MERCURY

Procurement Best Practices (Customized) Training

3 – 7 October 2027
Doha (Qatar)



Dubai - UAE: +971 4 450 5697
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Ref: 15176_1062131 **Date:** 3 – 7 October 2027 **Location:** Doha (Qatar) **Fees:** 5500 Euro

Introduction:

The Procurement function has evolved significantly from its early administrative roots to become a key strategic unit within modern businesses. Today, effective procurement is about delivering added value to the organization by acquiring products and services that support its objectives and contribute to its success.

One key aspect of this is implementing best practices across the four levels of Procurement activity: strategic, Tactical, Operational, and Contive. This seminar is designed for those who aspire to elevate their Procurement function to a high-performance level by implementing sustainable and efficient best practices.

Sustainable Procurement Best Practices:

Incorporating sustainable procurement best practices allows organizations to make decisions that benefit the economy, society, and the environment. Professionals can promote positive change and demonstrate a commitment to corporate social responsibility by evaluating the broader impact of procurement decisions.

Targeted Groups:

- Contracts Personnel.
- Purchasing Personnel.
- Procurement Personnel.
- Project, Engineering, Operational, and Maintenance Personnel who are involved in the planning and execution of purchases and contracts.
- All individuals in organizations prioritize high levels of competency in procurement activities.

Course Objectives:

By the end of this procurement best practices training program, participants will be able to:

- Grasp the evolution of procurement and its expanding role.
- Explain the inputs, outputs, and processes of a high-performing Procurement system.
- Formulate meaningful performance measurements.
- Recognize the imperative conditions required at all four Procurement levels.
- Amplify skill sets in every phase of the strategic procurement process.
- Lead, plan, and manage the procurement process effectively.

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Targeted Competencies:

Participants in this procurement best practices course will develop the following:

- Learn the ability to deliver tangible value more efficiently.
- Understand strategies to reduce non-value-adding activities in the procurement cycle.
- Explain a foundation for improving relationships with personnel, customers, and suppliers.
- Know the skills to reduce the total cost of ownership of goods and services.
- Explore methods for enhancing supplier performance and engagement.

Best Practice Procurement Policy and Guidelines:

Developing and adhering to a best-practice procurement policy and guidelines is essential and ensures that procurement practices are consistent, efficient, and compliant with laws and regulations. It also helps establish clear expectations, solid supplier interaction, and a contract management framework.

The best practices in the procurement process focus on optimizing and streamlining every step, from sourcing to payment, to ensure value creation and cost savings for the organization. Embracing technology procurement best practices, including automation and data analytics, can provide significant advantages in terms of efficiency and decision-making.

Leveraging marketing procurement best practices, such as strategic sourcing of marketing services and materials, aligning procurement with brand strategy, and ensuring that marketing investments contribute to long-term value creation, can help organizations achieve cost savings and improved marketing performance.

Integrating technology procurement best practices enables organizations to efficiently manage the complexities of acquiring new technology solutions. It includes due diligence in the selection process, assessing the total cost of technology ownership, and ensuring that technology investments are aligned with the organization's strategic goals.

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Course Content:

Unit 1: Developing the Strategic Procurement Decisions:

- Explore the make/buy decision and its implications.
- Consider vertical integration as a strategic move.
- Create alliances and partnerships to strengthen supply chains.
- Evaluate intercompany trade benefits and challenges.
- Investigate reciprocity and countertrade options.
- Develop a comprehensive supplier strategy.
- Coordinate the procurement strategy across the organization.
- Structure the Purchasing organization to support strategic goals.

Unit 2: Implementing the Tactical Procurement Decisions:

- Encourage early supplier involvement in product development.
- Apply value analysis techniques to procurement.
- Strengthen Quality Assurance programs.
- Opt for systemic supplier selection processes.
- Rate and ranking suppliers based on performance metrics.
- Manage contracts proactively.
- Utilize IT systems and e-procurement to enhance efficiency.
- Establish pertinent policies and procedures for procurement activities.
- Staff the Procurement Department with skilled personnel.

Unit 3: Dealing with Operational Procurement Decisions:

- Choose the most suitable ordering processes.
- Address and resolve quality issues as they arise.
- Ensure timely follow-up on procurement actions.
- Manage overdue orders and streamline expediting processes.
- Establish a streamlined payment process for vendors.
- Implement cost reduction measures for small-value purchase orders.

Unit 4: Procurement Performance Measurement:

- Conduct thorough spend analyses for better visibility.
- Emphasize the total cost of ownership as a critical metric.
- Employ consistent supplier performance measurement techniques.

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Unit 5: Advanced Procurement Strategies and Innovation

- Implement sustainable procurement practices.
- Leverage big data and analytics for strategic decision-making.
- Integrate advanced technologies like AI and blockchain.
- Foster innovation through supplier collaboration.
- Develop risk management strategies for supply chain disruptions.
- Explore global sourcing opportunities and challenges.
- Enhance procurement agility to adapt to market changes.
- Promote continuous improvement in procurement processes.