MERCURY

Procurement and Supply Chain Management Conference

5 – 9 April 2027
Nairobi (Kenya)



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

Procurement and Supply Chain Management Conference

Ref: 15509_1064439 **Date:** 5 – 9 April 2027 **Location:** Nairobi (Kenya) **Fees:** 5300 Euro

Introduction:

The Procurement and Supply Chain Management conference is vital to many businesses, forming the backbone of efficient operations and cost management. It promises an extensive educational experience for professionals seeking certification. By attending, participants can edge closer to attaining a procurement and supply chain management certification, recognized for its role in validating expertise and competencies in the field.

This procurement and supply chain management conference will explore developing and implementing carefully crafted strategies for acquiring all materials, goods, equipment, and services. It aims to provide a comprehensive view of procurement and explore leading-edge issues currently faced by organizations to improve quality, increase productivity, and ultimately reduce operating costs.

This procurement and supply chain management conference will focus on the latest industry trends, including sustainable and ethical procurement, digital transformations, and integrating Artificial Intelligence and Machine Learning into supply chain practices. Participants will explore the strategic aspects of procurement, such as identifying the procurement and supply chain management that directly influence organizational success.

Targeted Groups:

- Contracts, Purchasing, and Procurement Personnel.
- Project, Engineering, Operational, and Maintenance Personnel involved in the planning and execution of purchases and contracts.
- Supply, Buying, Purchase, Logistics, Materials, and Supply Chain Professionals.
- Individuals in organizations seeking high competency levels in acquisition activities.
- Professionals seeking to enhance their understanding of Logistics and Supply Chain Management.
- Those aiming for business gains through more effective supply chain management.

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Conference Objectives:

At the end of this procurement and supply chain management conference, participants will be able to:

- Achieve a thorough understanding of the best practices in procurement and supply chain management.
- Establish the mission, vision, and knowledge needed to successfully implement the processes and methods needed to reach world-class performance.
- Overview of the key drivers involved when viewing supply chains from a logistics/demand point of view.
- Explain what procurement and supply chain management are fundamental.
- Review the meaning of strategic procurement.
- Give examples of best practices in procurement and the supply chain.
- Review how to obtain the best pricing.
- Understand how to develop spend analysis.
- Develop a functional and cross-functional view of the supply chain.
- See that working with all of the supply chain players pays better.
- Consider Key Performance Indicators KPIs with procurement and supply chain management.

Targeted Competencies:

Participants' competencies in this procurement and supply chain management seminar will improve:

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- The ability to deliver real value in a shorter time.
- Reduce the number of non-value-adding activities.
- Improved relations between personnel, customers, and suppliers.
- Reduction in total cost of ownership.
- Improved supplier performance.
- Analysis.
- Evaluation.
- Improving.
- Make a change.
- Risk Management.

Conference Content

Unit 1: Developing the Strategic Procurement Decisions

- Make/buy decisions.
- Vertical integration.
- Alliances and partnerships.
- Inter-company trade.
- Reciprocity and countertrade.
- Supplier strategy.
- The coordination strategy.
- The Purchasing Organization.

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Unit 2: Implementing The Tactical Procurement Decisions

- Supplier involvement.
- Value analysis.
- Quality assurance.
- Supplier selection.
- Supplier rating and ranking.
- Contract management.
- IT systems and e-procurement.
- Policies and procedures.
- Staffing the procurement department.

Unit 3: Dealing with Operational Procurement Decisions

- Selecting the most appropriate ordering process.
- Addressing quality issues.
- Follow up.
- Overdue orders.
- Expediting.
- The payment processes.
- Reducing the cost of procurement: small-value purchase orders.

Unit 4: Key Aspects and Rules of Supply Chain Management

- The cost/service balance.
- Customer service principles.
- Internal organizational structures.
- Inventory principles.
- Lead times throughout the supply chain.
- Adding value.
- Production options/changes.
- Trade-off opportunities.

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Unit 5: Strategic Approaches And Impacts To Supplier/Customer Relationships

- Practical effects on lot sizes/order quantities.
- Reducing costs.
- Sharing developments and collaborating.
- Eliminating internal and external barriers.
- Interfacing versus integrating relationships.
- Segmentation and product formatting.
- Business strategies and the supply chain.
- Supply chain planning.
- Gaining competitive advantage.
- Considering outsourcing.
- Using postponement and consolidation logistics.
- Examining demand planning.
- Approaches of Quick Response QR, Vendor Managed Inventory VMI, and Collaborative Planning and Forecast Requirements CPFR.
- The Lean Supply Chain.

Unit 6: Making Supply Chain Improvements and Implementing a Logistics/Supply Chain Management Approach

- Manufacturing and retailer case studies.
- The major lessons and key aspects from experience.
- Oil and Gas in the UK experiences.
- Key questions to be answered.
- The changes needed with suppliers and customers.
- The changes need internal organization and management practices.
- Potential action is needed.
- The 'doing nothing' future, with 'lessons from experience.'
- Guarding against futures of higher stock levels and competition gains.
- Breaking down traditional silo/closed management.
- The five-step approach to Logistics and supplier development.
- Supply chain rules Encore.
- The rules to give competitive advantage from effective supply chain management.

Conclusion:

Participants will leave with a robust understanding of procurement and supply chain management and the knowledge to foster this relationship, mitigate ethical issues, and adapt to emerging trends.