

SPARK

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

e-Procurement

Professional training programme



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

info@sparktraining.eu

+31 85 115 0004 | sparktraining.eu

— Workshop Overview

e-Procurement refers to the business-to-business purchase and sale of goods and services over the Internet. For many Fortune 500 companies and large local organizations, applying best practices in e-Procurement is becoming an essential skill for all employees and suppliers involved in the procurement process. This The Complete Course on e-Procurement training course delves into the key elements of effective e-Procurement, focusing on people, processes, and technology tailored to various organizational needs. The course begins with a brief overview of End-to-End Procurement before exploring the “e” perspective. It then maps the End-to-End Procurement process to the latest e-Procurement systems and traditional ERP systems. Participants will examine the business case for modern e-Procurement compared to traditional ERP systems (Procure-to-Pay) and will be introduced to a best-practice approach for implementing an e-Procurement system in depth.

Why Attend

This course uses instructor-led sessions, guided discussion, and practical exercises built around Day One: Traditional Procurement Procedures, Day Two: e-Procurement Development, Day Three: e-Procurement Models and Negotiation, and day four: e-procurement management.

Who Should Attend

Professionals in Purchasing, Procurement and Supply Management Operations and Finance
All Those Interested in the Development and Implementation of an e-Procurement System
Suppliers who Deal with Customers Using e-Procurement System
Professionals in IT Project Management, Change

— Learning Objectives

- Learn the Differences Between Traditional ERP vs e-Procurement
- Understand the Requirements Needed to Develop an e-Procurement System
- Appreciate the Best Practice in an e-Procurement Implementation
- Grasp the Importance and Techniques in Change Management to e-Procurement
- Learn How to Manage and Reap the Benefits of e-Procurement

Course Outline

DAY
1

Day One: Traditional Procurement Procedures

- Procurement in the organization
- Strategic sourcing
- Supplier evaluation and performance
- Apply performance to procurement decisions
- What is e-procurement
- Pre-requisites for developing an e-procurement system

DAY
2

Day Two: e-Procurement Development

- Steps in developing an e-procurement system
- The capabilities of e-procurement
- Developing an e-procurement internal customer ordering and approvals system
- Developing an e-quotation preparations system
- Developing an e-quotation evaluation system
- Developing an e-purchase order system

DAY
3

Day Three: e-Procurement Models and Negotiation

- E-Procurement business models
- Avoiding confrontational negotiating
- New techniques in influencing
- Understanding the other negotiator's power
- Negotiating pressure points and countermeasures
- Negotiation exercises

DAY
4

Day Four: e-Procurement Management

- E-procurement workflows
- E-procurement processes
- Managing an e-procurement system
- E-procurement hardware and software
- E-procurement user administration
- E-procurement

DAY

5

Day Five: Organizational Improvement through e-Procurement

- Integrating e-procurement systems into the business process
- Integration issues
- E-procurement and contract law
- Contracts and electronic signatures
- Contract formation and e-trading
- Making changes in the organization

— Upcoming Classroom Dates

DATE	LOCATION	FEE
19 - 23 October 2026	Barcelona - Spain	€1,925
2 - 6 November 2026	London - United Kingdom	€2,100
21 - 25 December 2026	Munich - Germany	€1,725
18 - 22 January 2027	Frankfurt - Germany	€1,625
15 - 19 February 2027	Barcelona - Spain	€1,925
15 - 19 March 2027	Frankfurt - Germany	€1,625
19 - 23 April 2027	Rome - Italy	€2,125
17 - 21 May 2027	Kuala Lumpur - Malaysia	€1,400

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.