# Advanced E-Procurement and Digital Sourcing Strategies Training Course



16 - 20 Nov 2026

Geneva

5900 € (Per Person)

Ref: #DT2308_93377

## Course Introduction / Overview:

The global shift towards digitalization has fundamentally transformed procurement and supply chain functions, moving them from transactional, administrative roles to strategic drivers of value and competitive advantage. This course provides a comprehensive exploration of modern e-procurement and digital sourcing strategies, designed to equip professionals with the necessary skills to navigate this complex landscape. Drawing upon foundational principles from experts like Arjan van Weele, author of "Purchasing and Supply Chain Management," we will delve into how technology can be leveraged to optimize the entire procure-to-pay cycle. Participants will learn to move beyond simple cost reduction and focus on creating sustainable value through enhanced supplier collaboration, data-driven decision-making, and streamlined processes. This program offered by BIG BEN Training Center is meticulously structured to cover everything from the fundamentals of digital procurement ecosystems to the advanced application of analytics and emerging technologies like AI. It is an essential journey for any professional aiming to lead their organization's procurement transformation, ensuring efficiency, transparency, and strategic alignment in an increasingly digital world. This training course is not just about learning tools; it is about mastering the strategic mindset required for digital sourcing excellence.

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

- Procurement Managers and Directors.
- Sourcing Specialists and Category Managers.
- Supply Chain Professionals and Analysts.
- Contract Administrators and Managers.
- Buyers and Purchasing Agents.
- Finance and Operations Managers involved in the procurement process.
- IT Professionals supporting procurement systems.
- Project Managers overseeing digital transformation initiatives.

## Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Information Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Logistics and Transportation.
- Banking, Finance, and Insurance Services.
- Construction and Engineering.
- Government Agencies and Public Sector Organizations.

## Target Organizations Departments:

- Procurement and Purchasing Departments.
- Supply Chain Management Departments.
- Finance and Accounts Payable Departments.
- Operations Management.
- Information Technology (IT).
- Contract Management and Legal Departments.
- Strategic Planning and Business Development.
- Compliance and Risk Management.

## Course Offerings:

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

- Develop a robust digital procurement and strategic sourcing framework.
- Evaluate and select the most suitable e-procurement technologies and platforms.
- Master the use of e-sourcing tools, including e-RFX and reverse auctions.
- Implement effective spend analysis techniques to identify savings opportunities.
- Enhance supplier relationship management through digital collaboration tools.
- Utilize procurement analytics and KPIs to measure performance and drive improvement.
- Mitigate risks associated with digital supply chains and online procurement.
- Integrate sustainability and ethical considerations into digital sourcing strategies.
- Lead change management initiatives for successful e-procurement adoption.
- Forecast and adapt to future trends in procurement technology, including AI and blockchain.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a real-world context. We move beyond traditional lectures to foster a dynamic learning environment built on a blend of expert-led instruction, real-world case study analysis, and collaborative group work. Participants will dissect successful and unsuccessful digital procurement implementations from various industries to understand critical success factors and potential pitfalls. Interactive workshops will provide hands-on experience with procurement data analysis and strategy formulation. Group discussions and brainstorming sessions will encourage the sharing of diverse perspectives and experiences, enriching the learning process for all. Role-playing exercises, particularly in simulated e-negotiations and supplier onboarding scenarios, will build practical skills and confidence. Continuous feedback from the instructor and peers is a core component, ensuring a supportive and constructive atmosphere. This participant-centered approach guarantees a comprehensive understanding of both the strategic and operational aspects of e-procurement and digital sourcing.

## Course Agenda (Course Units):

### Unit One: Foundations of Digital Procurement Transformation

- The Evolution from Traditional Purchasing to Strategic E-Procurement.
- Core Concepts: Procure-to-Pay (P2P) and Source-to-Pay (S2P) Cycles.
- Understanding the Digital Procurement Ecosystem and Key Technologies.
- Benefits and Challenges of Implementing E-Procurement Systems.
- Building a Business Case for Digital Transformation in Procurement.
- Assessing Organizational Readiness for E-Procurement Adoption.
- Key Stakeholder Management and Communication Strategies.

### Unit Two: Strategic Digital Sourcing and Category Management

- Conducting Comprehensive Spend Analysis Using Digital Tools.
- Developing Digital Category Management Strategies.
- Mastering E-Sourcing Tools: e-RFI, e-RFP, and e-RFQ.
- The Art and Science of Conducting Successful E-Auctions and Reverse Auctions.
- Supplier Discovery and Prequalification in a Digital Environment.
- Global Sourcing Strategies in the Digital Age.
- Techniques for Effective Online Negotiation and Bidding.

### Unit Three: E-Procurement Systems and Technology Implementation

- An Overview of E-Procurement Software and Platform Options.
- Criteria for Selecting the Right Procurement Technology for Your Organization.
- Key Steps for a Successful E-Procurement System Implementation Project.
- Integrating E-Procurement Systems with Existing ERP and Financial Software.
- Managing Data Migration, Cleansing, and Integrity.
- User Training, Adoption, and Change Management Strategies.
- Post-Implementation Review and System Optimization.

## Unit Four: Data Analytics, Supplier Management, and Risk Mitigation

- Leveraging Big Data and Analytics for Procurement Insights.
- Defining and Tracking Key Performance Indicators (KPIs) for Digital Procurement.
- Developing a Procurement Analytics Dashboard for Decision-Making.
- Digital Supplier Relationship Management (SRM) and Collaboration Portals.
- Automating Supplier Performance Management and Scorecarding.
- Identifying and Mitigating Risks in the Digital Supply Chain.
- Ensuring Cybersecurity and Data Privacy in Procurement Operations.

## Unit Five: The Future of Procurement and Sustainable Sourcing

- Emerging Technologies: AI, Machine Learning, and Robotic Process Automation (RPA) in Procurement.
- The Role of Blockchain for Transparency and Traceability in Supply Chains.
- Predictive Analytics for Demand Forecasting and Inventory Management.
- Integrating Sustainability (ESG) Criteria into Digital Sourcing Platforms.
- Promoting Ethical and Socially Responsible Sourcing through Technology.
- Developing a Roadmap for Continuous Procurement Innovation.
- The Evolving Skillset of the Future Procurement Professional.

# 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:

As AI and automation become more integrated into procurement, what is the evolving role of human intuition and strategic thinking in sourcing decisions?

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

This training course distinguishes itself by focusing on the strategic integration of technology rather than merely providing a technical overview of software platforms. While many courses concentrate on the "how-to" of specific tools, we emphasize the "why" and "what's next," equipping participants with a durable strategic framework. The curriculum is built around a holistic view of the digital transformation journey, dedicating significant time to critical but often-overlooked areas such as change management, stakeholder alignment, and data-driven culture building. We utilize a case-study methodology that explores both triumphs and failures in e-procurement implementation, offering pragmatic and actionable lessons. Furthermore, the course is forward-looking, with a dedicated unit on emerging technologies like AI, blockchain, and predictive analytics, ensuring participants are prepared not just for current challenges but for the future of the procurement profession. The content moves beyond operational efficiency to address how digital sourcing can drive broader business objectives, including sustainability, risk mitigation, and innovation, providing a truly comprehensive and strategic mastery of the subject.