MERCURY

Sustainable Procurement Best Practices & Processes Course

21 – 25 November 2027
Dubai (UAE)



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Introduction

The procurement function has evolved significantly, transforming from an administrative role into a strategic entity essential to business success. It is no longer acceptable to merely transform requisitions into orders and passively await the delivery of goods or services. In today's competitive environment, procurement must deliver substantive value by providing products and services that foster the organization's overall well-being.

In this sustainable procurement best practices and process course, it is crucial to implement best practices in the procurement process to achieve this objective across four levels: strategic, tactical, operational, and contingency. This sustainable procurement best practices and process course offers essential insights and guidelines for attendees to develop and maintain high-performing procurement functions that adhere to best-in-class procurement practices.

Adhering to sustainable procurement best practices is imperative for organizations aiming to achieve efficient and responsible purchasing. This segment explores the best practices procurement departments can utilize to ensure procurement activities contribute positively to the company's sustainability goals and performance requirements.

By exploring best practices in procurement and procurement department best practices, participants will learn how to align their procurement actions with organizational objectives while promoting economic, environmental, and social benefits.

Targeted Groups

- Contracts personnel
- Purchasing personnel
- Procurement personnel.
- Project, engineering, operational, and maintenance personnel involved in the planning and execution of purchases and contracts.
- This sustainable procurement best practices and process course is for individuals in organizations seeking to elevate the competency levels of their staff engaged in acquiring materials, equipment, and services.

Course Objectives

Participants in the sustainable procurement best practices and process course will achieve the following objectives:

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- Comprehend the progression and evolution of procurement.
- Discuss the system inputs, outputs, and processes.
- Construct meaningful performance measurements.
- Recognize the necessary actions across all four levels.
- Enhance skills in all aspects of strategic procurement.
- Lead, planned, and oversaw the procurement process effectively.

Targeted Competencies

By the end of the sustainable procurement best practices and process course, participants will have developed competencies in:

- Delivering real value more efficiently.
- Minimizing non-value-adding activities.
- Enhancing relationships among staff, customers, and suppliers.
- Reducing the total cost of ownership.
- Improving supplier performance and adhering to procurement negotiations best practices.

Course Content

Unit 1: Seeing Procurement as a Dynamic, Interactive System

- Analyzing the system approach versus the traditional functional approach.
- Exploring the goal of best practice procurement.
- Creating a strategic procurement plan.
- Surveying the procurement process.
- Integrating procurement within the supply chain.

Unit 2: Developing the Strategic Procurement Decisions

- Understanding make/buy decisions.
- Evaluating vertical integration.
- Cultivating alliances and partnerships.
- Exploring intercompany trade.
- Discussing reciprocity and countertrade.
- Strategizing supplier policy.
- Coordinating strategies in procurement.
- Structuring the purchasing organization.

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Unit 3: Implementing the Tactical Procurement Decisions

- Encouraging supplier involvement.
- Performing value analysis.
- Ensuring quality assurance.
- Executing supplier selection.
- Rating and ranking supplier performance.
- Managing contracts effectively.
- Utilizing IT systems and e-procurement solutions.
- Enforcing policies and procedures.
- Staffing the procurement department with best practices.

Unit 4: Dealing with Operational Procurement Decisions

- Choosing appropriate ordering processes.
- Managing quality issues promptly.
- Follow-up procedures.
- Managing overdue orders with efficiency.
- Expediting processes.
- Streamlining the payment process.
- Strategizing to reduce procurement costs, especially for small-value purchase orders.

Unit 5: Contingency Procurement Decisions

- Identifying different contingency situations.
- Effective contingency management.

Unit 6: Procurement Performance Measurement

- Conducting spend analysis.
- Calculating the total cost of ownership.
- Evaluating supplier performance measurements.