MERCURY

# Strategic Sourcing with Artificial Intelligence

21 – 25 December 2026
New York (USA)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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**Ref:** 121732_1044785 **Date:** 21 – 25 December 2026 **Location:** New York (USA) **Fees:** 7900 Euro

## Introduction

Strategic sourcing with artificial intelligence reshapes how organizations manage procurement decisions. It enables smarter supplier selection through data-driven insights and predictive analytics. AI enhances the accuracy of spend analysis and identifies cost-saving opportunities across categories. The program explains how procurement AI supports intelligent procurement and sourcing optimization. It explores how digital procurement strategy improves efficiency and supplier performance. Participants will understand how AI transforms sourcing into a value-driven business function.

## Targeted Groups

This Strategic Sourcing with Artificial Intelligence training targets professionals seeking knowledge and skills:

- Procurement officers handling supplier selection AI tools.
- Supply chain managers are improving sourcing optimization processes.
- Category managers focusing on spend analysis and AI insights.
- Procurement analysts are working on data-driven sourcing decisions.
- Business leaders are driving digital procurement transformation strategies.
- Consultants advising on intelligent procurement systems.
- Operations managers are improving AI workflows for supplier management.
- Finance teams are monitoring improvements in procurement cost efficiency.

## Course Objectives

Participants will achieve the following objectives by completing the Strategic Sourcing with Artificial Intelligence course:

- Understand AI procurement analytics and sourcing fundamentals.
- Apply strategic sourcing optimization using intelligent tools.
- Analyze spend data using AI-based procurement models.
- Improve supplier selection through predictive AI insights.
- Design a digital procurement strategy for organizational efficiency.
- Evaluate supplier performance using data-driven metrics.
- Reduce procurement costs through automation and intelligence.
- Enhance decision-making in sourcing and procurement cycles.
- Integrate AI tools effectively into procurement workflows.
- Support long-term procurement transformation initiatives.

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## Targeted Competencies

Participants will gain the following competencies during the Strategic Sourcing with Artificial Intelligence program:

- AI-driven procurement decision-making and sourcing intelligence.
- Advanced spend analysis and procurement analytics interpretation.
- Supplier management using intelligent procurement systems.
- Strategic sourcing optimization for cost and value efficiency.
- Data-based negotiation and supplier evaluation techniques.
- Digital procurement strategy implementation in organizations.
- Predictive analytics for supplier performance improvement.

## Studying Scenarios

In this Strategic Sourcing with Artificial Intelligence training, participants develop skills through the following scenarios:

- AI-supported supplier evaluation for better procurement outcomes.
- Spend pattern analysis to detect cost-saving opportunities.
- Digital procurement strategy design for enterprise transformation.
- Predictive sourcing models for supplier risk reduction.
- Intelligent procurement dashboards for decision support.
- Automated supplier ranking using performance data insights.

## Course Content

### Unit 1: Foundations of Strategic Sourcing with AI

- Introduction to strategic sourcing with artificial intelligence principles.
- Role of AI in modern procurement transformation systems.
- Overview of digital procurement strategy in organizations.
- Understanding procurement AI and intelligent sourcing models.
- Key drivers of sourcing optimization and efficiency improvement.
- Basics of spend analysis, AI, and procurement intelligence tools.
- Importance of data-driven procurement decision-making frameworks.
- Evolution from traditional sourcing to AI-enabled procurement.

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## Unit 2: AI in Procurement Analytics and Spend Management

- AI procurement analytics for enhanced sourcing visibility.
- Spend analysis AI techniques for cost optimization decisions.
- Identifying procurement inefficiencies using intelligent data models.
- Real-time procurement dashboards for spending insights.
- Predictive analytics for procurement trend forecasting.
- Data cleansing and structuring for sourcing intelligence.
- Categorization of procurement data for strategic insights.
- Value creation through intelligent procurement analytics systems.

## Unit 3: Supplier Selection and Management Using AI

- Supplier selection AI models for optimized decision-making.
- Evaluating supplier performance using predictive analytics.
- Risk assessment in supplier management AI systems.
- Enhancing supplier collaboration through digital platforms.
- Intelligent procurement tools for supplier benchmarking.
- Automated supplier scoring based on data insights.
- Improving supplier lifecycle management with AI systems.
- Strengthening procurement relationships through analytics.

## Unit 4: Strategic Sourcing Optimization and Automation

- Strategic sourcing optimization using intelligent algorithms.
- Automation in procurement workflows for efficiency gains.
- AI-driven negotiation strategies for procurement success.
- Demand forecasting using procurement AI systems.
- Cost reduction techniques through intelligent sourcing tools.
- Scenario analysis for procurement decision optimization.
- Integrating automation into sourcing and procurement cycles.
- Enhancing procurement agility through AI technologies.

## Unit 5: Digital Transformation in Procurement Strategy

- Building a digital procurement strategy using AI tools.
- Integration of AI procurement systems into enterprises.
- Change management in procurement digital transformation.
- Enhancing procurement governance through intelligent systems.
- Aligning sourcing strategies with organizational goals.
- Leveraging AI for long-term procurement sustainability.
- Future trends in intelligent procurement and sourcing.
- Developing scalable AI procurement transformation frameworks.

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## Final Insights & Key Takeaways

Strategic sourcing with artificial intelligence transforms procurement into a predictive and value-driven function. Organizations gain long-term efficiency, cost reduction, and smarter supplier ecosystems through AI-powered sourcing strategies.