# Enhancing Strategic Sourcing and Public Sector Supply Chain Management Training Course



13 - 17 Dec 2026

Istanbul

4900 € (Per Person)

Ref: #GOV8786_217740

## Course Introduction / Overview:

This comprehensive training course provides a strategic framework for managing the unique complexities of sourcing and supply chain in the public sector. Unlike private enterprises, government agencies must balance efficiency and cost-effectiveness with public accountability, transparency, and regulatory compliance. This course, offered by BIG BEN Training Center, is grounded in the foundational principles of logistics and public procurement, drawing on the work of leading academic authors such as Lisa M. Ellram, whose research on supply chain management has been widely influential. We will explore how to move from traditional, reactive purchasing to a proactive, strategic sourcing approach that optimizes value for public funds. Participants will learn how to analyze spending patterns, identify opportunities for consolidation, and build resilient supply chains that can withstand disruption. By the end of this program, you will possess the tools to not only ensure compliance with procurement regulations but to turn your supply chain into a strategic asset that supports your organization's mission and serves the public interest.

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

- Public procurement and contracting professionals.
- Supply chain and logistics managers in government.
- Financial managers and budget officers.
- Auditors and compliance specialists.
- Agency and department heads.
- Anyone involved in vendor selection and contract management.

## Target Sectors and Industries:

- Government and public administration agencies.
- Defense and security.
- Healthcare and public health.
- Public utilities and infrastructure management.
- Educational institutions.
- Non-profit organizations.

## Target Organizations Departments:

- Procurement and Contracts.
- Logistics and Supply Chain.
- Finance and Accounting.
- Internal Audit and Compliance.
- Operations and Administration.
- Strategic Planning.

## Course Offerings:

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

- Conduct a strategic sourcing analysis.
- Develop a risk management plan for the supply chain.
- Implement best practices for public procurement.
- Negotiate and manage complex public contracts.
- Assess vendor performance and manage relationships.
- Ensure compliance with public sector regulations.
- Identify opportunities for cost savings and efficiency.
- Use technology to streamline supply chain processes.
- Build a resilient and transparent supply chain.
- Apply sustainability and ethical considerations to procurement.

## Course Methodology:

This training course at BIG BEN Training Center uses a highly interactive and practical approach to ensure participants can immediately apply their new skills. We move away from simple lectures and instead use a blend of engaging activities, including hands-on exercises, group case studies, and real-world scenarios drawn from the public sector. For example, participants will analyze case studies of government procurement failures and successes, identifying key factors that led to their outcomes. Collaborative workshops will allow for peer-to-peer learning, where attendees can share challenges and best practices from their own organizations. The course also includes hands-on practice sessions for drafting solicitations and evaluating vendor proposals. We emphasize a continuous feedback loop, not just for employees but for the participants themselves. Throughout the program, our experienced instructors provide personalized guidance and constructive feedback, creating a supportive learning environment that prepares public servants for the specific complexities of their roles.

## Course Agenda (Course Units):

### Unit One: Strategic Sourcing Fundamentals

- The difference between strategic sourcing and traditional purchasing.
- Key principles of public sector procurement.
- Analyzing spending data to identify opportunities.
- Conducting a supplier market analysis.
- Building a strategic sourcing roadmap.
- The role of competition and transparency.
- Overcoming common public sector sourcing challenges.

### Unit Two: Public Procurement and Contracting

- Understanding public procurement regulations and legal frameworks.
- Developing clear and effective statements of work.
- Drafting and evaluating requests for proposals.
- The procurement lifecycle from need to contract closeout.
- Negotiating fair and favorable contract terms.
- Managing contract performance and compliance.
- The use of technology in public e-procurement.

## Unit Three: Supply Chain Risk Management

- Identifying and assessing risks in the supply chain.
- Strategies for mitigating supply chain disruptions.
- Building a resilient and agile supply chain.
- The role of cybersecurity in supply chain management.
- Business continuity planning.
- Managing political and regulatory risks.
- Ethical considerations and modern slavery.

## Unit Four: Vendor and Performance Management

- Selecting the right vendors and partners.
- Establishing key performance indicators for vendors.
- Conducting vendor performance reviews.
- Building collaborative vendor relationships.
- Managing and resolving vendor disputes.
- Leveraging data to track supplier performance.
- Creating a framework for continuous improvement.

## Unit Five: Sustainability and Future Trends

- Integrating sustainability into procurement decisions.
- Social and environmental considerations.
- The impact of technology on the public sector supply chain.
- Blockchain and its potential applications.
- Future trends in public procurement.
- The role of ethical sourcing.
- Creating a transparent and accountable supply chain.

# 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:

Given the public sector's mandate for transparency and accountability, how can strategic sourcing effectively balance the need for public disclosure with the necessity of protecting confidential commercial information?

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

This training course distinguishes itself by focusing exclusively on the specific challenges and opportunities of the public sector. While many programs offer generic supply chain principles, our content is tailored to the unique regulatory, ethical, and political landscape of government agencies. We emphasize the strategic connection between efficient sourcing and the responsible use of taxpayer funds. The course provides a blend of foundational procurement theory and real-world, practical case studies drawn from various government contexts. This combination allows participants to understand not just the "how-to" of supply chain management, but the "why" behind every decision. It is this comprehensive, integrated perspective on public sector logistics that sets this program apart from others.