E-Procurement Implementation and Management Masterclass

22 – 26 February 2027
Rome (Italy)



E-Procurement Implementation and Management Masterclass

Ref: 322886_217662 **Date:** 22 – 26 February 2027 **Location:** Rome (Italy) **Fees:** 5200 GBP

Course Description

This comprehensive 1-week course equips professionals with the knowledge and skills to successfully implement and manage e-procurement systems. Participants will learn the fundamentals of e-procurement, strategies for system development, negotiation techniques, integration best practices, and optimization methods. The course combines theoretical concepts with practical applications to ensure participants can effectively apply their learning in real-world scenarios.

Learning Objectives

- Understand the principles and benefits of e-procurement systems
- Develop strategies for implementing e-procurement in various organizational contexts
- Master negotiation techniques specific to e-procurement processes
- Learn best practices for integrating e-procurement with existing business systems
- Acquire skills to manage and optimize e-procurement systems for maximum efficiency

Course Modules

Day 1: E-Procurement Fundamentals

- Introduction to e-procurement concepts and benefits
- E-procurement models and their applications
- Strategic sourcing in the digital age
- Assessing organizational readiness for e-procurement

Day 2: E-Procurement System Development

- Designing e-procurement workflows and processes
- Key components of e-procurement systems
- Selecting appropriate e-procurement software and tools
- Security considerations in e-procurement

Day 3: E-Procurement Negotiation and Supplier Management

- E-auction strategies and best practices
- Negotiation techniques in digital environments
- Supplier onboarding and relationship management
- Performance metrics and supplier evaluation



Day 4: E-Procurement Integration and Implementation

- Integrating e-procurement with existing ERP systems
- Change management strategies for e-procurement adoption
- Implementation roadmap and timeline planning
- Overcoming common integration challenges

Day 5: E-Procurement Management and Optimization

- Key performance indicators for e-procurement success
- Data analytics and reporting in e-procurement
- Continuous improvement strategies
- Future trends and innovations in e-procurement

Practical Wins for Participants

- Develop a customized e-procurement implementation plan
- Create effective e-procurement workflows and processes
- Improve negotiation outcomes in digital procurement environments
- Optimize existing e-procurement systems for enhanced performance

