Hotels and Supply: Optimizing Procurement for Hospitality

11 – 15 January 2027
Prague (Czech)



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Why This Course

Efficient supply chain and procurement management are critical for delivering exceptional guest experiences while controlling costs in the hospitality industry. This intensive 1-week program equips hospitality professionals with the knowledge, strategies, and practical tools to optimize hotel supply chains, enhance vendor relationships, and implement sustainable procurement practices. Through case studies, exercises, and interactive discussions, participants will gain the skills to drive operational efficiency and business performance.

What You'll Learn and Practice

By attending this course, you will be able to:

- Understand the end-to-end hotel supply chain and its impact on operations.
- Apply strategic sourcing and vendor management techniques to secure optimal contracts.
- Implement sustainable and ethical procurement practices.
- Enhance inventory management and demand forecasting for efficient operations.
- Measure and improve supply chain performance using key metrics.

The Program Flow

Day 1: Introduction to Hotel Supply Chain Management

- Overview of hotel supply chain components
- Key stakeholders in the procurement process
- Supply chain challenges specific to the hospitality industry
- Impact of effective procurement on guest satisfaction

Day 2: Strategic Sourcing and Vendor Management

- Vendor selection criteria and evaluation methods
- Negotiation strategies for optimal contracts
- Building and maintaining strong supplier relationships
- Risk management in the supply chain



Day 3: Inventory Management and Demand Forecasting

- Inventory control techniques for hotels
- Demand forecasting models for hospitality operations
- Just-in-time inventory management
- Technology solutions for inventory tracking

Day 4: Sustainable and Ethical Sourcing

- Implementing green procurement practices
- Ethical considerations in hotel supply chains
- Local sourcing strategies and benefits
- Certifications and standards for sustainable procurement

Day 5: Cost Optimization and Performance Metrics

- Strategies for reducing procurement costs
- Key performance indicators for supply chain efficiency
- Analyzing and improving procurement processes
- Benchmarking and continuous improvement techniques

Individual Impact

Participants will leave this program with:

- A strategic sourcing plan tailored to their hotel or hospitality business.
- A roadmap for implementing sustainable procurement practices.
- Tools and strategies to reduce costs and enhance supply chain efficiency.
- Practical metrics to monitor and continuously improve procurement performance.

Organizational Impact

Organizations will benefit from:

- Optimized supply chain processes that enhance operational efficiency.
- Cost savings through improved sourcing, negotiation, and inventory management.
- Stronger supplier relationships and more reliable procurement outcomes.
- Adoption of sustainable practices that align with corporate social responsibility goals.



Training Methodology

- Interactive lectures with practical exercises
- Case studies and scenario-based learning from the hospitality industry
- Group discussions and peer collaboration
- Hands-on application of sourcing, procurement, and inventory management tools

Beyond the Course

By the end of this 1-week program, participants will be ready to:

- Design and implement optimized hotel supply chain strategies.
- Negotiate effectively with vendors while ensuring sustainability and ethical practices.
- Apply advanced inventory management and forecasting techniques.
- Track, measure, and continuously improve procurement performance.

