MERCURY

Advanced Medical Procurement and Supply Chain Compliance

27 September – 8 October 2027
Vienna (Austria)



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Ref: 16202_1010544 **Date:** 27 September – 8 October 2027 **Location:** Vienna (Austria) **Fees:** 10600 Euro

Introduction:

In today's complex healthcare ecosystem, the effectiveness of medical procurement and supply chain operations has a direct impact on patient outcomes, cost control, and institutional compliance. This Advanced Medical Procurement and Supply Chain Compliance course equips professionals with advanced methodologies, global standards, and strategic approaches to managing medical supply systems.

Participants will explore frameworks for regulatory adherence, ethical sourcing, risk mitigation, and performance evaluation. This Advanced Medical Procurement and Supply Chain Compliance training covers the interplay between procurement policy, supply chain sustainability, and quality assurance in the healthcare context.

The Advanced Medical Procurement and Supply Chain Compliance program examines the digital transformation of procurement processes, focusing on automation, e-tendering, and data-driven decision-making. It emphasizes aligning procurement strategies with national and international healthcare compliance regulations. Learners will gain the competence to design, implement, and monitor high-performance medical procurement systems.

Targeted Groups:

This Advanced Medical Procurement and Supply Chain Compliance training targets professionals seeking specialized knowledge and skills:

- Medical procurement officers and supply chain managers.
- Healthcare compliance and regulatory affairs professionals.
- Hospital and clinic operations directors.
- Pharmaceutical logistics and distribution specialists.
- Biomedical and clinical engineering procurement leads.
- Government healthcare procurement regulators.
- Strategic sourcing professionals in the medical sector.
- Inventory control and warehouse supervisors in healthcare.
- Quality assurance professionals in medical supply chains.
- Professionals transitioning into medical procurement roles.

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Course Objectives:

Participants will achieve the following objectives by completing the Advanced Medical Procurement and Supply Chain Compliance course:

- Understand international and national medical procurement regulations.
- Identify ethical and legal challenges in healthcare procurement.
- Analyze the end-to-end medical supply chain processes.
- Design effective procurement strategies for healthcare settings.
- Apply compliance protocols in line with regulatory standards.
- Evaluate vendor performance using structured KPIs.
- Implement inventory control techniques to minimize waste and reduce costs.
- Utilize digital procurement tools, including ERP systems and e-procurement platforms.
- Develop mitigation plans for procurement-related risks.
- Optimize supply flow efficiency under emergency response situations.
- Interpret contractual terms and supplier agreements effectively.
- Benchmark procurement practices using industry best standards.
- Collaborate with cross-functional teams to enhance the supply chain.
- Lead procurement audits and support documentation readiness.
- Align procurement operations with patient safety and continuity of care.

Targeted Competencies:

Participants will gain the following competencies during the Advanced Medical Procurement and Supply Chain Compliance program:

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- Strategic thinking in healthcare procurement systems.
- Decision-making under complex regulatory environments.
- Risk assessment and vendor evaluation skills.
- Contract negotiation and compliance documentation.
- Operational planning in supply chain workflows.
- Procurement audit and reporting competency.
- Communication with internal and external medical stakeholders.
- Analytical skills for demand forecasting and stock optimization.
- Technology integration in procurement operations.
- Policy alignment with regulatory and accreditation standards.

Course Content:

Unit 1: Foundations of Medical Procurement and Compliance:

- Define procurement in the healthcare environment.
- Differentiate public vs. private medical procurement models.
- Discuss the core principles of medical procurement ethics.
- Identify compliance frameworks in healthcare supply chains.
- Review global procurement standards WHO, EU, FDA.
- Explore key performance indicators KPIs in procurement.
- Introduce common medical procurement software platforms.

Unit 2: Healthcare Supply Chain Structures and Challenges:

- Map the medical supply chain lifecycle.
- Understand the concepts of vertical and horizontal integration in healthcare logistics.
- Identify bottlenecks in medical supply chains.
- Analyze the role of third-party logistics 3PL in health systems.
- Discuss sustainability in the medical supply chain.
- Explore warehousing strategies in medical logistics.
- Evaluate last-mile delivery in rural and emergency settings.
- Assess temperature-controlled logistics and cold chains.

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Unit 3: Legal and Ethical Aspects of Medical Procurement:

- Review legal statutes in procurement contracts.
- Interpret clauses related to liability, force majeure, and penalties.
- Address anti-bribery and corruption in procurement.
- Implement transparency and fairness in tendering.
- Ensure compliance with local and global procurement laws.
- Assess ethical sourcing and responsible vendor selection.
- Manage supplier conflicts of interest.

Unit 4: Advanced Procurement Planning and Strategy:

- Develop a procurement plan that aligns with medical demand forecasts.
- Apply strategic sourcing models to healthcare procurement.
- Segment suppliers and conduct spend analysis.
- Utilize ABC analysis for medical inventory.
- Introduce the concept of vendor-managed inventory VMI.
- Develop tender specifications for medical equipment and consumables.
- Apply make-or-buy decision frameworks in hospitals.
- Evaluate framework agreements and long-term contracts.

Unit 5: Risk Management in Procurement and Supply Chains:

- Identify procurement-specific risks in medical contexts.
- Categorize supplier risks: operational, financial, and reputational.
- Utilize risk registers and heat maps to inform procurement decisions.
- Integrate quality control into procurement processes.
- Develop emergency procurement procedures.
- Explore counterfeit product prevention in the medical supply.
- Ensure traceability and audit trails.

Unit 6: Inventory Control and Demand Planning:

- Forecast demand for critical medical supplies.
- Use the reorder point and EOQ models for stock levels.
- Apply FIFO and FEFO inventory methods.
- Develop policies for stock rotation and expiry management.
- Balance inventory turnover with patient safety.
- Integrate consumption data with procurement planning.
- Minimize stockouts and overstock situations.

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Unit 7: Digitalization and E-Procurement Systems:

- Implement ERP systems in medical procurement.
- Utilize e-tendering portals for public procurement.
- Explore AI and data analytics in supply chain management.
- Ensure cybersecurity in digital procurement platforms.
- Automate purchase order generation and tracking.
- Monitor procurement analytics dashboards.
- Enable supplier performance scoring through digital tools.

Unit 8: Supplier Management and Performance Evaluation:

- Set clear criteria for vendor prequalification.
- Conduct supplier audits and due diligence.
- Use scorecards for continuous supplier improvement.
- Establish Service Level Agreements SLAs with vendors.
- Manage long-term supplier partnerships.
- Resolve supplier disputes professionally.
- Encourage supplier innovation and product feedback loops.

Unit 9: Compliance Auditing and Documentation:

- Prepare documentation for procurement audits.
- Create audit checklists for internal controls.
- Conduct spot checks and system compliance reviews to ensure adherence to regulations.
- Manage deviations and non-conformities.
- Generate corrective and preventive action plans CAPA.
- Align with accreditation bodies and healthcare regulators.
- Archive procurement documentation systematically.

Unit 10: Global Best Practices and Future Trends:

- Benchmark top global practices in medical procurement.
- Discuss circular economy concepts in medical supply chains.
- Explore the impact of AI and IoT on procurement systems.
- Analyze post-COVID innovations in health logistics.
- Learn from case studies in crisis and humanitarian procurement.
- Monitor shifting international compliance expectations.
- Explore blockchain in the traceability of medical devices.

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Final Insights & Key Takeaways:

This course provides advanced insight into how procurement and supply chain operations drive compliance, efficiency, and patient-centered care. Participants will return with frameworks to improve transparency, quality, and value in medical sourcing. Emphasis on risk control and global alignment prepares learners for high-stakes healthcare environments. The course reinforces the importance of digital transformation and continuous performance evaluation in building resilient and compliant procurement systems.