



STRATEGIC PROCUREMENT AND PURCHASING



COURSE OVERVIEW

In today's competitive and dynamic business environment, procurement and purchasing functions are no longer limited to transactional activities. This course provides participants with the knowledge and skills to transform procurement into a strategic function that delivers value, supports organizational goals, and enhances supply chain performance. It covers best practices in sourcing, supplier management, contract negotiation, cost analysis, and procurement planning. The course emphasizes strategic thinking, risk management, and the use of procurement technologies.

DATES, VENUES AND FEES



21 – 25 September 2025 - Dubai

(5 Days)

Fees

US\$ 4500

Note: Fee is per participant + 5% VAT (if applicable).
Groups from the same company can enjoy a **discounted** price.

WHO SHOULD ATTEND?

This course is appropriate for a wide range of professionals but not limited to:

- Procurement and purchasing professionals
- Supply chain and logistics managers
- Contract and sourcing specialists
- Project managers involved in procurement
- Finance and operations professionals
- Anyone seeking to enhance strategic procurement knowledge and skills

CONTACT US NOW

+971 (4) 4539841 – 42 – 43
WhatsApp: +971 52 398 7781

Millennium Solutions Training Center FZ-LLC
Block 2B, 1st Floor, Office 134, Knowledge Park, Dubai, UAE
Email: info@mstcme.com
Website: www.mstcme.com





ACCREDITATION



This training course is certified by CPD.

The CPD Certification Service is the leading independent CPD accreditation institution operating across industry sectors to complement the Continuing Professional Development policies of professional institutes and academic bodies. The CPD Certification Service provides support, advice, and recognised independent CPD accreditation compatible with global CPD principles. CPD is the term used to describe the learning activities professionals engage in to develop and enhance their abilities and keep skills and knowledge up to date. CPD Units are only awarded to programmes after each programme is scrutinised to ensure integrity and quality according to CPD standards and benchmarks.

COURSE CERTIFICATE

MSTC certificate will be issued to all attendees completing a minimum of 80% of the total tuition hours of the course.

CPD internationally recognized certificate will be issued for all participants who will meet the course requirements. CPD certificates will be issued within a month of the successful completion of the course.

TRAINING METHODOLOGY

- Expert-led sessions with dynamic visual aids
- Comprehensive course manual to support practical application and reinforcement
- Interactive discussions addressing participants' real-world projects and challenges
- Insightful case studies and proven best practices to enhance learning

LEARNING OBJECTIVES

By the end of this course, participants should be able to:

- Understand the strategic role of procurement and purchasing in organizational success.
- Develop effective procurement strategies and sourcing plans.
- Apply modern supplier evaluation and relationship management techniques.
- Enhance negotiation skills and contract management practices.
- Analyze procurement costs and optimize total cost of ownership (TCO).
- Integrate procurement processes with organizational and supply chain objectives.

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COURSE OUTLINE

DAY 1

Introduction to Strategic Procurement

- Pre test
- Procurement vs. purchasing: roles and evolution
- The procurement cycle: from need identification to contract close-out
- Strategic vs. tactical procurement
- Aligning procurement strategy with corporate goals
- Key success factors in modern procurement

DAY 2

Sourcing Strategy and Supplier Management

- Developing effective sourcing strategies
- Supplier selection and qualification processes
- Supplier segmentation and relationship models
- Supplier performance evaluation (KPIs and scorecards)
- Risk management in sourcing and procurement

DAY 3

Negotiation and Contract Management

- Principles of negotiation and influencing skills
- Preparing for procurement negotiations
- Contract types and legal considerations
- Managing contract lifecycle and performance
- Dealing with contract changes and disputes

DAY 4

Cost Management and Value Analysis

- Understanding cost drivers and breakdowns
- Total Cost of Ownership (TCO) vs. price
- Spend analysis and procurement planning
- Strategic cost reduction techniques
- Value engineering and continuous improvement

DAY 5

Procurement Technology and Best Practices

- e-Procurement systems and tools
- Digital transformation in procurement
- Sustainable and ethical procurement practices
- Case studies: Strategic procurement in action
- Workshop: Developing a procurement improvement plan
- Course review
- Post test

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