MERCURY

E-Procurement Implementation & Management Training Course

16 – 20 November 2026
Brussels (Belgium)



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

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Ref: 9431_290528 **Date:** 16 – 20 November 2026 **Location:** Brussels (Belgium) **Fees:** 5600 Euro

Introduction:

E-procurement is the method businesses use to procure and sell goods and services across the Internet. This Internet method is becoming more frequent as companies find that e-procurement facilitates the process and allows them to make significant cost savings.

This comprehensive E-procurement management and implementation training course focuses on developing and managing e-procurement in an organization. It leads to the management of the complete procurement process.

This E-procurement management and implementation course aims to teach how to establish an e-procurement system within an organization that needs to purchase and sell through the Internet. It discusses in depth the various stages of implementing the process.

The E-procurement implementation and management training course is a specialized program designed to equip professionals with the skills and knowledge to successfully implement and manage e-procurement systems within their organizations.

Advantages of E-Procurement in Supply Chain Management:

E-procurement enhances supply chain management by offering immense advantages such as reducing procurement costs, streamlining procurement processes, increasing efficiency, and fostering transparent spending.

This E-procurement management and implementation training course provides insights into the strategic role of e-procurement in supply chain management and how it contributes to organizational competitiveness and efficiency.

Challenges of Implementing E-Procurement in an Organization:

Organizations embarking on e-procurement implementation might encounter several challenges, including technical integration, change management, user adoption, and meeting legal and regulatory requirements.

This E-procurement management and implementation program delves into these challenges. It equips e-procurement managers and stakeholders with the methods and tools necessary to overcome hurdles and ensure successful e-procurement implementation.

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Targeted Groups:

- Professionals in Purchasing, Procurement, and Supply Management Operations and Finance.
- All those interested in the development and implementation of an e-procurement system.
- Organizations whose leadership wants high levels of competency in contract and purchasing activities have those involved in planning, evaluating, preparing, and managing tenders, awards, contracts, and purchases covering acquiring materials, equipment, and services.

Course Objectives:

By the end of this E-procurement management and implementation course, participants will be able to:

- Learn the principles of e-procurement.
- Understand the requirements needed to develop an e-procurement system.
- Understand how to implement an e-procurement system.
- Learn how to manage an e-procurement system.
- Develop strategic purchasing plans.
- Discuss how to improve internal customer service.
- Explore many ways of reporting key performance indicators KPI
- See how to apply past supplier performance for better selection.
- Appreciate the principles of negotiation.
- Be presented with the most critical competencies for purchasing personnel.

Targeted Competencies:

Upon the end of this E-procurement management and implementation certification, target competencies will:

- Procurement innovation and creativity.
- Negotiation planning.
- E-Procurement.
- Training buyers.
- Write procurement KPIs.
- Organizational Improvement.

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Course Content:

Unit 1: Traditional Procurement Procedures:

- Procurement in the organization.
- Strategic sourcing.
- Supplier evaluation and performance.
- Apply performance to procurement decisions.
- What is e-procurement?
- Understand the prerequisites for developing an e-procurement system.

Unit 2: E-Procurement Development:

- Learn about the steps in developing an e-procurement system.
- The capabilities of e-procurement.
- Develop an e-procurement internal customer ordering and approvals system.
- Know how to develop an e-quotation preparations system.
- Learn to develop an e-quotation evaluation system.
- Develop an e-purchase order system.

Unit 3: E-Procurement Models and Negotiation:

- E-procurement business models.
- Avoid confrontational negotiating.
- New techniques for influencing.
- Understand the other negotiator's power.
- Negotiate pressure points and countermeasures.
- Negotiation exercises.

Unit 4: E-Procurement Management:

- E-procurement workflows.
- E-procurement processes.
- Manage an e-procurement system.
- E-procurement hardware and software.
- E-procurement user administration.
- What is e-procurement management?

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Unit 5: Organizational Improvement through E-Procurement:

- Integrate e-procurement systems into the business process.
- Integration issues.
- Understand e-procurement and contract law.
- Learn about contracts and electronic signatures.
- Know contract formation and e-trading.
- Make changes in the organization.