Healthcare and Pharmaceutical Strategic Procurement Training Course



26 - 30 Oct 2026

Munich

5100 € (Per Person)

Ref: #PSC1789_138832

Course Introduction / Overview:

The healthcare and pharmaceutical sectors operate under immense pressure, where procurement decisions directly impact patient safety, clinical outcomes, and organizational viability. This specialized field transcends traditional purchasing, demanding a strategic approach that balances cost containment with stringent quality standards, regulatory compliance, and supply chain resilience. This course, offered by BIG BEN Training Center, provides a comprehensive A-to-Z exploration of strategic procurement tailored specifically for these critical industries. We delve into the unique complexities of sourcing everything from life-saving drugs and advanced medical devices to clinical trial supplies and hospital infrastructure. Drawing upon principles outlined by leading academics like Dr. W.C. Benton, Jr. in his seminal work "Purchasing and Supply Chain Management," this program equips participants with the advanced skills needed to navigate this challenging landscape. Participants will learn to develop robust sourcing strategies, manage supplier relationships in a highly regulated environment, mitigate supply chain risks, and implement value-based procurement models that align with the core mission of patient care. This is not just a course on buying; it is a strategic masterclass in building a resilient, ethical, and cost-effective healthcare supply chain that serves as a competitive advantage and a pillar of public health.

Target Audience / This training course is suitable for:

- Procurement Managers and Directors.
- Supply Chain and Logistics Professionals.
- Pharmaceutical and Medical Device Buyers.
- Hospital and Healthcare Administrators.
- Category Managers in the Life Sciences Sector.
- Clinical Trial Supply Managers.
- Contract and Sourcing Specialists.
- Quality Assurance and Regulatory Affairs Professionals.
- Finance Managers involved in procurement decisions.
- Operations Managers in healthcare facilities.

Target Sectors and Industries:

- Pharmaceutical Manufacturing Companies.
- Biotechnology and Life Sciences Firms.
- Hospitals and Healthcare Provider Networks.
- Medical Device Manufacturing Companies.
- Group Purchasing Organizations (GPOs).
- Clinical Research Organizations (CROs).
- Public Health Agencies and Government Health Ministries.
- Healthcare Logistics and Distribution Companies.
- Health Insurance Providers.

Target Organizations Departments:

- Procurement and Purchasing Departments.
- Supply Chain Management and Logistics.
- Operations and Facilities Management.
- Finance and Accounts Payable.
- Clinical Operations and Trial Management.
- Quality Assurance and Control.
- Regulatory Affairs and Compliance.
- Strategic Sourcing and Vendor Management.
- Hospital Administration.

Course Offerings:

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

- Develop strategic sourcing plans specific to pharmaceuticals, medical devices, and clinical supplies.
- Navigate the complex global regulatory landscape governing healthcare procurement.
- Implement effective category management for both clinical and non-clinical spend.
- Master negotiation techniques for high-value contracts with suppliers and Group Purchasing Organizations.
- Conduct comprehensive supplier evaluations and build robust supplier relationship management programs.
- Design and implement risk mitigation strategies to ensure supply chain resilience and continuity.
- Apply principles of value-based procurement to optimize total cost of ownership and patient outcomes.
- Analyze procurement data to drive cost savings and process improvements.
- Uphold the highest standards of ethical procurement in the healthcare context.
- Manage the unique challenges of cold chain logistics and temperature-sensitive products.

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 the workplace. We move beyond theoretical lectures to a blended learning approach that emphasizes experiential activities. The course heavily utilizes real-world case studies drawn from the healthcare and pharmaceutical industries, allowing participants to analyze complex scenarios such as managing a critical drug shortage, negotiating a multi-year medical device contract, or selecting a supplier for a pivotal clinical trial. Group discussions and collaborative workshops encourage the sharing of diverse perspectives and problem-solving strategies. Interactive sessions, role-playing exercises for supplier negotiations, and practical simulations of the tendering process provide a safe environment to practice and refine critical skills. Throughout the program, our expert instructors facilitate continuous feedback and guide participants in developing actionable plans to address their specific organizational challenges. This hands-on, participant-centered approach ensures a deep and lasting understanding of strategic procurement principles.

Course Agenda (Course Units):

Unit One: Foundations of Healthcare and Pharmaceutical Procurement

- Introduction to the global healthcare and pharmaceutical supply chain.
- The strategic role of procurement in patient care and organizational success.
- Key terminology and concepts in medical and pharma sourcing.
- Understanding the regulatory environment (FDA, EMA, etc.).
- Ethical considerations and codes of conduct in healthcare procurement.
- The impact of Group Purchasing Organizations (GPOs) on the market.
- Differentiating between clinical and non-clinical procurement.

Unit Two: Strategic Sourcing and Category Management

- Developing a strategic sourcing process for healthcare.
- Conducting market analysis and supplier landscape assessments.
- Category management for pharmaceuticals and biologics.
- Category management for medical devices and capital equipment.
- Sourcing strategies for clinical trial supplies and services.
- Make-or-buy analysis in a healthcare context.
- Utilizing spend analysis to identify savings opportunities.

Unit Three: Supplier Management and Contract Negotiation

- Developing robust criteria for supplier selection and qualification.
- Implementing supplier performance management and scorecards.
- Building collaborative supplier relationships for long-term value.
- Key elements of contracts in the healthcare and pharma sectors.
- Negotiation strategies for high-stakes procurement.
- Managing intellectual property and confidentiality in supplier agreements.
- Techniques for negotiating with sole-source suppliers.

Unit Four: Risk Management and Supply Chain Resilience

- Identifying and assessing risks in the healthcare supply chain.
- Strategies for mitigating supply disruptions and shortages.
- Ensuring product quality and combating counterfeit drugs.
- Managing the complexities of cold chain logistics.
- Developing business continuity and disaster recovery plans for procurement.
- Compliance with anti-bribery and anti-corruption regulations.
- Sustainability and green procurement in healthcare.

Unit Five: Advanced Procurement and Future Trends

- Implementing value-based procurement models.
- Leveraging technology: e-procurement, ERP systems, and blockchain.
- Using data analytics and business intelligence to drive procurement decisions.
- The impact of personalized medicine on the supply chain.
- Managing procurement for hospital construction and facility management.
- Global sourcing and managing international logistics.
- The future of procurement in the age of AI and digital transformation.

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:

How can procurement professionals effectively balance the drive for cost efficiency with the non-negotiable requirements of patient safety and clinical efficacy when sourcing innovative but high-cost medical technologies?

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

This course distinguishes itself by its singular, in-depth focus on the interconnected healthcare and pharmaceutical sectors, a niche that generic procurement courses fail to address adequately. While other programs may touch upon regulated industries, this curriculum is built from the ground up to tackle the specific complexities inherent to life sciences. We move beyond standard procurement theory to explore the critical nuances of GPO contracting, clinical trial supply chain management, and the stringent regulatory frameworks of bodies like the FDA and EMA. The content emphasizes a value-based procurement paradigm, teaching participants to evaluate purchasing decisions not just on unit cost, but on their total impact on patient outcomes and total cost of care. This perspective is crucial in an industry where the cheapest option is rarely the best. Furthermore, the course integrates a strong focus on ethical considerations and supply chain resilience, preparing professionals to manage risks like drug shortages and counterfeit products. It provides a holistic, strategic framework for professionals dedicated to building a procurement function that is both a center of efficiency and a guardian of patient well-being.