

DIGITAL INNOVATION AND TRANSFORMATION | COURSE BROCHURE

Digital Procurement and e-Sourcing

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Digital tools are transforming procurement, from e-sourcing and e-auctions to supplier portals, contract management systems and spend analytics. This course shows procurement professionals how to select and use digital solutions across source-to-pay, run effective e-tenders and reverse auctions, and build a roadmap for procurement digitalisation.

Digital procurement reduces cycle times, improves compliance and gives better visibility of spend. You will learn how to choose and use tools that make a real difference.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Tool demonstrations, e-auction simulations, process mapping exercises and case studies of procurement transformation.

Course objectives

By the end of this course, participants will be able to:
• Map the digital source-to-pay landscape
• Run e-tenders and electronic reverse auctions
• Use supplier portals and onboarding tools
• Apply spend analytics and contract management systems
• Build a business case for procurement technology
• Plan a digital procurement roadmap

Target audience

This course is suitable for:
• Procurement and purchasing managers
• Category managers and buyers
• Procurement systems specialists
• Finance professionals involved in P2P
• Public sector procurement officers



Course content

Target competencies

Participants will develop competencies in:

- E-sourcing
- Technology selection
- Process digitisation
- Spend visibility
- Change management

Course outline

Day 1: Digital Procurement Landscape

09:00–10:08	Source-to-pay processes
10:08–11:00	Technology categories
11:00–11:30	**Coffee break**
11:30–11:45	Technology categories (continued)
11:45–12:53	Maturity assessment
12:53–14:00	Exercise: current state map

Day 2: E-Sourcing

09:00–10:08	E-tender design
10:08–11:00	Reverse auction strategies
11:00–11:30	**Coffee break**
11:30–11:45	Reverse auction strategies (continued)
11:45–12:53	Evaluation and award tools
12:53–14:00	Simulation: reverse auction

Day 3: Supplier and Contract Tools

09:00–10:08	Supplier portals and onboarding
10:08–11:00	Contract lifecycle management
11:00–11:30	**Coffee break**



Course content

11:30–11:45	Contract lifecycle management (continued)
11:45–12:53	Catalogues and guided buying
12:53–14:00	Demonstration: supplier portal

Day 4: Spend Analytics

09:00–10:08	Spend data classification
10:08–11:00	Savings opportunities
11:00–11:30	**Coffee break**
11:30–11:45	Savings opportunities (continued)
11:45–12:53	Dashboards for procurement
12:53–14:00	Workshop: spend cube analysis

Day 5: Building the Roadmap

09:00–10:08	Business case and benefits
10:08–11:00	Vendor selection
11:00–11:30	**Coffee break**
11:30–11:45	Vendor selection (continued)
11:45–12:53	Adoption and change
12:53–14:00	Roadmap draft

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,450.-**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.-**
Paris Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,860.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Cape Town Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,890.-**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,250.-**
Dubai Confirmed dates	25 Jan 2027	29 Jan 2027	**€3,150.-**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.-**
Cape Town Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,890.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.–**
Dubai Confirmed dates	8 Mar 2027	12 Mar 2027	**€3,150.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.–**
Cape Town Confirmed dates	29 Mar 2027	2 Apr 2027	**€1,890.–**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**€1,250.–**
Rome Confirmed dates	19 Apr 2027	23 Apr 2027	**€2,450.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
London Confirmed dates	3 May 2027	7 May 2027	**€2,450.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Barcelona Confirmed dates	24 May 2027	28 May 2027	**€2,840.-**
Online Confirmed dates	24 May 2027	28 May 2027	**€1,250.-**
London Confirmed dates	14 Jun 2027	18 Jun 2027	**€2,450.-**
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**€1,250.-**
Rome Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,450.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Dubai Confirmed dates	26 Jul 2027	30 Jul 2027	**€3,150.-**
Online Confirmed dates	26 Jul 2027	30 Jul 2027	**€1,250.-**
Vienna Confirmed dates	9 Aug 2027	13 Aug 2027	**€2,940.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**
Istanbul Confirmed dates	30 Aug 2027	3 Sept 2027	**€2,650.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**€1,250.-**
Frankfurt Confirmed dates	20 Sept 2027	24 Sept 2027	**€2,650.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Vienna Confirmed dates	11 Oct 2027	15 Oct 2027	**€2,940.-**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**
Barcelona Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,840.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Kuala Lumpur Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,450.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
Amsterdam Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,540.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online