STRATEGIC SOURCING & E-PROCUREMENT



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Introduction

Strategic Sourcing & E-Procurement examines how organizations combine sourcing discipline with digital procurement platforms to buy faster, cleaner, and cheaper. This Training Course covers spend analysis, sourcing strategy, e-tendering, e-auctions, and procure-to-pay automation. Participants study the Kraljic matrix, total cost of ownership, punch-out catalogues, and supplier onboarding workflows. Furthermore, the programme connects platform configuration to commercial outcomes through guided tool labs and process design exercises. As a result, delegates leave able to run digital sourcing events, control tail spend, and measure procurement performance through platform data.

Strategic Sourcing & E-Procurement Course Objectives

- Define strategic sourcing and its link to business objectives.
- Map the procure-to-pay process and its automation points.
- Apply spend analysis, spend cube, and ABC classification.
- Build category strategies using the Kraljic matrix.
- Run e-tendering, RFQ, RFP, and e-auction events competently.
- Configure catalogues, punch-out, and guided buying content.
- Apply total cost of ownership in digital award decisions.
- Manage supplier onboarding, registration, and qualification.
- Control tail spend, maverick buying, and process leakage.
- Measure procurement performance through platform analytics.

Course Methodology

- Interactive workshops built on real spend and sourcing files.
- Guided e-procurement platform labs and process walkthroughs.
- Category strategy and sourcing plan development exercises.

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- E-auction and e-tendering simulation with peer review.
- Process mapping and control design workshops.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Procurement and category managers.
- Sourcing specialists and buyers.
- E-procurement system administrators.
- Supply chain and operations professionals.
- Finance staff supporting purchasing controls.
- IT and digital transformation analysts.
- Professionals moving into digital procurement roles.

Strategic Sourcing & E-Procurement Course Outlines

Day 1: Strategic Sourcing and Digital Procurement Foundations

- Defining strategic sourcing, e-procurement, and digital buying.
- Procurement maturity models and digital readiness.
- Spend analysis, spend cube, and ABC classification.
- The Kraljic matrix and category positioning.
- Procure-to-pay process mapping and handoffs.
- Governance, delegation, and approval frameworks.
- Building the digital procurement roadmap and business case.

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Day 2: E-Sourcing, E-Tendering, and E-Auctions

- Sourcing methods: RFQ, RFP, competitive dialogue, and e-auctions.
- Tender document design and specification clarity.
- Weighted technical and commercial evaluation criteria.
- E-auction formats: English, Dutch, and Japanese reverse auctions.
- Total cost of ownership modelling in digital award.
- Award governance, notification, and supplier debriefing.
- Documenting audit trails inside the platform.

Day 3: Catalogue, Punch-Out, and Guided Buying

- Catalogue management and content governance.
- Punch-out integration with supplier web shops.
- Guided buying, forms, and policy-based routing.
- Contract catalogues and price file maintenance.
- Requisition, approval, and purchase order automation.
- Invoice matching, three-way match, and payment control.
- Tail spend capture and maverick buying reduction.

Day 4: Supplier Onboarding and Master Data

- Supplier registration, qualification, and screening.
- Master data standards and data quality controls.
- Bank detail verification and fraud prevention.
- Supplier portal adoption and self-service tools.
- Performance scorecards and platform-based reviews.

- Risk screening, sanctions, and compliance checks.
- Supplier lifecycle management and offboarding.

Day 5: Analytics, Adoption, and Control

- Procurement dashboards and spend analytics.
- KPI frameworks: savings, cycle time, compliance, adoption.
- Benefits tracking and leakage monitoring.
- Internal control design and segregation of duties.
- Change management and user adoption programmes.
- Continuous improvement and system optimisation.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Strategic Sourcing & E-Procurement, participants will have acquired a practical command of category strategy, digital sourcing events, platform configuration, supplier onboarding, and procurement analytics. They will know how to run e-tendering and e-auction processes cleanly, design guided buying that users follow, and use platform data to prove savings and compliance. In addition, the course prepares delegates to cut tail spend and reduce process leakage with controls that hold. As a result, they return to work ready to run digital procurement end to end. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

FAQs for the Strategic Sourcing & E-Procurement course

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Q1 What is the "Strategic Sourcing & E-Procurement" course about?

It is a five-day programme that combines sourcing strategy with digital procurement platforms. It covers spend analysis and category strategy, e-tendering and e-auctions, catalogue and punch-out configuration, guided buying, supplier onboarding and master data, procure-to-pay automation, analytics, and internal control.

Q2 What are the key benefits of the "Strategic Sourcing & E-Procurement" course?

Participants gain the ability to run sourcing events digitally with clean audit trails, shorten cycle times, and steer buyers through guided purchasing rather than free-text requests. They also learn to cut tail spend and maverick buying, verify supplier data to prevent fraud, and prove savings and compliance from platform analytics.

Q3 What skills will I gain from the "Strategic Sourcing & E-Procurement" course?

Spend analysis and category strategy with Kraljic positioning, e-tendering and e-auction execution with weighted evaluation and TCO modelling, e-procurement platform configuration with catalogues and guided buying, and supplier onboarding and procurement analytics with internal control design.

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Q4 What tools, methods, or standards are covered in the "Strategic Sourcing & E-Procurement" course?

The course covers spend cube and ABC analysis, the Kraljic matrix and category positioning, procurement maturity models, the procure-to-pay process model, RFQ, RFP, competitive dialogue and e-auction formats including English, Dutch and Japanese reverse auctions, weighted technical and commercial evaluation matrices, total cost of ownership modelling, catalogue and punch-out integration methods, guided buying and policy-based routing rules, requisition and purchase order automation workflows, three-way match and invoice matching controls, supplier registration and qualification frameworks, master data standards and bank detail verification checks, sanctions and compliance screening, procurement KPI frameworks, spend analytics dashboards, segregation of duties controls, and benefits tracking and leakage monitoring.

Q5 How is the "Strategic Sourcing & E-Procurement" course applied in real-world practice?

Delegates apply it through category strategies, spend analysis dashboards, e-tender packages, e-auction events, evaluation models, catalogue structures, guided buying forms, approval workflows, supplier onboarding files, master data records, purchase orders, three-way match rules, supplier scorecards, control matrices, and procurement performance reports. They also use it to prepare system optimisation plans and to brief auditors on digital procurement controls.