



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-037

Make-or-Buy and Outsourcing Decisions

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Course content

Why Attend

Deciding whether to produce in-house or buy from suppliers affects cost, capability, risk and strategic control. Many make-or-buy decisions are made on incomplete cost comparisons.

This Aractech course covers strategic make-or-buy frameworks, core competence analysis, total cost comparison, risk and capability assessment, outsourcing and insourcing decisions, transition planning and governance. Participants analyse a make-or-buy case.

Course Methodology

- Case studies
- Cost modelling
- Decision workshops
- Group discussions
- Presentations

Course Objectives

- Apply strategic make-or-buy frameworks
- Assess core competences and capabilities
- Compare total costs of options
- Evaluate risks and control implications
- Decide on outsourcing or insourcing
- Plan transition and governance

Target Audience

- Procurement and supply chain managers
- Operations managers

Course content

- Finance managers
- Strategy professionals

Course outline

Detailed course outline

Day-by-day outline for Make-or-Buy and Outsourcing Decisions.

Day 1 - Make-or-Buy Strategy

- 09:00-09:45 | Strategic importance
- 09:45-10:30 | Decision frameworks
- 10:30-11:00 | Core competence
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Core competence (continued)
- 11:45-12:30 | Market capability
- 12:30-14:00 | Exercise: Activity classification

Day 2 - Cost Analysis

- 09:00-09:45 | Total cost comparison
- 09:45-10:30 | Hidden costs
- 10:30-11:00 | Capacity considerations
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Capacity considerations (continued)
- 11:45-12:30 | Volume effects
- 12:30-14:00 | Lab: Cost model

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Day 3 - Risk and Capability

- 09:00-09:45 | Supply risk
- 09:45-10:30 | Intellectual property
- 10:30-11:00 | Quality
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Quality (continued)
- 11:45-12:30 | Flexibility
- 12:30-14:00 | Workshop: Risk assessment

Day 4 - Decisions

- 09:00-09:45 | Outsourcing
- 09:45-10:30 | Insourcing
- 10:30-11:00 | Hybrid models
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Hybrid models (continued)
- 11:45-12:30 | Business cases
- 12:30-14:00 | Case study: Insourcing decision

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Day 5 - Transition and Governance

- 09:00-09:54 | Transition planning
- 09:54-10:48 | Contracts
- 10:48-11:00 | Governance
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Governance (continued)
- 12:12-13:06 | Review
- 13:06-14:00 | Capstone: Make-or-buy recommendation

Seminar dates

Available seminar dates

Live dates and pricing for Make-or-Buy and Outsourcing Decisions generated from the course details page.

Date	Location	Format	Fee
11 - 15 January 2027	Munich	Classroom	€3,225
8 - 12 February 2027	Geneva	Classroom	€4,315
8 - 12 March 2027	Barcelona	Classroom	€2,815
12 - 16 April 2027	Amsterdam	Classroom	€2,830
10 - 14 May 2027	London	Classroom	€2,315
14 - 18 June 2027	Munich	Classroom	€3,225
12 - 16 July 2027	Kuala Lumpur	Classroom	€1,925
9 - 13 August 2027	Amsterdam	Classroom	€2,830
13 - 17 September 2027	London	Classroom	€2,315
11 - 15 October 2027	Munich	Classroom	€3,225

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8 - 12 November 2027	Geneva	Classroom	€4,315
13 - 17 December 2027	Barcelona	Classroom	€2,815
11 - 15 January 2027	Online / Live	Online / Live	€1,815
8 - 12 February 2027	Online / Live	Online / Live	€1,815
8 - 12 March 2027	Online / Live	Online / Live	€1,815
12 - 16 April 2027	Online / Live	Online / Live	€1,815
10 - 14 May 2027	Online / Live	Online / Live	€1,815
14 - 18 June 2027	Online / Live	Online / Live	€1,815
12 - 16 July 2027	Online / Live	Online / Live	€1,815
9 - 13 August 2027	Online / Live	Online / Live	€1,815

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