



Strategic Sourcing and Supplier Selection

DURATION

5 days

CONTACT HOURS

30

LEVEL

Intermediate

FEE PER DELEGATE

US\$1,500

Run a sourcing exercise that selects on total value rather than on headline price.

Sourcing decisions made on unit price routinely cost more over the life of the contract. This programme covers category analysis, specification, evaluation design and the negotiation that follows, with total cost of ownership as the organising idea throughout.

Available as classroom, live online, in house.

Who it is for

Procurement professionals, category managers, and budget holders who commission significant spend.

What you will be able to do

- Analyse a category to identify where leverage actually exists.
- Write a specification that describes need rather than a preferred solution.
- Design an evaluation that scores total cost of ownership.
- Negotiate from a prepared position rather than reactively.

The outline

Taught across 5 days. The sections below are the curriculum rather than a day by day timetable.

SECTION 1

Category and market

Spend analysis · Supply market structure and leverage · Make, buy or partner · Supplier risk

SECTION 2

Specification and evaluation

Output based specification · Weighted evaluation design · Total cost of ownership · Evaluating fairly and defensibly

SECTION 3

Negotiation and award

Preparation and walk away · Concession planning · Award and debrief · Transition into contract

What you leave with

- A category analysis for one area of the delegate's spend.
- An output based specification.
- A weighted evaluation model including whole life cost.
- A negotiation plan with defined walk away terms.

Published dates

DATES	WHERE	FEE
23 to 27 November 2026	Kampala, Uganda	US\$1,500
30 November 2026 to 4 December 2026	Durban, South Africa	R15,000
7 to 11 December 2026	Accra, Ghana	US\$1,500
14 to 18 December 2026	Nairobi, Kenya	US\$1,500

Fees are per delegate and cover all course materials. Travel and accommodation are arranged by the delegate. Registration fees are included.

Register or ask a question

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