MERCURY

Strategic Sourcing for Healthcare & Humanitarian Supply Chains

15 – 26 March 2027
Accra (Ghana)



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

MERCURY

Strategic Sourcing for Healthcare & Humanitarian Supply Chains

Ref: 16203_1069242 **Date:** 15 – 26 March 2027 **Location:** Accra (Ghana) **Fees:** 9500 Euro

Introduction:

Strategic sourcing is a critical function within healthcare and humanitarian logistics, ensuring the timely and cost-effective procurement of essential goods and services. This Strategic Sourcing for Healthcare and Humanitarian Supply Chains course explores the strategic sourcing process, with a specialized focus on the unique challenges and standards in healthcare and humanitarian supply chains. It covers supplier selection, procurement ethics, risk mitigation, contract management, and supply resilience during emergencies.

Participants will develop analytical and strategic thinking to align procurement decisions with organizational goals. The Strategic Sourcing for Healthcare and Humanitarian Supply Chains training course also emphasizes compliance with international standards and ethical frameworks, especially in crisis zones.

Participants will learn through real-world case studies, sector-specific frameworks, and actionable strategies to enhance operational efficiency. This Strategic Sourcing for Healthcare and Humanitarian Supply Chains program ultimately supports participants in delivering high-impact sourcing outcomes in mission-critical environments.

Targeted Groups:

This Strategic Sourcing for Healthcare and Humanitarian Supply Chains training targets professionals seeking specialized knowledge and skills:

- Supply chain and procurement managers in healthcare organizations.
- Humanitarian logistics officers working with NGOs and relief agencies.
- Hospital administrators overseeing procurement processes.
- Public health professionals involved in emergency preparedness.
- Procurement officers in international development agencies.
- Professionals managing donor-funded health programs.
- Logistics coordinators in crisis response units.
- Government officials in public health supply chain roles.
- Specialists in global health commodity procurement.
- Individuals transitioning into humanitarian logistics roles.

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

Course Objectives:

Participants will achieve the following objectives in the Strategic Sourcing for Healthcare and Humanitarian Supply Chains course:

- Understand strategic sourcing principles within healthcare and humanitarian sectors.
- Identify critical procurement challenges in complex operational environments.
- Evaluate supplier selection and performance management techniques.
- Apply demand forecasting and inventory planning strategies.
- Design sourcing plans aligned with organizational and donor requirements.
- Analyze risks and establish contingency measures in sourcing.
- Interpret procurement compliance and ethical frameworks in humanitarian settings.
- Create value through collaborative procurement and framework agreements.
- Implement digital tools for data-driven sourcing decisions.
- Communicate effectively with stakeholders across supply chain functions.
- Align sourcing strategies with emergency response and service delivery needs.
- Monitor and evaluate procurement effectiveness using KPIs.
- Design sustainable sourcing models for long-term supply resilience.

Targeted Competencies:

Participants will gain the following competencies during the Strategic Sourcing for Healthcare and Humanitarian Supply Chains program:

- Strategic sourcing analysis and planning.
- Supplier evaluation and contract negotiation.
- Risk mitigation in unstable procurement environments.
- Demand-driven procurement decision-making.
- Ethical and regulatory procurement compliance.
- Emergency logistics coordination and sourcing.
- Performance-based procurement execution.
- Cross-functional stakeholder engagement.
- Application of digital procurement tools.
- Framework agreement structuring and management.

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

MERCURY

Course Content:

Unit 1: Introduction to Strategic Sourcing in Healthcare and Humanitarian Contexts:

- Define strategic sourcing and its significance in healthcare and relief logistics.
- Compare strategic vs. transactional procurement models.
- Explore procurement complexity in emergency contexts.
- Examine global supply chain disruptions and resilience.
- Identify regulatory and ethical procurement considerations.
- Understand the importance of localization and community impact.
- Analyze the role of sourcing inpatient and beneficiary outcomes.
- Review the objectives of international procurement frameworks.

Unit 2: Needs Assessment and Demand Planning:

- Understand demand planning in health supply chains.
- Conduct needs assessments using epidemiological data.
- Explore forecasting tools and consumption patterns.
- Apply ABC and VEN analysis for prioritization.
- Integrate program-based forecasting with donor inputs.
- Identify common pitfalls in demand planning.
- Ensure stock availability while reducing overstock risks.
- Align needs planning with budget cycles and donor timelines.

Unit 3: Supplier Prequalification and Selection:

- Develop criteria for supplier prequalification.
- Understand supplier audits and vetting processes.
- Apply total cost of ownership TCO in supplier evaluation.
- Evaluate supplier capacity, lead time, and service levels.
- Use weighted scoring models for supplier selection.
- Identify risks of sole sourcing and supplier dependency.
- Build and maintain supplier databases.
- Review success stories in supplier diversification.

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

Unit 4: Procurement Process and Contract Management:

- Outline the stages of healthcare procurement.
- Choose appropriate procurement methods RFQ, RFP, tendering.
- Understand contract types: framework agreements, LTAs, and BOQs.
- Negotiate terms and service-level agreements.
- Ensure legal and compliance alignment in contracts.
- Mitigate contractual risks and penalties.
- Use procurement software for document tracking.
- Monitor contract fulfillment and service compliance.

Unit 5: Ethical, Sustainable, and Transparent Sourcing:

- Address procurement fraud and corruption risks.
- Understand anti-bribery and conflict-of-interest policies.
- Incorporate sustainability criteria in sourcing.
- Explore eco-procurement in medical and relief supply chains.
- Use transparency tools and open contracting data.
- Assess fair trade and supplier inclusivity.
- Implement gender and social responsibility in sourcing.
- Promote ethical sourcing through supplier codes of conduct.

Unit 6: Risk Management and Contingency Planning:

- Identify key sourcing risks in humanitarian and health contexts.
- Conduct supplier risk profiling and scenario planning.
- Design mitigation strategies for procurement delays.
- Build contingency stock and framework contracts.
- Use geographic and political risk analysis tools.
- Apply business continuity principles to sourcing plans.
- Learn from supply chain disruptions during pandemics.
- Implement flexible sourcing strategies during emergencies.

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

Unit 7: Digital Tools and E-Procurement Systems:

- Explore e-sourcing platforms and tender portals.
- Use ERP and procurement modules in health systems.
- Integrate supply chain dashboards for sourcing visibility.
- Automate procurement workflows and document management.
- Use mobile tools in last-mile and remote sourcing.
- Analyze real-time supplier data and alerts.
- Explore AI and data analytics in sourcing decisions.
- Address cybersecurity in digital procurement systems.

Unit 8: International Standards, Regulations, and Donor Compliance:

- Review WHO and UN procurement standards.
- Understand donor procurement requirements e.g., USAID, GAVI.
- Align sourcing strategies with national and global frameworks.
- Comply with international trade and customs regulations.
- Audit procurement processes under donor funding.
- Ensure documentation for financial transparency.
- Evaluate compliance performance using benchmarks.
- Integrate local procurement policies with donor expectations.

Unit 9: Performance Measurement and Continuous Improvement:

- Define procurement KPIs and success indicators.
- Measure supplier performance through scorecards.
- Track savings, delivery times, and service quality.
- Use root cause analysis for procurement failures.
- Conduct procurement performance reviews.
- Implement corrective action and supplier improvement plans.
- Promote continuous learning in procurement teams.
- Benchmark against industry best practices and reports.

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

Unit 10: Case Studies and Practical Simulation:

- Analyze real-life humanitarian sourcing scenarios.
- Solve procurement bottlenecks in emergency simulations.
- Assess ethical dilemmas in supplier selection.
- Develop sourcing plans for a vaccination campaign.
- Review successful localization strategies.
- Conduct a mock supplier negotiation.
- Draft procurement documentation and evaluation reports.
- Reflect on lessons learned from global health missions.

Final Insights & Key Takeaways:

Strategic sourcing in healthcare and humanitarian supply chains has a direct impact on service delivery, health outcomes, and ultimately, lives. This Strategic Sourcing for Healthcare and Humanitarian Supply Chains course bridges theory and practice with context-specific applications. Participants complete the training with advanced sourcing capabilities to respond to complex, high-stakes environments. Equipped with data-driven strategies and ethical frameworks, they become catalysts for resilient and efficient procurement systems.