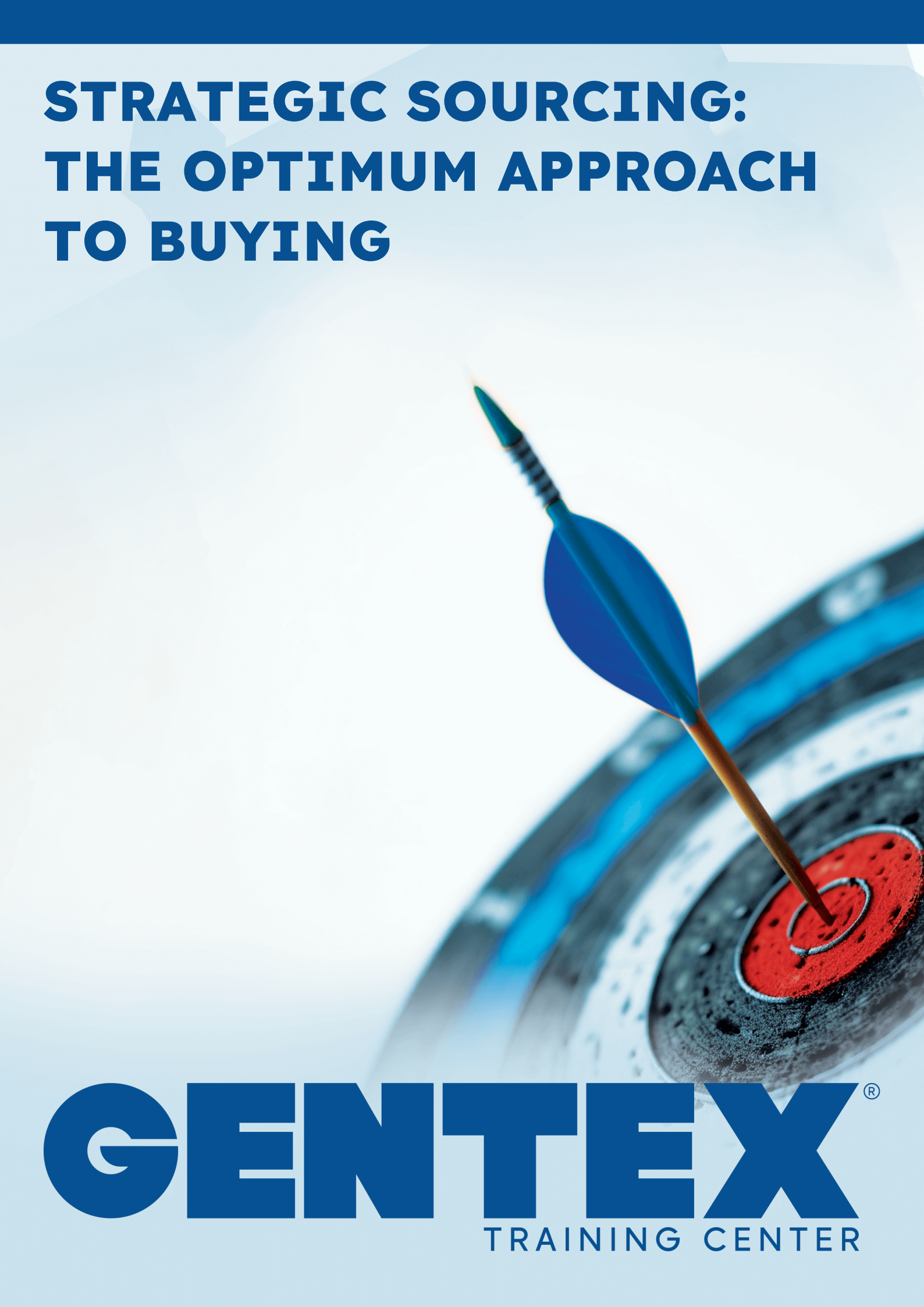
STRATEGIC SOURCING: THE OPTIMUM APPROACH TO BUYING



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Introduction

Buying well is a disciplined process, not a talent. Teams that follow a structured sourcing cycle consistently pay less, get better quality, and carry less supply risk than teams that negotiate case by case. This Strategic Sourcing: The Optimum Approach to Buying Training Course gives procurement professionals, category managers, and buyers a complete working method for that discipline. Participants learn spend and market analysis, requirement and specification development, supplier evaluation, tendering and negotiation, total cost of ownership, and contract and supplier performance management after award.

Strategic Sourcing: The Optimum Approach to Buying Course Objectives

- Apply the strategic sourcing cycle from profiling to implementation.
- Analyse spend and supply markets to define category strategy.
- Develop requirement specifications that permit competition.
- Apply supplier evaluation criteria and qualification methods.
- Build total cost of ownership models for sourcing decisions.
- Apply tendering, request for proposal, and e-sourcing practice.
- Prepare and conduct structured negotiations with commercial levers.
- Apply contract award, mobilisation, and transition management.
- Apply supplier relationship and performance review routines.
- Measure sourcing outcomes with savings, quality, and delivery performance.

Course Methodology

- Facilitated sessions built on real spend data, tenders, and awarded contracts.
- Case workshops on specification lock-in, poor supplier selection, and cost regressions.

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- Spend, specification, and total cost of ownership exercises with live data.
- Tender evaluation, negotiation preparation, and contract review labs.
- Group exercise on a sourcing project with evaluation criteria and a benefit case.

Who Should Take This Course

- Procurement and category managers.
- Buyers and sourcing specialists.
- Contract and supplier relationship managers.
- Technical staff involved in specification writing.
- Finance and audit staff covering procurement decisions.
- Team leaders moving into strategic buying roles.

Strategic Sourcing: The Optimum Approach to Buying Course Outlines

Day 1: Strategic Sourcing Foundations

- Definition and difference from transactional purchasing.
- The strategic sourcing cycle: profile, analyse, strategy, source, implement.
- Spend analysis and spend cube construction.
- Supply market analysis and supplier landscape mapping.
- Category segmentation and sourcing strategy selection.
- Stakeholder mapping and internal requirement alignment.
- Sourcing governance and approval routes.

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Day 2: Requirements and Specifications

- Requirement definition and functional specification writing.
- Output-based versus input-based specifications.
- Standardisation and variety reduction opportunities.
- Avoiding restrictive specifications and brand lock-in.
- Early supplier involvement and value engineering.
- Service level and performance requirement definition.
- Specification sign-off and change control.

Day 3: Supplier Evaluation and Selection

- Supplier identification and prequalification.
- Evaluation criteria design and weighting.
- Technical, commercial, and capability assessment.
- Total cost of ownership modelling and lifecycle costing.
- Tendering, request for proposal, and request for quotation practice.
- E-sourcing and e-auction use and limits.
- Award recommendation and approval discipline.

Day 4: Negotiation and Contracting

- Negotiation preparation: leverage, objectives, and walk-away points.
- Commercial levers: price, payment, volume, and service terms.
- Negotiation tactics and team roles.
- Contract drafting essentials and risk allocation.
- Service level agreements, KPIs, and remedies.

- Contract mobilisation and transition planning.
- Managing variations and renewals.

Day 5: Supplier Management and Value Delivery

- Supplier segmentation and relationship strategies.
- Performance measurement and review routines.
- Supplier development and collaboration.
- Savings tracking and benefit realisation.
- Risk management across the sourcing base.
- Auditing sourcing decisions and documentation.
- Building a strategic sourcing improvement roadmap.

Conclusion

By successfully completing the Strategic Sourcing: The Optimum Approach to Buying Training Course, participants will have acquired a thorough working knowledge of the strategic sourcing cycle, spend and market analysis, requirement and specification development, supplier evaluation and selection, total cost of ownership, negotiation and contracting, and supplier performance management. They will leave able to run sourcing projects that widen competition, decide on value rather than price, and deliver savings that finance can verify and suppliers can sustain. Gentex Training Center delivers this programme with procurement and category management practitioners working in live functions.

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FAQs for the Strategic Sourcing: The Optimum Approach to Buying course

Q1 What is the "Strategic Sourcing: The Optimum Approach to Buying" course about?

It is a five-day programme on running structured sourcing projects that deliver better value than case-by-case buying. It covers spend and market analysis, specification development, supplier evaluation, total cost of ownership, tendering and negotiation, contracting, and supplier performance management.

Q2 What are the key benefits of the "Strategic Sourcing: The Optimum Approach to Buying" course?

Participants run sourcing projects that keep competition open instead of locking in one supplier, decide on total cost of ownership rather than headline price, and negotiate with prepared leverage and clear objectives. They also deliver savings that survive contract implementation and are verifiable by finance.

Q3 What skills will I gain from the "Strategic Sourcing: The Optimum Approach to Buying" course?

You will gain strategic sourcing cycle application and spend analysis, requirement and specification development, supplier evaluation, tendering, and negotiation management, and total cost of ownership, contracting, and supplier performance management.

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Q4 What tools, methods, or standards are covered in the "Strategic Sourcing: The Optimum Approach to Buying" course?

The course works with the strategic sourcing cycle covering profile, analyse, strategy, source and implement, spend analysis and spend cube construction, supply market analysis and supplier landscape mapping, category segmentation and sourcing strategy selection, stakeholder mapping and requirement alignment, functional and output-based specification writing, standardisation and variety reduction, restrictive specification and brand lock-in avoidance, early supplier involvement and value engineering, service level and performance requirement definition, supplier identification and prequalification, evaluation criteria design and weighting, technical, commercial and capability assessment, total cost of ownership and lifecycle costing, tendering, request for proposal and request for quotation practice, e-sourcing and e-auction use, award recommendation discipline, negotiation preparation with leverage and walk-away points, commercial levers covering price, payment, volume and service terms, negotiation tactics and team roles, contract drafting and risk allocation, service level agreements, KPIs and remedies, contract mobilisation and transition planning, variation and renewal management, supplier segmentation and relationship strategies, performance measurement and review routines, supplier development and collaboration, savings tracking and benefit realisation, sourcing risk management, and sourcing audit and documentation practice.

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Q5 How is the "Strategic Sourcing: The Optimum Approach to Buying" course applied in real-world practice?

Teams apply it when running a competitive tender for a major category, rewriting a specification that only one supplier can meet, building a total cost of ownership model for an equipment purchase, preparing a negotiation with defined leverage and limits, planning contract mobilisation for a new supplier, and reporting savings realisation at a procurement review