COURSE BROCHURE

Strategic Sourcing

An applied course in category management, from spend and supply market analysis to the Kraljic matrix and a category plan that delivers value beyond a lower price.

Code	HT-SCM-102
Category	Procurement & Supply Chain
Duration	1 week
Level	Intermediate

Introduction

When procurement only processes requests one at a time, large opportunities to consolidate spend and reduce risk slip away. Managing spend as categories with a clear strategy turns procurement into a source of value.

Objectives

- Analyze spend data to reveal consolidation and demand management opportunities
- Assess a supply market and its competitive forces from the buyer's side
- Position spend categories on the Kraljic matrix and derive a fitting strategy
- Weigh make-or-buy options and single versus multiple sourcing
- Build a category plan with value targets that can be tracked

Who should attend

- Category managers and sourcing specialists
- Senior buyers and procurement supervisors
- Spend and procurement data analysts
- Heads of technical units who share in sourcing decisions

Skills you will develop

- Spend analysis
- Supply market analysis
- Category management
- Total cost of ownership estimation

Learning Outcomes

- Produce a classified spend map for a department or organization and set priorities
- Analyze the supply market for a chosen category and summarize the findings
- Place a category on the Kraljic matrix and justify the chosen strategy
- Draft a category plan with targets, initiatives and a timeline

Course Outline

Day 1: From Purchasing to Strategic Sourcing

- Stages of the strategic sourcing process

- The value procurement adds beyond price
- Gathering stakeholder requirements and business needs

Day 2: Spend Analysis

- Collecting, cleansing and classifying spend data
- Pareto analysis of spend by category and supplier
- Consolidation, demand management and variety reduction

Day 3: Understanding the Supply Market

- Supply market analysis and Porter's five forces from the buyer's view
- Product cost structure and price drivers
- The Kraljic matrix and positioning each category

Day 4: Choosing the Strategy

- Strategies suited to each Kraljic quadrant
- Make or buy, and single versus multiple sourcing
- Total cost of ownership as the basis for comparison

Day 5: The Category Plan

- Elements of a category plan, value targets and savings tracking
- Winning stakeholder support and the implementation roadmap
- Applied project: a full strategy for a spend category drawn from the participant's own organization

Training methodology

Classifying a sample spend dataset and flagging priority categories
A fictional organization holding many contracts for the same category
A group workshop placing real categories from participants' workplaces on the Kraljic matrix
Presenting category plans to a panel acting as stakeholders

Certification

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

Upcoming dates

City	Dates	Language	Fee
Istanbul	22 – 26 March 2027	AR	EUR 4,800
Dubai	5 – 9 April 2027	EN	EUR 4,500
London	12 – 16 April 2027	AR	EUR 5,700
Amsterdam	19 – 23 April 2027	EN	EUR 5,500
Online	26 – 30 April 2027	AR	EUR 1,800
Istanbul	27 September 2027 – 1 October 2027	EN	EUR 4,800
Dubai	4 – 8 October 2027	AR	EUR 4,500
London	11 – 15 October 2027	EN	EUR 5,700
Amsterdam	18 – 22 October 2027	AR	EUR 5,500
Online	25 – 29 October 2027	EN	EUR 1,800

Fees are per participant.

Contact us

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

https://harbor4training.com/en/courses/strategic-sourcing