

Course No. 1991

Strategic Sourcing & Supplier Selection Training Course

PROCUREMENT STRATEGY & STRATEGIC SOURCING
PROCUREMENT, CONTRACTS & SUPPLY CHAIN

DURATION

5 Days

LOCATION

Milan, Italy

DELIVERY

Classroom

DATES

23 – 27 Nov 2026



Scheduled Event Details

CITY	Milan, Italy
DATE	23 – 27 Nov 2026
DELIVERY TYPE	Classroom
COURSE FEE	€6,000

Course Overview

The Strategic Sourcing & Supplier Selection Training Course provides a comprehensive and practical framework for developing effective sourcing strategies and making supplier selection decisions based on value, performance, risk, capability, and strategic alignment rather than focusing solely on purchase price. The course helps organizations strengthen procurement outcomes, improve commercial decision-making, and build more competitive and resilient supply networks.

The program covers the key stages of the strategic sourcing process, from spend analysis and requirements assessment to supply market analysis, supplier qualification, request-for-information and request-for-proposal processes, technical and commercial evaluation, negotiation, supplier selection, contracting, and transition to implementation. Participants will learn how to structure sourcing processes that are transparent, measurable, competitive, and aligned with business requirements.

Particular emphasis is placed on supplier evaluation across technical capability, financial strength, operational capacity, quality, reliability, compliance, service performance, resilience, and supply continuity. The course also addresses total cost of ownership, cost structures, pricing analysis, commercial terms, supplier risks, and the trade-offs between cost, quality, performance, and long-term value.

Through case studies, practical exercises, supplier evaluation models, sourcing simulations, commercial analysis, and negotiation workshops, participants will develop the ability to design strategic sourcing initiatives, evaluate suppliers objectively, manage competitive procurement processes, and make well-supported supplier selection decisions that deliver sustainable organizational value.

Objectives

- By the end of the course, participants will be able to:
- Explain the principles and strategic value of strategic sourcing.
- Analyze organizational spend and demand to identify sourcing opportunities.
- Assess supply markets, competitive dynamics, and supplier capabilities.
- Develop sourcing strategies aligned with organizational and category objectives.
- Establish structured supplier qualification and selection criteria.
- Design objective technical and commercial evaluation methodologies.
- Apply structured approaches to compare suppliers and sourcing alternatives.
- Analyze supplier pricing, cost structures, and total cost of ownership.
- Evaluate financial, operational, technical, commercial, and supply risks.
- Develop qualified supplier shortlists using measurable criteria.
- Manage requests for information, quotations, proposals, and competitive sourcing processes.
- Apply effective negotiation strategies before final supplier selection.
- Balance cost, quality, performance, risk, service levels, and business continuity.
- Support supplier selection decisions using reliable data and documented evidence.
- Develop effective transition plans from supplier selection to implementation.
- Strengthen transparency, governance, accountability, and consistency throughout sourcing processes.

Who Should Attend

This course is designed for procurement and supply chain professionals responsible for strategic sourcing, supplier selection, purchasing, category management, supplier management, procurement analysis, contracts, and commercial decision-making. It is particularly relevant to procurement managers, strategic sourcing specialists, category managers, buyers, procurement analysts, supply chain professionals, and contract and commercial specialists.

The program is also valuable for professionals in supplier relationship management, finance, operations, project management, quality, risk, compliance, asset management, and maintenance, as well as department heads and managers who participate in supplier evaluations, tender assessments, sourcing decisions, or major procurement initiatives.

The course is suitable for professionals working in government entities and ministries, banks and financial institutions, oil and gas organizations, manufacturing, construction and engineering, utilities, telecommunications, healthcare, technology companies, multinational corporations, and large enterprises managing local or international suppliers and high-value procurement activities.

Learning Outcomes

- By the end of the course, participants will be able to:
- Develop a structured strategic sourcing plan for a procurement category.
- Analyze spend and demand data to establish sourcing priorities.
- Assess supply markets and identify appropriate sourcing channels.
- Establish supplier qualification criteria based on category and business requirements.
- Build objective supplier and bid evaluation models.
- Conduct integrated technical and commercial evaluations.
- Compare suppliers based on price, total cost, performance, capability, and risk.
- Assess supplier financial strength, technical capacity, and operational capability.
- Identify risks associated with supplier concentration and single-source dependency.
- Manage requests for information, quotations, proposals, and competitive sourcing activities.
- Develop qualified supplier shortlists using measurable and transparent criteria.
- Use commercial analysis to strengthen supplier negotiations and selection decisions.
- Evaluate trade-offs between cost, value, quality, service, and risk.
- Document supplier evaluation and selection decisions in a defensible manner.
- Develop supplier transition and implementation plans following selection.
- Establish a continuous improvement framework for strategic sourcing and supplier performance.

Course Outline

DAY 01

Strategic Sourcing Foundations and Procurement Opportunity Analysis

- Strategic sourcing concepts and principles.
- Strategic sourcing versus transactional purchasing.
- The strategic sourcing lifecycle.
- Spend analysis and procurement opportunity identification.
- Demand and business requirements analysis.
- Identifying consolidation, standardization, and sourcing opportunities.
- Defining sourcing objectives and value drivers.
- Stakeholder analysis and business requirements.
- Selecting the appropriate sourcing approach.
- Developing a strategic sourcing plan.
- Procurement governance, roles, and accountability.

PRACTICAL APPLICATION

Analyze a selected procurement category and identify strategic sourcing opportunities, business requirements, value drivers, and sourcing priorities.

DAY 02

Supplier Market Analysis, Qualification, and Source Identification

- Supply market analysis and competitive assessment.
- Identifying potential suppliers and sourcing channels.
- Supplier capability and specialization assessment.
- Prequalification and supplier screening.
- Technical and operational supplier evaluation.
- Financial capability and commercial stability.
- Quality, reliability, and service capability.

DAY 02 — CONTINUED

- Compliance, governance, and organizational requirements.
- Production capacity and scalability.
- Supplier risk and dependency assessment.
- Supply diversification and continuity considerations.
- Developing qualified supplier shortlists.

PRACTICAL APPLICATION

Develop a supplier qualification model and create a shortlist of suppliers using technical, financial, operational, commercial, and risk criteria.

DAY 03

Competitive Sourcing, Bid Evaluation, and Supplier Assessment

- Developing sourcing requirements and bid documentation.
- Establishing evaluation criteria and weighting models.
- Managing requests for information, quotations, and proposals.
- Standardizing supplier requirements for fair comparison.
- Technical evaluation of supplier proposals.
- Commercial and financial evaluation.
- Price and cost structure analysis.
- Total cost of ownership analysis.
- Payment terms, warranties, and service-level evaluation.
- Value-for-money assessment.
- Identifying supplier strengths, weaknesses, and gaps.
- Developing supplier comparison and scoring matrices.

PRACTICAL APPLICATION

Evaluate multiple supplier proposals using an integrated technical and commercial scoring model and develop a defensible supplier shortlist.

DAY 04

Supplier Negotiation, Selection, and Risk Management

- Preparing for strategic supplier negotiations.
- Defining negotiation objectives, alternatives, and leverage.
- Analyzing supplier proposals before negotiation.
- Negotiating price, cost, and commercial terms.
- Negotiating service levels, quality requirements, warranties, and performance commitments.
- Managing concessions and commercial trade-offs.
- Negotiating with high-influence or strategically important suppliers.
- Assessing supplier risks before final selection.
- Pricing, supply chain, capacity, and operational risks.
- Single-source and supplier dependency risks.
- Final supplier selection and decision documentation.
- Transitioning from supplier selection to contracting and implementation.

PRACTICAL APPLICATION

Conduct a supplier negotiation simulation and prepare a final supplier recommendation based on value, commercial outcomes, performance requirements, and risk.

DAY 05

Sourcing Governance, Supplier Performance, and Continuous Improvement

- Strategic sourcing governance frameworks.
- Transparency and fairness in supplier selection.
- Documenting supplier evaluation and selection decisions.
- Strategic sourcing performance indicators.
- Measuring savings, value, and sourcing outcomes.
- Monitoring supplier performance after selection.
- Linking supplier selection to performance indicators and service levels.
- Reviewing sourcing results and lessons learned.

DAY 05 — CONTINUED

- Identifying performance gaps and improvement opportunities.
- Developing alternative sourcing strategies as market conditions change.
- Periodic supplier review and requalification.
- Building strategic sourcing capability and continuous improvement.

FINAL WORKSHOP

Execute a complete strategic sourcing process for a selected category, covering spend and requirements analysis, supply market assessment, supplier qualification, bid evaluation, total cost analysis, risk assessment, negotiation, final supplier selection, implementation planning, performance measurement, and continuous improvement.

Register or Request More Information

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

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