

# € TRAINING

Transforming a Procurement Function



24 - 28 November 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



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REF: L2064 DATE: 24 - 28 November 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 5850 Euro

## Introduction

These learning goals are extremely ambitious. One course covers both the essential and useful approaches used in a transformation project as well as the most recent best practices in procurement. This is not a task for the faint of heart. It takes someone with unwavering resolve, top-tier ability, and talents to lead an organization—or even just a single function—through a transformation.

What kind of value has your procurement department produced? How does your procurement performance stack up against that of your peers or industry standards? How should a company start the transformation of its buying process? All of these queries will be addressed and thoroughly discussed.

## Course Objectives

At the end of this course, participants will be able to:

- Examine how the organization's strategic and competitive advantage is driven by procurement.
- Determine the areas of their organization's procurement that need improvement.
- Investigate and properly assess the nature and underlying causes of these procurement discrepancies.
- Offer workable strategies and techniques to close these procurement gaps.
- Improve procurement continuously using benchmarks for best practices.

## Targeted Audience

- Experienced Procurement Personnel
- Senior Procurement Leaders
- Line Managers
- Departmental Heads
- Tendering & Contracts Professionals
- Consultants
- Technical & End Users

## Course Outline

### Unit 1: Preparing for a Transformation Project

- Design Transformation Project Governance and Team Structure
- Identify Stakeholders and create Stakeholders Management Plan
- Create Risks Mitigation Plan for the Project
- Formulate Communication Plan
- Design a One-Page Project Charter
- Influencing Skills

### Unit 2: Tools and Techniques in E2E Procurement Category Management

- Supply Market Analysis

- Supply Chain Cost Modelling
- Market Approaches
- Best-Fit Contracting Strategy
- Contract Award
- Contract Initiation
- Contract Performance Management
- Contract Close-out

### Unit 3: Conducting a Gaps Analysis

- Analyze the Current State
- SWOT Analysis
- Internal and External Evaluation to Identify Performance Deficiencies
- Tools and Techniques in Decision Making: Decision Trees, Root Cause Analysis
- Determine Future State

### Unit 4: Understanding the Value Proposition of Procurement to a Corporate

- Linking Corporate and Procurement Objectives
- World-Class Procurement Performance Benchmarking
- KPIs to Measure Procurement Performance
- Typical Procurement Organizational Structures
- Common Requisition-To-Pay and Contract Management Systems
- Private and Public Procurement Policies

### Unit 5: Making a Case for Transformation

- Create the Vision & Mission Statement
- Estimate and break down the Added Value Post Transformation?
- Compare the As-Is, and To-Be states in People, Process, and Systems
- Specify the Deliverables and Milestones of the Transformation
- Calculate the Resources and Time Needed for the Transformation
- Determine Return on Investment ROI