



# **Integrated Procurement and Logistics Coordination Training Course**

**Ref: #LOG8523**



## **Course Introduction / Overview:**

This course provides a comprehensive framework for mastering the critical synergy between procurement and logistics, two foundational pillars of modern supply chain management. In today's volatile global market, the siloed management of these functions is no longer viable. True competitive advantage is achieved through seamless integration, a concept thoroughly explored by academics like Dr. John Mangan in his work, "Global Logistics and Supply Chain Management". This program, offered by BIG BEN Training Center, moves beyond theoretical knowledge to deliver practical, actionable strategies for aligning procurement activities with logistics operations. Participants will delve into strategic sourcing, inventory management, transportation optimization, and supplier relationship management, learning how to create a cohesive and responsive supply chain. The curriculum is designed to foster a holistic understanding of how coordinated efforts in procurement and logistics can drive significant cost savings, enhance operational efficiency, improve service levels, and build a resilient supply chain capable of navigating disruption and complexity.

## **Target Audience / This training course is suitable for:**

- Procurement Managers and Specialists.
- Logistics and Distribution Coordinators.
- Supply Chain Analysts and Planners.
- Operations Managers and Supervisors.
- Warehouse and Inventory Managers.
- Sourcing and Category Managers.
- Contract Administrators.
- Professionals seeking to transition into a supply chain role.



## **Target Sectors and Industries:**

- Manufacturing and Industrial Production.
- Retail, Wholesale, and E-commerce.
- Healthcare and Pharmaceutical Distribution.
- Logistics, Freight Forwarding, and Transportation Services.
- Government Agencies and Public Sector Entities.
- Construction and Engineering Projects.
- Energy and Utilities Sector.
- Fast-Moving Consumer Goods (FMCG).

## **Target Organizations Departments:**

- Procurement and Purchasing Departments.
- Logistics and Distribution Departments.
- Supply Chain Management Departments.
- Operations and Production Departments.
- Warehouse and Inventory Control Units.
- Finance and Cost Control Departments.
- Strategic Planning and Business Development Units.
- Contract Management and Administration.

## **Course Offerings:**

By the end of this course, the participants will have able to:



- Develop a fully integrated strategy that aligns procurement goals with logistics capabilities.
- Master advanced strategic sourcing and supplier evaluation techniques to build robust partnerships.
- Optimize inventory levels using modern control methods to reduce carrying costs and prevent stockouts.
- Analyze and improve transportation and distribution networks for greater efficiency and reliability.
- Implement key performance indicators (KPIs) to measure and manage supply chain performance effectively.
- Enhance negotiation and contract management skills specific to procurement and logistics agreements.
- Identify and mitigate risks throughout the supply chain through proactive coordination.
- Leverage technology and data analytics to improve decision-making in procurement and logistics.

## **Course Methodology:**

The training methodology at BIG BEN Training Center is designed to be highly interactive, engaging, and centered on practical application. We believe that adult learning is most effective when participants are actively involved in the process. This course utilizes a blended approach, combining expert-led presentations with intensive case study analyses drawn from real-world business challenges. Participants will engage in collaborative group discussions, brainstorming sessions, and problem-solving exercises that encourage the sharing of diverse perspectives and experiences. Practical workshops and simulations will provide a hands-on opportunity to apply the concepts learned, from developing a sourcing strategy to mapping a logistics network. Continuous feedback is a cornerstone of our approach, with instructors facilitating constructive dialogue and providing personalized guidance. The learning environment is designed to be supportive and dynamic, ensuring that participants not only grasp the theoretical frameworks but also gain the confidence to implement these integrated strategies within their own organizations immediately upon completion of the course.



## **Course Agenda (Course Units):**

### **Unit One: Foundations of Integrated Supply Chain Management**

- The Evolution from Siloed Functions to an Integrated Supply Chain.
- Core Concepts of Procurement and Strategic Sourcing.
- Fundamentals of Logistics and Distribution Management.
- The Strategic Importance of Aligning Procurement and Logistics.
- Mapping the End-to-End Supply Chain Process.
- Identifying Key Stakeholders and Their Roles in Integration.
- Understanding the Impact of Integration on Cost, Quality, and Service.
- Introduction to Key Performance Indicators (KPIs) for an Integrated Supply Chain.

### **Unit Two: Strategic Procurement and Sourcing Excellence**

- Developing a Strategic Sourcing and Category Management Plan.
- Supplier Identification, Evaluation, and Selection Criteria.
- Building and Managing Strategic Supplier Relationships (SRM).
- Effective Negotiation Techniques for Procurement Professionals.
- Contract Management and Legal Considerations in Procurement.
- Ethical Sourcing and Corporate Social Responsibility.
- Total Cost of Ownership (TCO) Analysis for Better Purchasing Decisions.
- Introduction to E-Procurement Systems and Technologies.

### **Unit Three: Core Logistics and Operations Management**



- Principles of Inventory Management and Control Systems.
- Warehouse Design, Layout, and Operations Optimization.
- Transportation Management and Mode Selection Strategies.
- The Role of Third-Party Logistics (3PL) and Fourth-Party Logistics (4PL) Providers.
- Order Fulfillment, Picking, and Packing Processes.
- Network Design and Distribution Channel Strategy.
- Reverse Logistics and Returns Management.
- Health and Safety Standards in Warehouse and Transport Operations.

#### **Unit Four: The Synergy of Procurement and Logistics Integration**

- Cross-Functional Collaboration between Procurement and Logistics Teams.
- Sales and Operations Planning (S&OP) for Demand and Supply Balancing.
- Using Technology for Supply Chain Visibility and Data Sharing.
- Integrating Information Systems (ERP, WMS, TMS).
- Joint Performance Measurement and Shared KPIs.
- Collaborative Planning, Forecasting, and Replenishment (CPFR).
- Managing the Bullwhip Effect through Coordination.
- Case Studies of Successful Procurement-Logistics Integration.

#### **Unit Five: Advanced Strategies and Future-Proofing the Supply Chain**

- Supply Chain Risk Management and Building Resilience.
- Implementing Sustainable and Green Supply Chain Practices.
- The Role of Data Analytics and Big Data in Supply Chain Decisions.
- Lean Principles and Waste Reduction in Procurement and Logistics.
- Digital Transformation: AI, IoT, and Blockchain in the Supply Chain.
- Global Sourcing and International Logistics Considerations.
- Change Management for Implementing Integrated Processes.
- Developing a Final Action Plan for Organizational Implementation.



## **FAQ:**

### **Qualifications required for registering to this course?**

There are no requirements.

### **How long is each daily session, and what is the total number of training hours for the course?**

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

### **Something to think about:**

In an era of increasing geopolitical instability and digital disruption, how can the traditional trade-off between supply chain efficiency and resilience be rebalanced through integrated procurement and logistics strategies?

### **What unique qualities does this course offer compared to other courses?**



This course distinguishes itself by focusing intensely on the integration and synergy between procurement and logistics, rather than treating them as separate, standalone functions. While many programs cover one area or the other, our curriculum is built around the critical intersection where true value is created. We move beyond textbook theories to explore the complex, real-world dynamics of cross-functional collaboration. The content emphasizes strategic thinking and decision-making, equipping participants with the ability to analyze their entire supply chain holistically and identify opportunities for optimization that are often missed in a siloed approach. Through a carefully curated selection of diverse case studies, participants learn not just the "what" but the "how" and "why" of successful integration. The course fosters a mindset of continuous improvement and strategic alignment, ensuring that graduates are prepared to lead change, break down departmental barriers, and build a truly responsive, efficient, and resilient supply chain that serves as a competitive advantage for their organization.