic Sourcing Plan
- ✓ Evaluate and Prioritize Commodities
- ✓ Analyze The Supply Market
- ✓ Develop a Commodity Strategy
- ✓ Develop The Acquisition Strategy
- ✓ Develop a Transition Plan

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### Course Outline

#### ✓ Day 03

##### **Sourcing Path Selection (Competition or Collaborative Supplier Development)**

- ✓ Selection of Implementation Path
- ✓ Identification of Preferred Supplier(s)
- ✓ Supplier Development and The Strategic Sourcing Process
- ✓ Supplier Development Constraints
- ✓ Negotiation Strategy - Competitive vs. Collaborative
- ✓ Proposal Solicitation and Evaluation

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### Course Outline

#### ✓ Day 04

#### **Leveraging Supply Management Tools and Techniques to Improve Performance**

- ✓ Procurement Analysis and Classification
- ✓ Strategic Cost Management
- ✓ Principles of Cost and Value Management
- ✓ Understanding the Total Cost of Ownership
- ✓ Purchasing Analysis Tools and Techniques
- ✓ Performance Measurement and Evaluation

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### Course Outline

#### ✓ Day 05

#### **Supplier Performance Management, Quality Management, and Supply Base Integration**

- ✓ The Importance of Supplier Performance Management
- ✓ Developing and Maintaining Long-term Supplier Relationships
- ✓ Performance Measurement and Evaluation
- ✓ Quality Management for Strategic Sourcing
- ✓ Supply Base Integration and Development
- ✓ Pursuing Global Supply Management Excellence

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## Strategic Outsourcing in Procurement and Logistics

### Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Aug. 10, 2026	Aug. 14, 2026	5 days	4950.00 \$	England , London
June 7, 2026	June 11, 2026	5 days	4250.00 \$	KSA , Al Khobar
Nov. 16, 2026	Nov. 20, 2026	5 days	4250.00 \$	UAE , Dubai
April 5, 2027	April 9, 2027	5 days	4250.00 \$	UAE , Abu Dhabi

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