Strategic Sourcing 101
Supply Chain Course Curriculum

What Students will Learn?

Instructor Chris Roy, MBA, with two decades in Sourcing & Procurement, will serve as the expert guide throughout this comprehensive course. Students will gain invaluable insights into the intricacies of the Sourcing and Procurement process, focusing on the entire Procure-to-Pay process with a goal of providing cost savings, mitigating risk & Streamlining contract negotiations.

This course offers a deep dive into various critical aspects of Procurement and Strategic Sourcing Strategy. Students will learn how to navigate the complexities of contract negotiations and discover techniques to managing strategic sourcing Projects.

Bonus: Student gain a sneak peek into using Microsoft Application and AI tools to automate Procurement activities. Students will discover how automation and strategic sourcing can lead to substantial cost savings, mitigate risks, and create new opportunities for their organization.

Module	Students Will Learn
Introduction to Strategic Sourcing	
1. Sourcing vs Purchasing	Learn the differences between Sourcing and Purchasing.
2. The Banana Demo	Strategic Sourcing using real work scenario to get introduced to deal analysis, budget & Forecasting.
3. Solicitation & Contracting	Learn the processes of solicitation and contracting.
4. Needs Assessment	Learn to define your clients' Scope and Requirements.
5. Forecast, Budget & Planning	Learn Sourcing and Procurement techniques to integrate your client's Forecast & Budgets into your sourcing strategy.
6. Supplier Types	Deep dive into the various supplier types and discover various options for soliciting the best deal.

7. Sole vs Single Source Supplier	Understand the differences between sole & single source suppliers and how they influence Sourcing decisions.
8. Request for Information (RFX)	Learn about the Request for Information- Deep dive into requesting information from suppliers, benefits, purpose. Learn when and how its applied.
9. Request for Proposal & Quotation (RFX)	Learn about the Request for Proposal & Quotation- Deep dive into requesting Proposal and Quotations from suppliers, benefits, purpose. Learn when and how to apply each type of solicitation (both RFP & RFQ's).
Contract Negotiations	
10. Contract Hierarchy	Understand common contract types and how they can be leveraged in your Strategic Sourcing Strategy.
11. Non-Disclosure Agreements	Learn about Non-Disclosure Agreements, the various types & purpose. Learn when to use them and how each protect your information.
12. Master Contracts & Statements of Work	Explore Master Agreements and Statements of Work (SOW's), common terms and contract logistics.
13. Change Orders & Amendments	Learn how to make changes or updates to your contracts after they've gone into effect.
14. Termination Rights	Learn various contract provisions which allow flexible termination rights (How to get out of your contracts).
15. Renewal & In-Term Rights	Learn various contract provision which allow rights during the term (i.e., right to buy more at contracted rate) and rights upon renewal (i.e., price).
16. Concession Strategy	Understanding Concessions and Sourcing Tips to optimize savings, reduce risk & provide value to your business.
17. Discount & Tiered Pricing Models	Explore various discount structures including the tiered pricing model, purpose, and cost optimization strategy.

Project Management	
18. Internal Team Building	Learn strategies to discover and build your teams internally with your stakeholders organized as project participants, Roles & Responsibilities
19. Approvals & RACI Matrix	RACI Matrix to assign activities to teams/individuals and assign team involvement. Pro tips to help facilitate Contracts through internal approvals by preparing for leadership communication & Contingency planning.
Microsoft Apps & AI Tools (Bonus)	
20. Building a Requisition Form & Management system	Instructor will provide a live demo Students will review steps to create a Requisition Form using Microsoft, Forms, Power automate & SharePoint. Students will learn how to use these applications to move and centralize data to manage, resolve & keep track of Procurement requests.
21. Blueprint for Automated Reporting Concepts for Generative AI	Instructor will provide the blueprint adding from the concepts of the Building a Requisition course to reveal and blueprint for automating reporting. This is a sneak peak at the next model.