

# aractech

Global Learning for Operational Leaders



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-001

## Strategic Procurement Specialist

### Contact

+31 85 7444446  
info@aractech.com  
<https://aractech.eu>

### Address

Waarderweg 50, 2031PB Haarlem - Netherlands.

# Course content

## Why Attend

Procurement is no longer a purely administrative function—it is a strategic driver of cost efficiency, risk reduction, and competitive advantage. Organizations depend on skilled procurement professionals to optimize supplier relationships, negotiate effectively, and ensure value across the supply chain. This course equips participants with advanced procurement strategies, sourcing techniques, and supplier management practices that align procurement with organizational goals. It is designed to transform procurement professionals into strategic decision-makers capable of delivering measurable business value.

## Course Methodology

• This course blends strategic procurement theory with real-world business applications. Participants will engage in case studies, supplier negotiation simulations, and sourcing strategy workshops. Practical exercises will focus on spend analysis, supplier evaluation, contract negotiation, and procurement planning. Interactive discussions will highlight best practices from global procurement environments across industries such as construction, oil and gas, manufacturing, and services.

## Course Objectives

- Understand strategic procurement principles and frameworks
- Develop effective sourcing and procurement strategies
- Conduct spend analysis and supplier segmentation
- Negotiate contracts and manage supplier relationships
- Apply total cost of ownership (TCO) concepts
- Improve procurement efficiency and value creation

## Target Audience

- Procurement and Purchasing Managers
- Supply Chain and Logistics Professionals
- Project and Operations Managers
- Contract and Commercial Managers

# Course outline

## Detailed course outline

Day-by-day outline for Strategic Procurement Specialist.

### Day 1 - Foundations of Strategic Procurement

- Evolution of procurement: operational vs strategic
- Procurement role in organizational success
- Procurement lifecycle and value creation
- Introduction to sourcing strategies
- Overview of procurement frameworks

### Day 2 - Spend Analysis and Supplier Segmentation

- Spend analysis techniques and categorization
- Supplier segmentation (Kraljic Matrix)
- Market analysis and supplier positioning
- Identifying sourcing opportunities
- Data-driven procurement decisions

### Day 3 - Strategic Sourcing and Negotiation

- Developing sourcing strategies
- Request for proposal (RFP) and tendering processes
- Negotiation techniques and tactics
- Total cost of ownership (TCO) analysis
- Supplier selection and evaluation

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### Day 4 - Contract Management and Supplier Performance

- Procurement contract structures
- Supplier relationship management (SRM)
- Key performance indicators (KPIs) for suppliers
- Managing supplier performance and compliance
- Risk management in procurement

### Day 5 - Procurement Transformation and Best Practices

- Digital procurement and automation trends
- Sustainability and ethical sourcing
- Procurement governance and compliance
- Case studies from global procurement leaders
- Final workshop: strategic procurement simulation

# Seminar dates

## Available seminar dates

Live dates and pricing for Strategic Procurement Specialist generated from the course details page.

Date	Location	Format	Fee
18 - 22 May 2026	Barcelona	Classroom	€2,695
1 - 5 June 2026	Istanbul	Classroom	€1,995
8 - 12 June 2026	Amsterdam	Classroom	€2,940
6 - 10 July 2026	Paris	Classroom	€2,695
10 - 14 August 2026	Barcelona	Classroom	€3,080
14 - 18 September 2026	London	Classroom	€3,150
5 - 9 October 2026	Munich	Classroom	€2,940

**Live online option**

Online delivery is available at €1,250.