MERCURY

Healthcare Procurement & Supply Chain Management Course

15 – 19 November 2027
Nairobi (Kenya)



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Ref: 9463_1061165 **Date:** 15 – 19 November 2027 **Location:** Nairobi (Kenya) **Fees:** 5300 Euro

Introduction:

Maintaining the best procurement and supply chain management practices is a core requirement for healthcare professionals. Due to supply uncertainty, supplier-operator relationships are now crucial, causing real availability concerns across the industry.

Participants in this healthcare procurement and supply chain management training are now vital so that the procurement and supply chain functions collaborate their efforts and expertise to cope with the complexity of the present operating environment. The world will not return, and we must learn new procurement and supply chain management methods.

This healthcare procurement and supply chain management course will assist participants in reassessing their organization's procurement and supply chain strategies beyond the short term. It will focus on real-time issues to counteract changes in the market and encourage participants to think differently about global procurement.

This healthcare procurement and supply chain management training course provides delegates with practical approaches to transforming their procurement team into a more competitive and resilient unit.

Understanding The Value and Importance of Supply Chain Management in Healthcare Procurement:

Understanding healthcare procurement is fundamental to navigating the complexities of the healthcare industry. Healthcare procurement involves the process of acquiring products and services that are essential for health institutions to function efficiently.

This healthcare procurement and supply chain management course encompasses various activities, from sourcing medical devices and pharmaceuticals to contracting services critical to patient care.

The value of supply chain management in healthcare lies in its ability to streamline operations, reduce costs, and improve patient outcomes. Effective supply chain management ensures that the right products and services are available at the right time, place, and cost, which is pivotal to the success of healthcare organizations.

This healthcare procurement and supply chain management course delves into healthcare procurement solutions and strategies in pursuit of efficiency and efficacy. It emphasizes creating robust procurement processes that align with organizational goals, leading to enhanced patient care through the availability of necessary medical supplies.

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Targeted Groups:

- Procurement Professionals.
- Supply Chain Professionals.
- Tender or Bidding Professionals.
- Contract Administrators.
- Healthcare Administrators.

Course Objectives:

By the end of this healthcare procurement and supply chain management course, participants will be able to:

- Reassess current healthcare procurement strategies.
- Collaborate relationships with vendors, companies, and countries.
- Streamline processes.
- Adopt contemporary practices.
- Build robust internal supply planning capabilities.
- Understand the tools and techniques to renegotiate contracts effectively.

Targeted Competencies:

By the end of this healthcare procurement and supply chain management training, target competencies will be able to:

- Benchmarking healthcare procurement and category management.
- Supplier/operator relationships.
- New frontiers/new procurement strategies.
- Capacity overload vs. demand.
- Sustainability in the procurement and supply chain.

Course Content:

Unit 1: Defining Strategic Procurement in the Healthcare Industry:

- What is procurement?
- Defining supply chain management.
- Why is the healthcare sector different?
- The costs and challenges of ensuring product availability.
- Procurement contract risks.

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Unit 2: Methods of Integrating a Supply Chain Strategy:

- The importance of a collaborative supply chain.
- Supply chain modes in the healthcare sector.
- Demand vs. supply management.
- Understanding transport, logistics, and warehousing.
- Supply chain integration spanning internal and external.

Unit 3: Supplier Collaboration and Relationship Management:

- The importance of supplier relationships.
- Supplier collaboration best practices.
- How do we create meaningful SLAs?
- Supplier relationships - The total management process.
- Methods of mitigating the effects of pandemics.

Unit 4: Strategic Contract Negotiations:

- Understanding the critical components of a commercial contract.
- Preparing for a win-win negotiation.
- Dealing with multiple suppliers.
- The importance of collaborative and competitive negotiations.
- Knowing when and how to renegotiate a contract.

Unit 5: The New Approach to Procurement and Supply Chain Management:

- Supplier strategy and multiple suppliers.
- Are lean tools and techniques appropriate post-pandemic?
- Understanding the supply chain links.
- Designing metrics for safe and reliable performance.
- Measuring and improving the supply chain performance

Conclusion:

For individuals looking to validate their expertise and commitment to the field, the healthcare supply chain management certification offered by this healthcare procurement and supply chain management course symbolizes a significant career milestone.

Certification in healthcare procurement and supply chain management provides a competitive edge. It recognizes the proficiency of healthcare procurement and supply chain management professionals.