



PROCUREMENT AND MATERIALS MANAGEMENT

Strategic Sourcing and Supplier Relationship Management

3 day course

Classroom, online or in-house

Course overview

Sourcing events are run to a calendar rather than to a category's actual needs, which is how an organisation retenders a stable commodity every year and leaves a critical sole supplier untouched for a decade. This course covers deciding where the effort belongs. Delegates work through spend and category analysis, supply market analysis including how competitive a market genuinely is, and the sourcing strategy each category warrants. The sourcing process is covered from requirement through to award. Supplier relationship management follows: segmentation, governance and the joint improvement that only works with suppliers who see a future in the relationship. Value beyond price is addressed, including innovation, security of supply and total cost. Risk and dependency are covered. The course closes on measuring both savings and relationship health.

What you will learn

- Analyse spend and categories to direct effort where it pays
- Assess how competitive a supply market genuinely is
- Set a sourcing strategy appropriate to each category
- Run a sourcing process from requirement through to award
- Segment suppliers and govern relationships proportionately
- Pursue value beyond price including innovation and security of supply
- Measure savings and relationship health together

Who should attend

- Sourcing managers and strategic buyers
- Supplier relationship and vendor managers
- Procurement managers responsible for key supplier accounts
- Operations managers dependent on critical suppliers
- Supply chain risk and business continuity specialists

Course outline

- 01 Retendering the stable, ignoring the critical
- 02 Spend and category analysis
- 03 Supply market analysis and real competition
- 04 Sourcing strategy by category
- 05 The sourcing process to award
- 06 Supplier segmentation and governance
- 07 Joint improvement and value beyond price
- 08 Risk, dependency and measurement

Upcoming dates

Dates	Venue	Format	Fee per delegate
9 to 11 November 2026	Online	Online	R6,500
18 to 20 November 2026	Kampala, Uganda	Classroom	USD 995
21 to 23 December 2026	Cape Town, South Africa	Classroom	R14,950



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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