

Programme

Strategic sourcing and tendering (SGC01)

Influence your organisation's strategy to source effectively

Is it right for me?

This two-day course has been designed and developed as a practitioner's guide to support procurement professionals with the implementation of appropriate sourcing techniques. Delegates will understand the end-to-end process, from specification development through to contract award and management. It would be ideally suited to those setting and implementing procurement strategies.

What will I learn?

By the end of this course you will be able to:

- Influence the development of needs generation and specification writing
- Analyse your current procurement environment to identify the appropriate sourcing options for your needs
- Create relevant selection and contract award criteria
- Assess the effectiveness of your organisation's contract management approach

What key points will the training cover?

- Specifications and their importance
- Analysis of the current situation
- Analysis of the market vs. stakeholder requirements
- Sourcing options and routes to market
- Selection and award criteria
- Implementation and contract management