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BEYOND THE RFQ: STRATEGIC PROCUREMENT THINKING

Start Date:	09/11/2026	**End Date:**	13/11/2026
Categories:	Procurement & Commerc	**Venues:**	Milan
Formats:	In Person	**Instructors:**	

OVERVIEW

This course challenges traditional sourcing approaches by introducing strategic procurement thinking. Participants will learn to evaluate suppliers as partners, manage risk, and align procurement with organizational goals beyond the Request for Quotation (RFQ) stage.

OBJECTIVES

By the end of this course, participants will be able to: – Differentiate between tactical and strategic procurement approaches. – Identify total cost of ownership (TCO) and value-based sourcing models. – Engage stakeholders to align sourcing with business needs. – Develop supplier performance metrics and relationship frameworks. – Analyze sourcing risk and apply mitigation strategies.

COURSE OUTLINE

1- Tactical vs. Strategic Procurement 2- Total Cost of Ownership and Lifecycle Costing 3- Supplier Relationship Management (SRM) 4- Risk Assessment and Sourcing Resilience 5- Cross-Functional Procurement Strategy

TARGET AUDIENCE

All Supervisory Levels, Procurement professionals, supply chain managers, sourcing officers, and category leads aiming to elevate their procurement approach.

METHODOLOGY

Case studies, sourcing simulations, procurement planning labs, and supplier evaluation tools.

CONCLUSION

Participants will upgrade their procurement mindset to become strategic business partners and not just buyers.

DAILY AGENDA

Day 1: From Tactical to Strategic Sourcing

Define the procurement maturity curve and the limits of RFQ-based buying.

Day 2: Cost and Value-Driven Thinking

Evaluate sourcing decisions using TCO and quality-based metrics.

Day 3: Supplier Relationships and SRM

Create partnership models and relationship KPIs.

Day 4: Procurement Risk and Compliance

Build risk maps and contingency plans for strategic categories.

Day 5: Strategic Sourcing in Practice

Develop a procurement strategy for a real scenario and present it to peers.

For more information, please contact us:
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