COURSE BROCHURE

Category Management in Procurement

An advanced course that builds the ability to manage spend categories strategically, from spend and supply market analysis to writing, implementing and tracking the benefits of a category strategy.

Code	HT-SCM-113
Category	Procurement & Supply Chain
Duration	1 week
Level	Advanced
City	Istanbul

Introduction

When procurement is run one requisition at a time, the same tenders are repeated, volumes are scattered across departments and the organization's bargaining power is wasted. Category management addresses this by treating each group of spend as a portfolio with its own market, strategy and clear decision owner.

Objectives

- Distinguish category management from strategic sourcing and operational buying, and state what it needs to succeed
- Analyze spend data, build a category structure and set priorities
- Analyze business requirements, the supply market and the cost structure of a specific category
- Write a category strategy backed by a business case and an implementation plan
- Measure delivered benefits and manage the performance of strategic suppliers

Who should attend

- Category managers and procurement managers
- Senior procurement and strategic sourcing specialists
- Planning and analysis staff in supply chain departments
- Finance and operations staff who sit on category teams

Skills you will develop

- Spend analysis and spend cube construction
- Supply market analysis and cost modeling
- Category strategy development
- Benefits tracking and supplier relationship management

Learning Outcomes

- Build a spend cube from raw data and identify priority categories with Pareto analysis
- Position a category on the Kraljic matrix and draw out what that means for the approach to market
- Prepare a should-cost and total cost of ownership model that supports a negotiating position
- Present a category strategy to a management panel with expected benefits, risks and an implementation plan

Course Outline

Day 1: Category Management Foundations and Spend Analysis

- Category management versus strategic sourcing and operational buying, the category cycle and its governance
- The spend cube: cleansing and classifying data by category, supplier and requesting department, and Pareto analysis
- Prioritizing categories, forming the cross-functional team and mapping stakeholders

Day 2: Business Requirements and Supply Market Analysis

- Gathering business requirements with the RAQSCI model and reviewing specifications and demand patterns
- Supply market analysis: Porter's five forces, industry structure, cost drivers and supply risk
- The Kraljic matrix, supplier preferencing and seeing the organization as the supplier sees it

Day 3: Cost Models and Strategy Development

- Should-cost modeling, total cost of ownership (TCO) and price breakdown analysis
- Strategic levers: volume consolidation, specification standardization, demand management, make or buy and supply base restructuring
- Generating options, scoring them on value, risk and ease of implementation, and building the business case

Day 4: Implementation and Supplier Relationship Management

- The implementation plan: competitive tendering, electronic reverse auctions and negotiation planning
- Supplier segmentation, supplier scorecards, periodic performance reviews and joint improvement plans
- Managing internal change and dealing with maverick spend outside contracts

Day 5: Benefits Tracking and Category Management Maturity

- Defining savings: cost reduction versus cost avoidance, and agreeing benefits with finance
- Category performance indicators, the annual category plan and assessing organizational maturity
- Applied project in which teams prepare a full strategy for a category chosen from the spend data and present it to a steering panel

Training methodology

A spend data set analyzed in Excel across the days of the course
Exercises applying the Kraljic matrix, supplier preferencing and five forces to actual categories
Building a should-cost model for one services category and one materials category
Category strategy presentation to a steering panel on the final day

Certification

Participants receive a Harbor Training Center certificate of attendance on completing the course.

Upcoming dates

City	Dates	Language	Fee
Istanbul	5 – 9 April 2027	AR	EUR 4,800
Istanbul	4 – 8 October 2027	EN	EUR 4,800

Fees are per participant.

Contact us

Email info@harbor4training.com

Address istanbul Turkey

To register and for details, scan the code or visit:

https://harbor4training.com/en/courses/category-management-procurement