

Course No. 1611

Strategic Public Procurement & Sourcing Training Course

GOVERNMENT PROCUREMENT, SUPPLY CHAIN & LOGISTICS
GOVERNMENT & PUBLIC SECTOR

DURATION

5 Days

DELIVERY

Classroom



Course Overview

Strategic public procurement and sourcing enable government organizations to move beyond transactional purchasing toward a structured approach that supports organizational priorities, cost efficiency, supplier performance, resilience, and long-term value creation. Effective strategic procurement connects government requirements with market intelligence, sourcing strategies, budget priorities, and measurable outcomes.

This course provides a practical framework for developing and implementing strategic procurement and sourcing strategies across the public sector. It covers procurement planning, spend analysis, demand management, market analysis, sourcing options, supplier strategies, category management, cost optimization, and value for money.

The course emphasizes the importance of making procurement decisions based on total value rather than price alone. Participants will explore how to balance cost, quality, risk, supplier capability, sustainability, resilience, and lifecycle value when developing sourcing strategies.

Participants will also learn how to use procurement data and market intelligence to identify savings opportunities, improve supplier selection, strengthen competition, reduce procurement risks, and align sourcing decisions with broader government objectives.

Objectives

- By the end of this course, participants will be able to:
- Understand the principles of strategic public procurement and sourcing.
- Align procurement strategies with government and organizational objectives.
- Analyze organizational spending and identify procurement opportunities.
- Develop effective procurement and sourcing strategies.
- Apply demand management and requirements optimization techniques.
- Conduct market and supplier analysis.
- Evaluate different sourcing approaches and procurement options.
- Apply category management principles to public procurement.
- Develop supplier segmentation and sourcing strategies.

- Identify cost optimization and savings opportunities.
- Evaluate suppliers based on total value and lifecycle considerations.
- Strengthen competition and supplier market engagement.
- Identify and manage strategic procurement risks.
- Incorporate sustainability and resilience into sourcing decisions.
- Develop procurement performance measures and improvement plans.

Who Should Attend

This course is designed for Government Procurement Managers, Strategic Sourcing Managers, Procurement Officers, Purchasing Specialists, Category Managers, Contract Managers, and Public Sector Supply Chain Professionals.

It is also suitable for Finance and Budget Professionals, Strategic Planning Managers, Project Managers, Supplier Relationship Managers, Governance and Risk Professionals, and senior managers involved in procurement strategy, sourcing decisions, expenditure management, or supplier selection.

The course is particularly valuable for professionals seeking to transform procurement from a transactional function into a strategic capability that delivers measurable financial, operational, and organizational value.

Learning Outcomes

- Upon successful completion of this course, participants will be able to:
- Develop strategic procurement plans aligned with government priorities.
- Analyze organizational spend and identify high-value procurement categories.
- Assess demand and optimize procurement requirements.
- Conduct structured market and supplier analysis.
- Select appropriate sourcing strategies for different procurement categories.
- Apply category management techniques.
- Segment suppliers according to strategic importance and risk.

- Develop effective supplier sourcing and engagement strategies.
- Evaluate total cost and lifecycle value rather than purchase price alone.
- Identify and quantify procurement savings opportunities.
- Incorporate risk, resilience, quality, and sustainability into sourcing decisions.
- Strengthen competition and market participation.
- Develop strategic procurement Key Performance Indicators.
- Monitor sourcing results and realized benefits.
- Build continuous improvement plans for strategic procurement performance.
- Targeted Competencies
- Strategic Public Procurement.
- Strategic Sourcing.
- Procurement Strategy.
- Spend Analysis.
- Demand Management.
- Category Management.
- Market Intelligence.
- Supplier Segmentation.
- Supplier Strategy.
- Cost Optimization.
- Value for Money.
- Total Cost of Ownership.
- Procurement Risk Management.
- Supply Chain Resilience.
- Sustainable Procurement.
- Procurement Performance Management.

Course Outline

DAY 01

Strategic Public Procurement Fundamentals

- Understanding the evolution from transactional to strategic procurement.
- The strategic role of procurement in government organizations.
- Aligning procurement with government strategies and organizational priorities.
- Procurement planning and strategic requirements analysis.
- Identifying high-value and high-risk procurement categories.
- Understanding the procurement value chain.
- Developing procurement objectives and priorities.
- Procurement governance and strategic decision-making.
- Roles of procurement, finance, operations, and stakeholders.
- Building a strategic procurement operating model.

PRACTICAL APPLICATION

Assessing the strategic maturity of a government procurement function and identifying improvement priorities.

DAY 02

Spend Analysis, Demand Management and Market Intelligence

- Understanding procurement spend and expenditure patterns.
- Spend classification and procurement data analysis.
- Identifying fragmented and unmanaged spending.
- Developing procurement category profiles.
- Demand forecasting and requirements planning.
- Demand management and specification optimization.
- Challenging unnecessary or excessive requirements.
- Market intelligence and supplier market analysis.
- Understanding market structure, competition, and pricing drivers.
- Identifying market opportunities and constraints.

DAY 02 — CONTINUED

PRACTICAL APPLICATION

Conducting a spend analysis and identifying strategic sourcing opportunities.

DAY 03**Strategic Sourcing and Category Management**

- Principles of strategic sourcing in the public sector.
- Developing sourcing strategies based on category characteristics.
- Make-or-buy and sourcing option analysis.
- Competitive sourcing and supplier market engagement.
- Category management principles and methodology.
- Developing category strategies.
- Supplier segmentation and strategic supplier identification.
- Evaluating supplier capability, capacity, and risk.
- Developing sourcing models for critical and strategic categories.
- Integrating cost, quality, risk, and performance into sourcing decisions.

PRACTICAL APPLICATION

Developing a category strategy and sourcing plan for a government procurement category.

DAY 04**Cost Optimization, Supplier Strategy and Procurement Risk**

- Moving beyond lowest price toward total value.
- Total Cost of Ownership.
- Cost drivers and cost structure analysis.
- Identifying and quantifying procurement savings opportunities.
- Price benchmarking and market-based cost analysis.
- Supplier negotiation and commercial value creation.
- Developing supplier strategies based on business and procurement needs.

DAY 04 — CONTINUED

- Managing supplier concentration and dependency risks.
- Strategic sourcing and supply continuity.
- Procurement risk identification and mitigation.
- Sustainability and resilience considerations in sourcing.

PRACTICAL APPLICATION

Developing a cost optimization and supplier risk strategy for a strategic procurement category.

DAY 05

Strategic Procurement Performance and Continuous Improvement

- Measuring strategic procurement performance.
- Developing Key Performance Indicators for procurement.
- Measuring savings, value, efficiency, and supplier performance.
- Tracking realized versus planned procurement benefits.
- Procurement dashboards and management reporting.
- Benchmarking procurement performance.
- Evaluating sourcing strategy effectiveness.
- Building strategic supplier performance measures.
- Developing procurement improvement initiatives.
- Strengthening procurement capabilities and stakeholder engagement.
- Establishing a continuous improvement framework.

PRACTICAL APPLICATION

Developing a 90-day strategic procurement action plan focused on sourcing improvement, cost optimization, supplier performance, and value creation.



Register or Request More Information

Course page: <https://quest-training.com/courses/strategic-public-procurement-sourcing-training-course>

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