



Healthcare Procurement and Supply  
Chain Management



# Healthcare Procurement and Supply Chain Management

## Introduction:

Maintaining best practice in Procurement and Supply Chain management is a core requirement for those operating in the Healthcare sector. Supplier - operator relationships are now so very crucial due to the uncertainty of supply, causing real availability concern across the industry. It is now vital that the Procurement and Supply Chain functions collaborate their efforts and expertise to cope with the complexity of the present operating environment. The world, as we knew it, would not return, and we will have to learn new ways of managing Procurement and Supply Chains.

This course will assist participants to reassess their organization's Procurement and Supply Chain strategies beyond just the short term. It will focus on real-time issues to counteract changes in the market and to think differently about global procurement. This course is designed to provide delegates with practical approaches for transforming their organization's procurement team to become more competitive and resilient

## Targeted Groups:

- Procurement Professionals
- Supply Chain Professionals
- Tender or Bidding Professionals
- Contract Administrators
- Healthcare Administrators

## Course Objectives:

At the end of this course the participants will be able to:

- Reassess current Healthcare procurement strategies
- Collaborate relationship with vendors, companies, and countries
- Streamline processes
- Adopt contemporary practices
- Build robust internal supply planning capabilities
- Understand the tools and techniques to effectively renegotiate contracts

## Targeted Competencies:

- Benchmarking Healthcare procurement and category management
- Supplier/operator relationships
- New frontiers / new procurement strategies
- Capacity overload vs. demand
- Sustainability in the procurement and supply chain

## **Course Content:**

### **Unit 1: Defining Strategic Procurement in the Healthcare Industry:**

- What is Procurement?
- Defining Supply Chain Management
- Why is the Healthcare sector different?
- The Costs and Challenges of Ensuring Product Availability
- Procurement Contract Risks

### **Unit 2: Methods of Integrating a Supply Chain Strategy:**

- The Importance of a Collaborative Supply Chain
- Supply Chain Modes in the Healthcare Sector
- Demand vs. Supply Management
- Understanding Transport, Logistics and Warehousing
- Supply Chain Integration Spanning Internal and External

### **Unit 3: Supplier Collaboration and Relationship Management:**

- The Importance of Supplier Relationships
- Supplier Collaboration Best Practices
- How do we create meaningful SLAs?
- Supplier Relationships - The Total Management Process
- Methods of Mitigating the Effects of Pandemics

### **Unit 4: Strategic Contract Negotiations:**

- Understanding the Key Components of a Commercial Contract
- Preparing for a Win-Win Negotiation
- Dealing with Multiple Suppliers
- The Importance of Collaborative and Competitive Negotiations
- Knowing When and How to Renegotiate a Contract

### **Unit 5: The New Approach to Procurement and Supply Chain Management:**

- Supplier Strategy and Multiple Suppliers
- Are lean tools and techniques appropriate post Pandemic?
- Understanding the Supply Chain Links
- Designing Metrics for Safe and Reliable Performance
- Measuring and Improving the Supply Chain Performance