



aractech

Global Learning for Operational Leaders

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

e-Procurement

Contact

+31 85 7444446
info@aractech.com
<https://aractech.com>

Address

Waarderweg 50, 2031PB Haarlem - Netherlands.

Course content

Why Attend

Course Introduction

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.

Course Methodology

Course Objectives

Target Audience

Course outline

Detailed course outline

Day-by-day outline for e-Procurement.

Day 1 - 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 - 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

Course outline

Detailed course outline

Day-by-day outline for e-Procurement.

Day 3 - 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 - 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

Course outline

Detailed course outline

Day-by-day outline for e-Procurement.

Day 5 - 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

Seminar dates

Available seminar dates

Live dates and pricing for e-Procurement generated from the course details page.

| Date | Location | Format | Fee |
|------------------------|--------------|-----------|--------|
| 22 - 26 June 2026 | Barcelona | Classroom | €2,695 |
| 13 - 17 July 2026 | Frankfurt | Classroom | €2,275 |
| 17 - 21 August 2026 | Rome | Classroom | €2,975 |
| 21 - 25 September 2026 | Kuala lumpur | Classroom | €1,575 |
| 19 - 23 October 2026 | Barcelona | Classroom | €2,695 |
| 2 - 6 November 2026 | London | Classroom | €2,940 |
| 21 - 25 December 2026 | Munich | Classroom | €2,415 |

Live online option

Online delivery is available at €1,250.