Integrated Procurement and Inventory Optimization Strategies Training Course

08 - 12 Nov 2026

Doha

5500 € (Per Person)

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Course Introduction / Overview:

In today's competitive global market, the siloed management of procurement and inventory functions is a major barrier to organizational efficiency and profitability. This course addresses the critical need for a unified approach, transforming these separate departments into a cohesive, strategic force. We delve into the principles of integrating procurement processes with inventory control systems to unlock significant value, reduce costs, and enhance responsiveness. As detailed by supply chain expert Martin Christopher in his influential book, "Logistics & Supply Chain Management," a truly integrated supply chain is the ultimate competitive advantage. This program moves beyond theoretical concepts to provide a practical roadmap for aligning purchasing decisions with inventory levels, demand forecasting, and overall business objectives. Participants will learn to break down departmental barriers and build cross-functional collaboration. At BIG BEN Training Center, we have designed this course to equip professionals with the analytical skills and strategic foresight needed to design, implement, and manage a seamless procurement-inventory ecosystem that drives operational excellence and supports sustainable growth. This is about creating a dynamic and resilient supply chain that anticipates market changes rather than just reacting to them.

Target Audience / This training course is suitable for:

- Procurement Managers and Officers.
- Inventory Planners and Analysts.
- Supply Chain Managers and Specialists.
- Logistics and Warehouse Supervisors.
- Operations Managers.
- Sourcing Specialists.
- Materials Managers.
- Financial Controllers and Analysts involved in supply chain costing.
- ERP System Consultants and Managers.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods (FMCG).
- Pharmaceuticals and Healthcare.
- Automotive and Aerospace.
- Technology and Electronics.
- Construction and Engineering.
- Logistics and Distribution Services.
- Government Agencies and Public Sector Organizations.

Target Organizations Departments:

- Procurement and Purchasing Departments.
- Supply Chain Management Departments.
- Inventory and Materials Management Departments.
- Logistics and Warehousing Departments.
- Operations and Production Departments.
- Finance and Accounting Departments.
- Strategic Planning Departments.

Course Offerings:

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

- Develop a holistic strategy that integrates procurement and inventory functions.
- Analyze and optimize the total cost of ownership (TCO) in procurement decisions.
- Implement advanced demand forecasting techniques to inform inventory policy.
- Master inventory control models like Just-In-Time (JIT) and Economic Order Quantity (EOQ).
- Enhance supplier relationship management (SRM) to improve inventory availability and cost.
- Utilize data analytics and KPIs to measure and improve integrated performance.
- Leverage technology such as ERP and WMS systems for seamless integration.
- Develop risk mitigation strategies for supply chain disruptions.
- Champion cross-functional collaboration between procurement, inventory, and other departments.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, practical, and highly interactive to ensure participants can immediately apply what they learn. We reject passive, lecture-only formats in favor of an engaging adult learning environment. The course blends expert-led presentations on core concepts with dynamic group discussions where participants can share their unique challenges and experiences. A significant portion of the training is dedicated to hands-on workshops and business simulations that mimic real-world procurement and inventory scenarios. Participants will work in teams on practical case studies drawn from various industries, analyzing problems and formulating integrated solutions. This collaborative approach fosters critical thinking and problem-solving skills. We emphasize the use of practical tools and frameworks that can be directly implemented in the workplace. Regular feedback sessions are incorporated to ensure a deep understanding of the material. Our goal is to create a supportive learning ecosystem where professionals not only gain knowledge but also build the confidence to lead integration initiatives within their organizations.

Course Agenda (Course Units):

Unit One: Foundations of Integrated Supply Chain Management

- The strategic importance of procurement and inventory integration.
- Understanding the costs and risks of siloed operations.
- Core principles of an integrated supply chain ecosystem.
- Mapping the end-of-the-end procurement and inventory lifecycle.
- Key terminology and concepts in procurement and inventory.
- The role of cross-functional teams in driving integration.
- Aligning supply chain goals with overall business objectives.

Unit Two: Strategic Procurement and Sourcing Integration

- Developing a strategic sourcing plan.
- Supplier evaluation, selection, and performance management.
- The impact of supplier relationships (SRM) on inventory levels.
- Negotiation strategies for favorable inventory and payment terms.
- Understanding total cost of ownership (TCO) versus price.
- Ethical and sustainable procurement practices.
- Integrating sourcing strategies with demand forecasts.

Unit Three: Advanced Inventory Control and Optimization Techniques

- Fundamentals of inventory management and classification (ABC analysis).
- Demand forecasting methods and their impact on inventory.
- Mastering inventory models (EOQ, JIT, and Safety Stock).
- Techniques for reducing inventory holding costs.
- Managing lead time variability and its effect on stock levels.
- The role of sales and operations planning (S&OP) in inventory optimization.
- Strategies for managing obsolete and slow-moving stock.

Unit Four: Technology and Analytics for Integration

- The role of Enterprise Resource Planning (ERP) systems in integration.
- Leveraging Warehouse Management Systems (WMS) for inventory accuracy.
- Exploring e-procurement platforms and digital tools.
- Using data analytics to drive procurement and inventory decisions.
- Developing key performance indicators (KPIs) for integrated operations.
- Building dashboards for supply chain visibility.
- The future of integration with AI and machine learning.

Unit Five: Implementation, Risk Management, and Continuous Improvement

- Developing a roadmap for implementing an integrated strategy.
- Managing organizational change and overcoming resistance.
- Identifying and mitigating supply chain risks.
- Building a resilient and agile supply chain.
- Continuous improvement methodologies (Lean, Six Sigma) in the supply chain.
- Conducting performance audits of the integrated system.
- Capstone Project: Designing an integrated strategy for a case study organization.

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:

Beyond technological integration, what are the most significant cultural and organizational barriers to achieving a truly seamless procurement and inventory ecosystem, and how can leadership champion the necessary mindset shift?

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

This training course distinguishes itself by focusing on the strategic synergy between procurement and inventory, rather than treating them as separate technical subjects. While many programs teach the mechanics of purchasing or the formulas for inventory control, this course builds the crucial bridge between them. It is designed around a holistic, integrated framework that emphasizes how decisions in one area directly impact the performance of the other. Our curriculum prioritizes practical application and strategic thinking over pure theory. Participants will engage with real-world case studies that illustrate the costly consequences of disjointed systems and the competitive advantages of integration. We move beyond just teaching software functionalities to explore the data-driven decision-making processes that those technologies should support. Furthermore, the course places a strong emphasis on developing the soft skills necessary for driving change, such as cross-functional communication and stakeholder management. It equips leaders not just with the "what" and "how" of integration, but with the strategic "why," empowering them to champion and implement lasting improvements within their organizations.