Strategic Sourcing and Procurement Training Course

OGT-1081 · 5 days · 30 CPD hours · English

OVERVIEW

Strategic sourcing and procurement play a critical role in controlling operational expenditure, strengthening supplier performance, and maintaining the commercial competitiveness of oil and gas organisations. In an industry characterised by complex supply chains, capital-intensive projects, fluctuating commodity markets, demanding operational requirements, and extensive supplier networks, procurement decisions directly influence business performance. The Strategic Sourcing and Procurement Training Course provides a comprehensive corporate-focused approach to developing effective sourcing strategies, managing supplier relationships, optimising procurement expenditure, and improving commercial value across the oil and gas sector.

Strategic sourcing for the Oil & Gas Industry requires more than negotiating favourable purchasing prices. It involves understanding business requirements, evaluating supply market conditions, assessing supplier capabilities, managing procurement risks, and establishing long-term sourcing arrangements that support operational continuity. Organisations must coordinate procurement activities across exploration, drilling, production, refining, transportation, maintenance, and infrastructure development while maintaining control over cost, quality, delivery, and contractual obligations.

This training course by Oil & Gas Training Institute focuses on strengthening the strategic and commercial capabilities of professionals responsible for sourcing, purchasing, supply chain management, and procurement operations. It examines how organisations can develop an integrated procurement strategy that aligns sourcing decisions with corporate objectives, operational priorities, project requirements, and financial performance targets.

Participants will examine the complete strategic sourcing lifecycle, from spend analysis and market intelligence to supplier selection, contract negotiation, performance monitoring, and continuous improvement. Particular attention is given to category management, sourcing optimisation, supplier relationship management, and the development of procurement frameworks that deliver measurable commercial benefits.

The programme also addresses the complexities of oil and gas procurement, where specialised equipment, technical services, drilling materials, engineering contractors, maintenance supplies, and critical operational components require carefully managed sourcing arrangements. Procurement teams must evaluate suppliers against technical specifications, financial stability, delivery capabilities, quality requirements, operational reliability, and commercial competitiveness.

An effective procurement strategy also requires strong coordination between procurement, finance, engineering, operations, legal, project management, and supply chain departments. Misalignment between these functions can result in unnecessary expenditure, delayed project delivery, supplier disputes, and operational disruptions. This course examines practical approaches to improving cross-functional collaboration and ensuring procurement decisions reflect the wider business requirements of oil and gas organisations.

Through commercial case discussions, industry-focused scenarios, and strategic procurement applications, the programme explores how sourcing professionals can improve supplier competitiveness, strengthen procurement

governance, and establish sustainable commercial relationships. It also considers the role of procurement technology, digital sourcing platforms, spend analytics, supplier databases, and performance measurement systems in improving procurement visibility and decision-making.

The Strategic Sourcing and Procurement Training Course is designed to support organisations seeking stronger procurement control, improved supplier performance, and more effective management of sourcing expenditure. It provides professionals with the commercial perspective and strategic capabilities required to transform procurement from a transactional purchasing function into a business-focused contributor to organisational performance.

OBJECTIVES

- Develop strategic sourcing frameworks aligned with corporate objectives, operational requirements, and commercial priorities.
- Evaluate the role of strategic sourcing for the Oil & Gas Industry in controlling expenditure and improving supply chain performance.
- Design an effective procurement strategy based on business requirements, supply market intelligence, and sourcing objectives.
- Conduct procurement spend analysis to identify cost-saving opportunities, expenditure patterns, and sourcing improvement areas.
- Apply category management principles to organise procurement expenditure and establish category-specific sourcing strategies.
- Evaluate suppliers using structured assessment criteria covering technical capabilities, financial stability, quality, reliability, and commercial performance.
- Strengthen supplier selection processes through competitive evaluation, tender analysis, and supplier qualification.
- Implement supplier relationship management approaches that support collaboration, accountability, and long-term supplier performance.
- Improve sourcing optimisation through demand consolidation, procurement planning, market analysis, and strategic supplier allocation.
- Manage commercial negotiations to achieve favourable pricing, contractual conditions, delivery arrangements, and service commitments.

- Identify and manage procurement risks associated with supplier dependency, market volatility, supply interruptions, and contractual exposure.
- Establish procurement performance indicators to measure sourcing effectiveness, supplier performance, and commercial outcomes.
- Improve coordination between procurement, finance, engineering, operations, and project management functions.
- Evaluate digital procurement technologies and analytical tools that improve sourcing visibility and purchasing control.
- Establish continuous improvement approaches that enhance procurement efficiency and long-term organisational value.

TRAINING METHODOLOGY

- Expert-Led Presentations: Structured sessions covering strategic sourcing, procurement strategy, supplier selection, category management, and supplier relationship management.
- Industry Case Studies: Examination of realistic oil and gas procurement scenarios involving equipment sourcing, contractor selection, supplier performance, and commercial challenges.
- Practical Sourcing Exercises: Application of sourcing frameworks, spend analysis, supplier evaluation criteria, and procurement planning techniques.
- Commercial Negotiation Simulations: Practical exercises involving supplier negotiations, pricing strategies, contractual conditions, and commercial decision-making.
- Group Discussions: Collaborative discussions addressing procurement challenges, supply market developments, sourcing risks, and opportunities for procurement improvement.
- Supplier Evaluation Exercises: Assessment of supplier capabilities using technical, financial, commercial, quality, and delivery performance criteria.
- Category Management Applications: Practical exploration of procurement categorisation, expenditure analysis, sourcing priorities, and category-specific strategies.
- Performance Measurement Workshops: Examination of procurement KPIs, supplier scorecards, cost-saving measurements, and sourcing performance indicators.

- Digital Procurement Insights: Discussion of procurement technologies, spend analytics, electronic sourcing platforms, and supplier management systems.

- Strategic Action Planning: Development of practical approaches for improving sourcing effectiveness, procurement governance, supplier performance, and organisational value.

ORGANISATIONAL IMPACT

- Improved Procurement Cost Control: Strengthens expenditure management through spend analysis, strategic sourcing, category management, and cost optimisation.

- Enhanced Supplier Selection: Establishes structured supplier evaluation processes that support better purchasing decisions and supplier suitability.

- Stronger Supplier Relationships: Improves collaboration, supplier accountability, and long-term commercial relationships.

- Optimised Sourcing Activities: Identifies opportunities for supplier consolidation, demand aggregation, competitive sourcing, and procurement efficiency.

- Reduced Supply Chain Risks: Strengthens supplier risk assessment and sourcing continuity planning to minimise procurement-related disruptions.

- Improved Contractual Performance: Enhances commercial negotiations, contract administration, and monitoring of supplier obligations.

- Greater Procurement Transparency: Supports effective procurement governance, expenditure visibility, and accountability across purchasing activities.

- Better Cross-Functional Coordination: Improves alignment between procurement, finance, engineering, operations, and project management teams.

- Stronger Operational Continuity: Supports the timely sourcing of critical equipment, materials, and services required for oil and gas operations.

- Sustainable Commercial Value: Promotes long-term procurement improvements through performance measurement, supplier development, and continuous sourcing optimisation.

PERSONAL IMPACT

- Improved understanding of strategic sourcing principles and their commercial applications in the oil and gas industry.
- Enhanced capabilities in procurement strategy development, supplier evaluation, and category management.
- Stronger commercial negotiation and supplier relationship management skills.
- Improved ability to analyse procurement expenditure, identify cost-saving opportunities, and evaluate total cost of ownership.
- Greater confidence in managing supplier performance and addressing sourcing challenges.
- Enhanced understanding of procurement risks, contractual obligations, and supply chain vulnerabilities.
- Improved analytical and decision-making capabilities through procurement data and market intelligence.
- Stronger coordination and communication with finance, engineering, operations, and commercial departments.
- Greater professional effectiveness in managing strategic procurement responsibilities.
- Improved ability to contribute to procurement transformation and continuous improvement initiatives.

WHO SHOULD ATTEND

- Procurement Directors and Heads of Procurement responsible for procurement governance, sourcing policies, and strategic purchasing decisions.
- Strategic Sourcing Managers overseeing sourcing frameworks, category strategies, supplier markets, and commercial value creation.
- Procurement Managers responsible for managing purchasing activities, supplier performance, tendering, and procurement operations.
- Supply Chain Managers coordinating supplier networks, material availability, logistics, and procurement planning.
- Category Managers managing specialised procurement categories, supplier portfolios, expenditure analysis, and category performance.
- Contract Managers responsible for commercial agreements, contractual negotiations, supplier obligations, and contract administration.

- Commercial Managers involved in cost control, procurement evaluation, commercial risk management, and contract performance.
- Purchasing Managers responsible for purchasing operations, supplier selection, purchase orders, and procurement coordination.
- Project Procurement Managers overseeing sourcing activities for engineering, construction, drilling, and infrastructure projects.
- Vendor Management Professionals responsible for supplier qualification, performance assessment, and relationship development.
- Materials and Logistics Managers coordinating material requirements, supplier delivery schedules, inventory availability, and operational support.
- Finance and Cost Control Professionals involved in procurement budgeting, expenditure monitoring, and commercial performance analysis.
- Engineering and Operations Professionals who participate in technical evaluations, procurement specifications, and supplier assessments.
- Senior Executives and Department Heads seeking stronger procurement governance, sourcing efficiency, and supply chain competitiveness.

COURSE OUTLINE

Day 1

- Strategic sourcing concepts, principles, and organisational importance
- The evolution of procurement from transactional purchasing to strategic business management
- Strategic sourcing for the Oil & Gas Industry and its operational requirements
- Procurement functions across upstream, midstream, and downstream operations
- Understanding oil and gas supply markets and procurement complexity
- Alignment between corporate strategy, procurement objectives, and operational requirements

- Procurement lifecycle management and sourcing decision frameworks
- Identifying business requirements and establishing sourcing priorities
- Procurement policies, governance structures, and organisational responsibilities
- Procurement planning and demand forecasting
- Market intelligence and supply market assessment
- Understanding cost drivers and expenditure structures in oil and gas procurement
- Cross-functional coordination between procurement, finance, engineering, and operations
- Identifying strategic sourcing opportunities across major procurement categories

Day 2

- Developing an integrated procurement strategy
- Aligning sourcing strategies with corporate financial and operational objectives
- Strategic procurement planning and expenditure prioritisation
- Procurement spend analysis and expenditure classification
- Identifying high-value, critical, and recurring procurement categories
- Category management principles and strategic applications
- Developing category-specific sourcing strategies
- Demand analysis, specification management, and purchasing consolidation
- Supply market segmentation and competitive market assessment
- Make-or-buy analysis and outsourcing decisions
- Total Cost of Ownership and lifecycle cost evaluation
- Cost analysis, benchmarking, and value assessment

- Strategic sourcing models and procurement portfolio analysis
- Sourcing optimisation through demand consolidation and supplier rationalisation
- Managing procurement budgets and commercial targets
- Developing category management plans and performance objectives

Day 3

- Supplier identification and market intelligence
- Supplier prequalification and registration processes
- Establishing supplier selection criteria and evaluation frameworks
- Technical, commercial, and financial supplier assessment
- Evaluating supplier capacity, production capabilities, and delivery performance
- Supplier due diligence and financial stability assessment
- Tendering procedures and competitive bidding strategies
- Request for Information, Request for Quotation, and Request for Proposal processes
- Technical bid evaluation and commercial bid analysis
- Supplier risk profiling and supply market dependency
- Supplier relationship management strategies and frameworks
- Strategic supplier partnerships and long-term sourcing arrangements
- Supplier performance monitoring and review mechanisms
- Managing supplier communication, collaboration, and accountability
- Supplier development and continuous performance improvement
- Managing underperforming suppliers and corrective action processes

Day 4

- Strategic commercial negotiation principles and preparation
- Developing negotiation objectives and commercial strategies
- Supplier negotiations involving pricing, payment terms, and delivery conditions
- Competitive negotiation and value-based purchasing
- Evaluating commercial proposals and contractual terms
- Contract strategy development and sourcing agreement structures
- Procurement contract administration and performance monitoring
- Managing contractual obligations, variations, and amendments
- Pricing mechanisms and cost escalation considerations
- Managing procurement risks across oil and gas supply chains
- Supplier concentration, dependency, and continuity risks
- Supply market volatility and commodity price exposure
- Managing procurement disruptions and alternative sourcing arrangements
- Contractual risk allocation and commercial exposure
- Procurement compliance, internal controls, and approval processes
- Dispute prevention and supplier performance resolution
- Managing procurement risks throughout the sourcing lifecycle

Day 5

- Establishing strategic procurement performance frameworks
- Key Performance Indicators for sourcing and procurement functions

- Measuring procurement savings and cost avoidance
- Supplier performance scorecards and evaluation systems
- Monitoring procurement cycle times and sourcing effectiveness
- Spend analytics and data-driven procurement decisions
- Digital procurement platforms and electronic sourcing systems
- Procurement automation and process integration
- Supplier databases and digital vendor management
- Applying data analytics to category management and sourcing decisions
- Procurement forecasting and demand planning technologies
- Improving sourcing visibility and expenditure transparency
- Continuous improvement in procurement processes
- Developing procurement transformation strategies
- Strengthening collaboration across procurement and business functions
- Establishing strategic sourcing improvement plans
- Measuring long-term commercial value and organisational procurement performance

SCHEDULED DATES

Dates	Venue	Format	Fee
22 - 26 Mar 2027	Abu Dhabi, United Arab Emirates	In person	$3,950
22 - 26 Mar 2027	Abuja, Nigeria	In person	$3,950
22 - 26 Mar 2027	Accra, Ghana	In person	$3,950
22 - 26 Mar 2027	Addis Ababa, Ethiopia	In person	$3,950
22 - 26 Mar 2027	Al Ain, United Arab Emirates	In person	$3,950

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22 - 26 Mar 2027	Al Khobar, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Alberta, Canada	In person	$3,950
22 - 26 Mar 2027	AlUla, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Amman, Jordan	In person	$3,950
22 - 26 Mar 2027	Amsterdam, The Netherlands	In person	$3,950
22 - 26 Mar 2027	Athens, Greece	In person	$3,950
22 - 26 Mar 2027	Baku, Azerbaijan	In person	$3,950
22 - 26 Mar 2027	Barcelona, Spain	In person	$3,950
22 - 26 Mar 2027	Berlin, Germany	In person	$3,950
22 - 26 Mar 2027	Boston, USA	In person	$3,950
22 - 26 Mar 2027	Brussels, Belgium	In person	$3,950
22 - 26 Mar 2027	Budapest, Hungary	In person	$3,950
22 - 26 Mar 2027	Cairo, Egypt	In person	$3,950
22 - 26 Mar 2027	Cape Town, South Africa	In person	$3,950
22 - 26 Mar 2027	Casablanca, Morocco	In person	$3,950
22 - 26 Mar 2027	Dammam, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Dhahran, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Doha, Qatar	In person	$3,950
22 - 26 Mar 2027	Dubai, United Arab Emirates	In person	$3,950
22 - 26 Mar 2027	Edinburgh, United Kingdom	In person	$3,950
22 - 26 Mar 2027	Edmonton, Canada	In person	$3,950
22 - 26 Mar 2027	Frankfurt, Germany	In person	$3,950
22 - 26 Mar 2027	Geneva, Switzerland	In person	$3,950
22 - 26 Mar 2027	Houston, USA	In person	$3,950
22 - 26 Mar 2027	Istanbul, Turkey	In person	$3,950
22 - 26 Mar 2027	Jakarta, Indonesia	In person	$3,950

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22 - 26 Mar 2027	Jeddah, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Jubail, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Khamis Mushait, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Kigali, Rwanda	In person	$3,950
22 - 26 Mar 2027	Kuala Lumpur, Malaysia	In person	$3,950
22 - 26 Mar 2027	Lisbon, Portugal	In person	$3,950
22 - 26 Mar 2027	Liverpool, United Kingdom	In person	$3,950
22 - 26 Mar 2027	London, United Kingdom	In person	$3,950
22 - 26 Mar 2027	Los Angeles, USA	In person	$3,950
22 - 26 Mar 2027	Luanda, Angola	In person	$3,950
22 - 26 Mar 2027	Madrid, Spain	In person	$3,950
22 - 26 Mar 2027	Manama, Bahrain	In person	$3,950
22 - 26 Mar 2027	Marbella, Spain	In person	$3,950
22 - 26 Mar 2027	Marrakech, Morocco	In person	$3,950
22 - 26 Mar 2027	Miami, USA	In person	$3,950
22 - 26 Mar 2027	Milan, Italy	In person	$3,950
22 - 26 Mar 2027	Munich, Germany	In person	$3,950
22 - 26 Mar 2027	Muscat, Oman	In person	$3,950
22 - 26 Mar 2027	Nairobi, Kenya	In person	$3,950
22 - 26 Mar 2027	New York, USA	In person	$3,950
22 - 26 Mar 2027	Nice, France	In person	$3,950
22 - 26 Mar 2027	Oslo, Norway	In person	$3,950
22 - 26 Mar 2027	Paris, France	In person	$3,950
22 - 26 Mar 2027	Port Louis, Mauritius	In person	$3,950
22 - 26 Mar 2027	Prague, Czech Republic	In person	$3,950
22 - 26 Mar 2027	Pretoria, South Africa	In person	$3,950

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22 - 26 Mar 2027	Riyadh, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Rome, Italy	In person	$3,950
22 - 26 Mar 2027	Sarajevo, Bosnia and Herzegovina	In person	$3,950
22 - 26 Mar 2027	Sharm El Sheikh, Egypt	In person	$3,950
22 - 26 Mar 2027	Singapore, Singapore	In person	$3,950
22 - 26 Mar 2027	Stockholm, Sweden	In person	$3,950
22 - 26 Mar 2027	Tokyo, Japan	In person	$3,950
22 - 26 Mar 2027	Toronto, Canada	In person	$3,950
22 - 26 Mar 2027	Tromso, Norway	In person	$3,950
22 - 26 Mar 2027	Vienna, Austria	In person	$3,950
22 - 26 Mar 2027	Zagreb, Croatia	In person	$3,950
22 - 26 Mar 2027	Zurich, Switzerland	In person	$3,950
22 - 26 Mar 2027	Online, Virtual	Online	$3,950
19 - 23 Jul 2027	Abu Dhabi, United Arab Emirates	In person	$3,950
19 - 23 Jul 2027	Abuja, Nigeria	In person	$3,950
19 - 23 Jul 2027	Accra, Ghana	In person	$3,950
19 - 23 Jul 2027	Addis Ababa, Ethiopia	In person	$3,950
19 - 23 Jul 2027	Al Ain, United Arab Emirates	In person	$3,950
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19 - 23 Jul 2027	Cape Town, South Africa	In person	$3,950
19 - 23 Jul 2027	Casablanca, Morocco	In person	$3,950
19 - 23 Jul 2027	Dammam, Saudi Arabia	In person	$3,950
19 - 23 Jul 2027	Dhahran, Saudi Arabia	In person	$3,950
19 - 23 Jul 2027	Doha, Qatar	In person	$3,950
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22 - 26 Nov 2027	Tokyo, Japan	In person	$3,950
22 - 26 Nov 2027	Toronto, Canada	In person	$3,950
22 - 26 Nov 2027	Tromso, Norway	In person	$3,950
22 - 26 Nov 2027	Vienna, Austria	In person	$3,950
22 - 26 Nov 2027	Zagreb, Croatia	In person	$3,950
22 - 26 Nov 2027	Zurich, Switzerland	In person	$3,950
22 - 26 Nov 2027	Online, Virtual	Online	$3,950

CERTIFICATE

Upon successful completion of the Strategic Sourcing and Procurement Training Course, participants will receive a certificate of completion from Oil & Gas Training Institute. The certificate recognises their professional development and enhanced understanding of strategic sourcing, procurement strategy, supplier selection, category management,

supplier relationship management, and sourcing optimisation within the oil and gas industry.

It acknowledges their ability to apply strategic procurement principles, evaluate supplier performance, manage commercial sourcing activities, and contribute to improved procurement efficiency and organisational value.