Our training modules and their classification within the strategic procurement process

Plan-to-strategy (P2S) → **Source-to-contract (S2C)**

Analysis of as-is situation	Potential determination	Definition sourcing strategy	Strategy implementation	Contract management	Contract implementation
Training Modules					
Analysis of cost structure		From savings to value contribution	e-Sourcing / e-Auctions	Contracting for Buyers (clauses/ manage risks)	Procurement/ savings controlling
Potential analysis		Project procurement	Negotiation Training	Public procurement act (PPA)	Supplier Relationship Management (SRM)
Stakeholder management		Supplier research	Soft skills in negotiations	Performance measurement (KPIs)	
Data analysis and setting-up spend cube	Supplier innovation and scouting	Development of (sourcing) strategies	Low cost country sourcing	Operative procurement process	Supplier Development
	Make or Buy analysis	Tender management			
			Risk management		

Overall

- Fundamentals of Procurement
- Strategic Sourcing Process
- Procurement 4.0
- Category strategy/ Category management