

SOURCE-TO-PAY EXCELLENCE PROGRAM

Fundamental Series

- Access to 15 courses with self-paced structure, practical tools and guides
- Acadle LMS platform / program support (via WhatsApp)
- Skill application exercises
- Choice of capstone project
- Completion update to designated Immediate Manager or HR (after every course).
- Individual Course Assessment and Completion Certificate
- Program Completion Certificate (meet/exceed Capstone Project score requirement)
- 20% discount on subscription to one advanced/deep-dive course.

Plus free monthly group coaching call / webinar: course specific.

JOIN THE WAITLIST

 evolvingS2P@gmail.com



***SPONSOR A HIGH POTENTIAL
JUNIOR BUYER***

HIGH ROI



FAST TRACK TALENT



STRATEGIC EXPOSURE



TEST DRIVE PARTNERSHIP



Source-to-Pay Excellence Program (Fundamental Series)

Brought to you by **evolvingS2P** powered by **eValoro STS LLC**

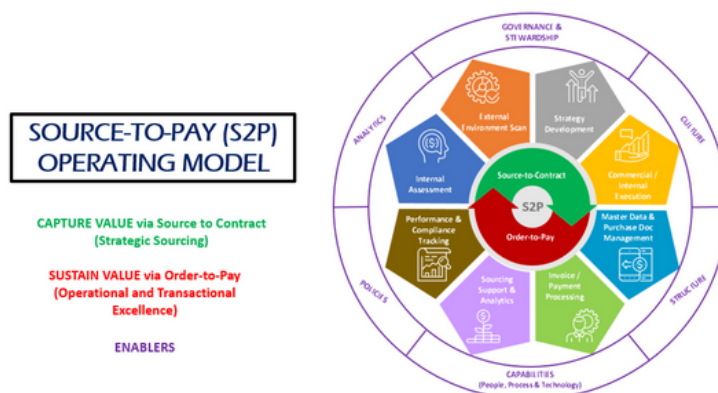
A **results-driven learning experience** designed to transform **high-potential, early-career procurement professionals*** into **strategic contributors**.

Experienced buyers will find this program an excellent **refresher**, while those **transitioning into procurement** will accelerate their learning curve and confidence.

Through 15 intensive courses, practical tools and guides, hands-on exercises, and a capstone project, participants won't just learn—they'll apply, demonstrate, and deliver measurable procurement value.

Corporate sponsors gain immediate ROI and a clear preview of what a strategic procurement capability partner can achieve for their organization.

* < 5 years experience



This program delivers a **comprehensive learning path on Strategic Sourcing processes and critical skill elements**—designed to **turbocharge procurement capability**.

This is **designed to close critical gaps in procurement capability building and skill development**. This series goes beyond traditional learning by **addressing common pain points** such as:

- Limited strategic alignment with business objectives
- Difficulty applying theory to real-world sourcing challenges
- Gaps in analytics, stakeholder engagement, and compliance readiness

What's New and Different?

1. **Business-Aligned Procurement Capability Building** – Every course and module connects procurement actions to enterprise goals, ensuring measurable impact.
2. **Positive Psychology in Negotiations & Relationship Building** – Learn how to leverage behavioral insights to strengthen partnerships and achieve better outcomes.
3. **Heavy Focus on Analytics, Strategy, and Execution** – Master sourcing analytics, develop strategies, and implement them effectively.
4. **Stewardship, Compliance, Sustainability & Continuity** – Build resilience and ethical practices into procurement operations.
5. **Cross-Functional Partnership Emphasis** – Highlighting collaboration between sourcing teams and P2P/transactional teams for seamless Source-to-Pay integration.
6. **Storytelling as a Strategic Skill** – Develop the ability to turn influence into impact by crafting compelling narratives that drive stakeholder buy-in and accelerate decision-making.

Through **15 intensive courses**, practical tools, hands-on exercises, and a capstone project, participants won't just learn—they'll **apply, demonstrate, and deliver procurement value**.

SOURCE-TO-PAY Excellence Program – Fundamentals Series

Program Objectives:

By the end of the training program, training participants will have the foundational competency to create strategic value, support organizational goals, and enhance their professional growth in procurement:

1. Build solid foundational mastery of the strategic sourcing process and the skills and tools that enable value creation and work process improvement.

- Develop robust **sourcing strategies** and implement with excellence.
- **Teach and coach** - help develop others
- **Strengthen due diligence and controls** in source-to-pay activities
- Deliver **supply and service assurance, cost savings, and innovation**
- Improve **source-to-pay work processes** (more efficient and compliant)
- **Enhance engagement with internal stakeholders**
- **Strengthen supplier management** and development

2. Formulate sourcing strategies based on data and analytics-driven choices, intervention, and tactics.

- **Lead/enable sourcing strategy** development
- **Extract actionable insights** from data and analytics
- **Develop strategic choices, interventions, and tactics**
- Demonstrate **strategic leadership and analytic thinking**
- **Collaborate** internally and externally

3. Execute with excellence the strategic choices, interventions, and sourcing tactics to deliver desired business results

- **Execute** sourcing tactics timely and **with excellence**
- **Develop detailed execution plans**, including schedule and resource allocation
- **Leverage sourcing tactics** to enhance internal collaboration and supplier relationships
- **Drive strategic sourcing team and supplier performance**

4. Re-apply best in class practices from cost savings framework and create more value for the company

- **Deliver cost savings** and **mitigate upcharges**
- **Develop a pipeline of cost savings** ideas and strategies
- Create and drive **more value beyond cost savings**
- **Deliver competitive advantage:** cost leadership and differentiation

5. Enable transformative changes that demonstrate the value of Procurement organization and strategic sourcing

- **Enhance the reputation of the procurement organization** as a strategic contributor to the business and organization results.
- **Create value beyond cost savings:** sales growth, innovation via supplier collaboration, and sustainability in sourcing.
- **Enhance internal collaboration** and **strengthen essential supplier relationships.**
- **Improve readiness for digital transformation and use of AI and AI tools.**

Sponsor an early-career Procurement team member now!

Brought to you by **e2e Solutions Consulting** in cooperation with **eValoro STS LLC**

Offer to Corporate Sponsors @ USD 1,997

- Access to 15 courses with self-paced structure
- Acadle LMS platform support (via WhatsApp)
- Skill application exercises, course assessment, and a capstone project
- Completion update to designated Immediate Manager or HR (after every course).
- Individual Course Completion Certificate
- Program Completion Certificate (meet/exceed Capstone Project score requirement)
- 20% discount on subscription to one advanced/deep-dive course

Plus free monthly group coaching call / webinar: course specific.

Contact evolvings2p@gmail.com **for group discount for more than 4 members.**

FEES: Individual Courses, in US\$

COURSE 1: DRIVING BUSINESS-ALIGNED PROCUREMENT VIA INTERNAL STAKEHOLDER PARTNERSHIP - **US\$ 297 (equivalent to 1-day course)**

COURSE 2: STRENGTHENING STEWARDSHIP CONTROLS AND COMPLIANCE IN PROCUREMENT - **US\$ 297 (equivalent to 1-day course)**

COURSE 3: FUNDAMENTALS OF SUSTAINABILITY IN STRATEGIC SOURCING - **US\$ 297 (equivalent to 1-day course)**

COURSE 4: BRIDGING CONNECTIONS AND CREATING LEVERAGE IN STRATEGIC SOURCING - **US\$ 197 (equivalent to 1/2-day course)**

COURSE 5: MASTERING SOURCING ANALYTICS (INTERNAL AND EXTERNAL ANALYTICS) - **US\$ 497 (equivalent to 2-day course)**

COURSE 6: SOURCING STRATEGY DEVELOPMENT FRAMEWORK - **US\$ 497 (equivalent to 2-day course)**

COURSE 7: EXCELLENCE IN SOURCING STRATEGY IMPLEMENTATION - **US\$ 197 (equivalent to 1/2-day course)**

COURSE 8: NEGOTIATION ESSENTIALS: THE PSYCHOLOGY AND PLANNING BEHIND SUCCESSFUL OUTCOMES - **US\$ 397 (equivalent to 1-1/2 day course)**

COURSE 9: WINNING WITH COMPETITIVE BIDDING - **US\$ 397 (equivalent to 1-1/2 day course)**

COURSE 10: MASTERING COMMERCIAL AGREEMENTS AND CONTRACT MANAGEMENT - **US\$ 497 (equivalent to 2-day course)**

COURSE 11: SUPPLY BASE MANAGEMENT AND DEVELOPMENT FRAMEWORK - **US\$ 497 (equivalent to 2-day course)**

COURSE 12: INTRODUCTION TO SUPPLIER RELATIONSHIP MANAGEMENT - **US\$ 297 (equivalent to 1-day course)**

COURSE 13: SUPPLY RISK ASSESSMENT AND CONTINUITY ASSURANCE PLANNING - **US\$ 497 (equivalent to 2-day course)**

COURSE 14: BUILDING COST SAVINGS PIPELINE - **US\$ 297 (equivalent to 1-day course)**

COURSE 15: PROCURE-TO-PAY AS A STRATEGIC PARTNER OF SOURCING TEAMS - **US\$ 297 (equivalent to 1-day course)**

CAPSTONE PROJECT: STRATEGIC SOURCING SIMULATION - **US\$ 497 (equivalent to 2-day course)**

GROUP COACHING: 12 WEEKS x US\$ 100 PER WEEK - **US\$ 1,200**

TOTAL VALUE - US\$ 7,152

REGULAR PROGRAM PRICE (30% discount vs total value): US\$ 4,997

LAUNCH PRICE (60% discount vs Regular price; 72% discount vs total value): US\$ 1,997

SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

PROGRAM INTRODUCTION: GETTING STARTED – WHAT YOU’LL LEARN

- Program Overview: Fundamentals of Strategic Sourcing Excellence
- Learning Objectives
- Program Outline
- Who am I and Why I created this Training Program?

UNLOCKING PROCUREMENT’S STRATEGIC VALUE: Foundations, Frameworks and Transformations

- Procurement as a Strategic Value Driver
- Source-to-Pay Operating Model
- Strategic Sourcing Process Elements
- Strategic Sourcing Skill Elements

Simplified (but Enhanced) Strategic Sourcing Process



Strategic Sourcing: Skill Elements



SOURCE-TO-PAY Excellence Program – Fundamentals Series

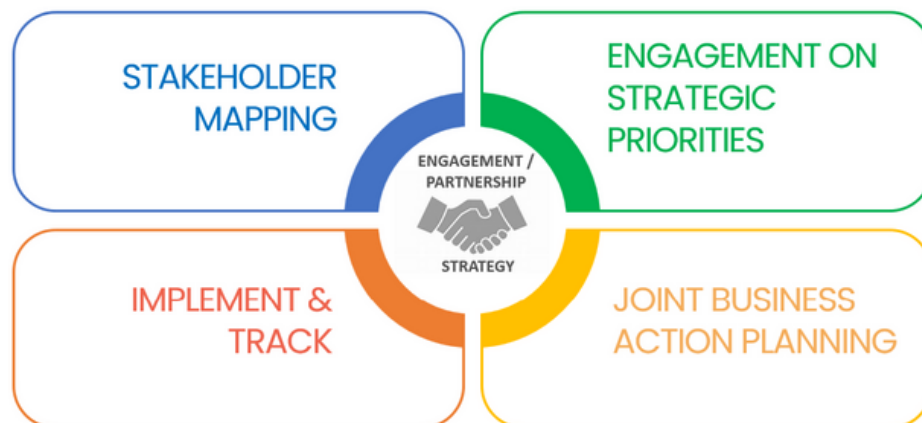
Course Description

COURSE 1: DRIVING BUSINESS-ALIGNED PROCUREMENT VIA INTERNAL STAKEHOLDER PARTNERSHIP

Successful Procurement goes beyond sourcing and savings—it's about building strategic partnerships within the business. This course, Driving Business-Aligned Procurement via Internal Stakeholder Partnership, equips early-career and developing Procurement professionals (and serves as a powerful refresher for experienced buyers) with the essential skills, mindset, and tools to engage internal stakeholders effectively and position Procurement as a trusted business enabler.

Through interactive discussions, guided exercises, and real-life case examples, participants will learn how to understand the business they support, identify stakeholder needs and priorities, and communicate Procurement's value in ways that drive alignment, trust, and collaboration. The course emphasizes that internal partnerships are people-centered relationships—rooted in credibility, empathy, and influence—enabling Procurement to contribute to business outcomes beyond cost reduction.

- Introduction to Internal Stakeholder Partnership
- The Strategic Role of Internal Stakeholder Partnership
- Identifying and Prioritizing Internal Stakeholders
- Listening and Understanding Internal Stakeholder Needs
- Building Credibility
- Storytelling for Influence
- Engagement Basics
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 2: STRENGTHENING STEWARDSHIP CONTROLS AND COMPLIANCE IN PROCUREMENT

This course establishes core ethical, accountable procurement practices. Aimed at early-career buyers and seasoned professionals, it deepens understanding of procurement stewardship—how integrity, governance, and culture protect the organization and reputation. Participants explore what stewardship means and its growing importance today. Using real-world examples, they learn to identify procurement offenses, see how weak controls cause failures, and utilize a structured Stewardship Framework based on Governance, Compliance, and Culture. The course also covers Control Self-Assessment (CSA) techniques to evaluate and improve internal controls, ensuring audit readiness and ongoing improvement.

- Definition of Stewardship and Why Stewardship is Becoming Increasingly Crucial in Procurement
- Common Offenses in Procurement
- Stewardship Framework in Procurement
- Governance: Key Element 1 of Stewardship in Procurement
- Compliance: Key Element 2 of Stewardship in Procurement
- Culture: Key Element 3 of Stewardship in Procurement
- Real World Examples of Stewardship Failures and How They Can Be Prevented
- Control Self-Assessment
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 3: FUNDAMENTALS OF SUSTAINABILITY IN STRATEGIC SOURCING

This course provides both early-career and experienced buyers with the essential knowledge and tools to incorporate sustainability into sourcing decisions. Learn how to include Environmental, Social, and Governance (ESG) factors, implement ethical sourcing practices, and support circular supply chains that minimize waste and generate long-term value. Through real-world case studies and practical assessments, participants will enhance their ability to measure, report, and influence sustainable impact in procurement – transforming sourcing from a cost-focused activity into a driver of responsible growth.

- Understanding Sustainable Procurement and Its Benefits
- Integrating Environment, Social, and Governance Factors
- Ethical Sourcing Practices
- All About Circular Supply Chains
- Sustainability Metrics and Reporting
- Case Studies: Successful Sustainability Sourcing Initiatives
- Course Assessment



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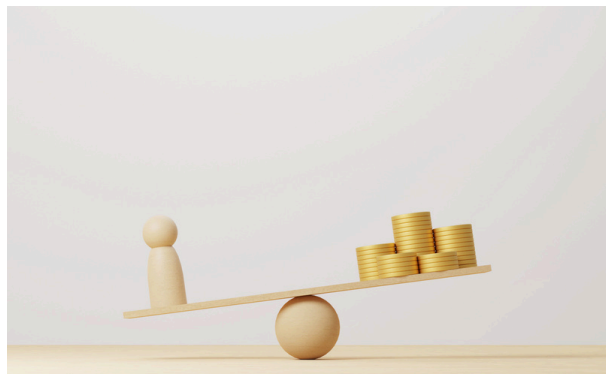
Course Description

COURSE 4: BRIDGING CONNECTIONS and CREATING LEVERAGE IN STRATEGIC SOURCING

In today's dynamic supply landscape, the most effective buyers do more than manage transactions—they build connections and create leverage that provide strategic advantages to their organizations. This course equips early-career and junior buyers (and also serves as a valuable refresher for experienced practitioners) with the essential skills to turn supplier and stakeholder relationships into drivers of innovation, value, and competitive strength.

Through this course, participants will master the skill of Bridging—learning how to connect internal business needs with external supplier and industry capabilities to unlock innovation and cost advantages. They will also develop proficiency in the skill of Leveraging, applying psychological and analytical techniques to generate win-win outcomes, improve negotiations, and enhance their influence in the sourcing process.

- Skill of Bridging in Procurement
- Key Elements of Bridging in Procurement
- What is the skill of Leveraging in Procurement?
- Psychology of Leveraging
- Potential Sources of Leveraging Opportunities
- Case Studies: Success and Failure in Leveraging
- Offline Exercise: Discover and Deploy Leveraging in Your Category
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 5: MASTERING SOURCING ANALYTICS: Internal and External Analytics

In today's data-driven procurement landscape, strategic buyers must evolve beyond transactional sourcing to become genuine business intelligence partners. Mastering Sourcing Analytics empowers early-career and junior buyers – as well as experienced professionals seeking a strategic update – with the skills to leverage both internal and external analytics for smarter sourcing decisions, predicting market changes, and shaping business outcomes.

This comprehensive course simplifies sourcing analytics from the inside out – starting with understanding the organization's internal strengths, practices, and data systems, then expanding to external influences such as industry trends, supplier performance, competitive positioning, and macro-environmental factors.

Learners will also learn how to effectively turn analytics into compelling stories, using data storytelling techniques to engage stakeholders and drive strategic decisions.

- Introduction to Sourcing Analytics
- Internal Diagnostics: People, Practices, Policies, and Systems
- Internal Diagnostics: Analytics Tools
- Course Assessment 1- Internal Diagnostics
- Introduction to External Environment Analytics
- Industry Analytics
- Supplier Analytics
- Macro-environment Analytics
- Forecasting in Procurement
- SWOT
- Storytelling in Procurement: Turning Sourcing Analytics into Compelling Business Narratives
- Course Assessment 2 – External Sourcing Analytics
- Summary – Mastering Sourcing Analytics



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 6: SOURCING STRATEGY DEVELOPMENT FRAMEWORK

This course equips procurement professionals with a structured, analytical, and strategic approach to developing sourcing strategies that drive measurable business value. Participants will learn how to transform insights from internal diagnostics and external market analytics into actionable sourcing strategies that align with business goals and deliver both short-term and long-term results.

Through a step-by-step exploration of the Sourcing Strategy Development Framework, learners will master how to:

- Define strategic and tactical desired outcomes that align with business objectives.
- Develop and prioritize strategy options using tools such as SWOT-to-TOWS and the Kraljic Sourcing Matrix.
- Identify and apply strategic choices and interventions to create sustainable competitive advantage.
- Translate strategies into sourcing tactics and operational action plans.
- Effectively document, secure approval, and deploy sourcing strategies within the organization.

The course combines conceptual learning, practical exercises, and real-world case applications, enabling participants to confidently design sourcing strategies that go beyond cost savings—driving innovation, resilience, and value creation across the supply base.

- Introduction to Sourcing Strategy Development Framework
- Strategic and Tactical Desired Results
- Strategy Options Development and Prioritization
- Strategic Choices and Interventions
- Sourcing Tactics
- Sourcing Strategy Documentation, Approval, and Deployment
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

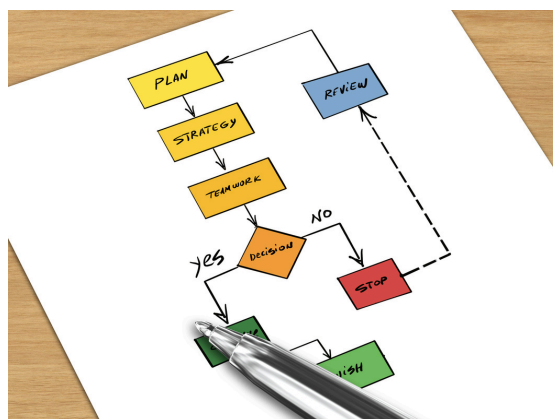
COURSE 7: EXCELLENCE IN SOURCING STRATEGY IMPLEMENTATION

Excellence in Sourcing Strategy Implementation equips early-career and junior buyers (and refreshes experienced practitioners) with the skills to translate sourcing strategies into tangible business results. The course focuses on the end-to-end implementation process—from tactical planning and supplier selection to contract execution, supplier onboarding, business continuity planning, and supplier performance management.

Participants will learn how to execute both Commercial Implementation (e.g., negotiation, competitive bidding, spot buying, and contract extensions) and Internal/Operational Implementation, which ensures organizational readiness through effective processes, capable teams, robust systems, governance, and stakeholder alignment.

By the end of the course, learners will understand that strategy only delivers value through disciplined execution—and will gain the frameworks, tools, and confidence to deliver sourcing outcomes that drive cost efficiency, innovation, resilience, and strategic business impact.

- Sourcing Strategy Implementation Process (including Tactical Planning, Supplier Selection, Executing Contracts, Supplier Onboarding, Review and Update of BCPs), Review/Update of SRM Strategies, Supplier Performance Management) and Elements
- Commercial Implementation (includes Negotiation, Competitive Bidding, Spot Buying, Contract Extension, etc)
- Internal / Operational Implementation (focuses on focus on internal processes, people, systems, governance, and stakeholder engagement)
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 8: NEGOTIATION ESSENTIALS - The Psychology and Planning Behind Successful Outcomes

Negotiation isn't just about price — it's about understanding human behavior, aligning strategic goals, and shaping outcomes even before the first word is spoken. Negotiation Essentials: The Psychology and Planning Behind Successful Outcomes provides early-career and junior buyers (and also serves as a valuable refresher for experienced professionals) with essential tools, frameworks, and behavioral insights to plan and carry out negotiations that create business value beyond mere cost savings.

This course links the science of psychology with the structure of professional negotiation planning, helping procurement professionals build confidence, influence, and strategic thinking to achieve sustainable outcomes in supplier relationships. Participants will learn how to incorporate psychological principles like behavioral economics, decision framing, and cognitive bias management into structured negotiation prep, strategy development, and tactical execution. Using real-world business cases — including documented successes and failures in supplier-buyer negotiations — learners will see how preparation, perception, and persuasion combine to influence results.

- Negotiations Framework
- Leveraging Psychology in Negotiation
- 12 Negotiation Planning Elements
- Negotiation Strategy: Structuring Success Before You Sit Down
- Negotiation Tactics: Executing with Precision
- Successes and Failures in Negotiation
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 9: WINNING WITH COMPETITIVE BIDDING

In today's dynamic supply environment, competitive bidding remains one of procurement's most powerful tools for achieving transparency, market-driven value, and supplier innovation. However, its success depends not only on conducting a fair process but also on using it strategically, ethically, and thoughtfully.

Winning with Competitive Bidding equips early-career and junior buyers—and refreshes the skills of experienced practitioners—with the ability to design, execute, and optimize competitive bid events that focus not just on price but also on delivering lasting business value. Learners will understand when competitive bidding is the appropriate sourcing approach, how to structure events that attract strong supplier participation, and how to use bid results for post-bid negotiations and value capture.

Through practical frameworks, real-world case studies, and insights into supplier psychology, participants will gain the confidence to manage the entire bidding process—from strategy to measurement—while ensuring compliance, fairness, and governance..

- Competitive Bidding Fundamentals
- Core Principles of Competitive Bidding
- When Does Competitive Bidding Become a Highly Appropriate and Effective Sourcing Tactic (or Not)
- Competitive Bidding Tools and Formats
- Supplier Perspective
- Competitive Bidding Process
- Post-bid Negotiations and Value Capture
- Measuring Success and Continuous Improvement
- Ethics, Compliance and Governance in Competitive Bidding
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 10: MASTERING COMMERCIAL AGREEMENT AND CONTRACT LIFECYCLE MANAGEMENT

This course equips procurement professionals with the essential knowledge and skills to confidently create, interpret, and manage commercial agreements that safeguard business interests, reduce supplier risks, and generate value. Participants will learn how enforceable contracts are formed, the different types of procurement contracts, and how to interpret key clauses that outline rights, obligations, and remedies.

The course covers risk management principles, negotiation tactics, and the correct use of Incoterms® in international trade. Using practical examples and best practices, learners will gain a comprehensive understanding of the contract lifecycle—from RFP/Negotiation to close-out—and how effective contract management promotes supplier accountability, business continuity, and competitive advantage.

- Mastering Commercial Agreements and Contract Management
- Introduction to Commercial Agreements
- How Enforceable Contracts are Formed
- Types of Contracts
- Contract Clauses
- Risk Management in Contracts
- Contract Negotiations
- Incoterms ®
- Best Practices in Contracting
- Contract Lifecycle Management
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

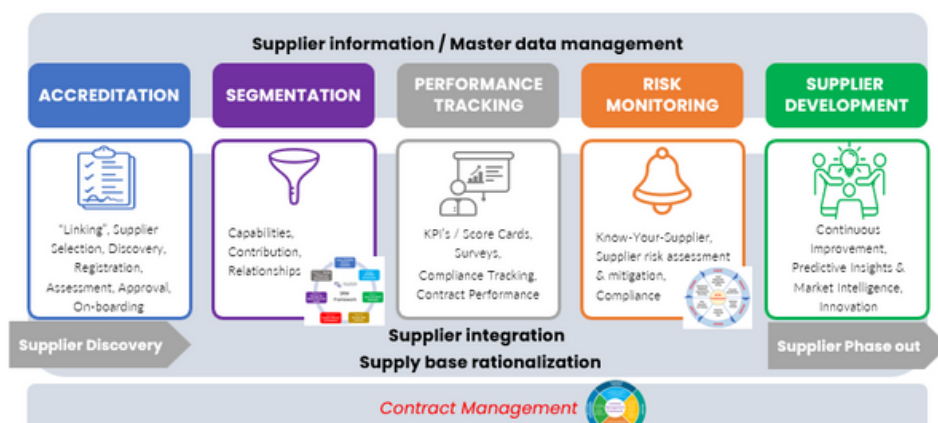
COURSE 11: SUPPLY BASE MANAGEMENT AND DEVELOPMENT FRAMEWORK

This course provides early-career or junior buyers with the knowledge and practical tools to build, manage, and continuously improve a high-performing and resilient supply base. Participants will gain a thorough understanding of how to strategically manage suppliers throughout every phase of the lifecycle—from supplier discovery and accreditation to performance monitoring, integration, optimization, renewal, and phase-out.

Through the 12 Framework Elements, participants will learn how to ensure supplier data accuracy, promote collaboration and innovation, oversee performance and risks, and align supplier relationships with organizational goals. The course also covers key digital tools such as supplier portals, analytics, and AI in supplier management.

By mastering this framework, buyers will be able to shift supplier management from a transactional activity to a strategic capability that enhances supply assurance, encourages innovation, and provides sustainable competitive advantage.

- Introduction to Supply Base Management and Development Framework
- Framework Element 1: Supplier Information and Master Data Management
- Framework Element 2: Supplier Discovery
- Framework Element 3: Selection and Accreditation
- Framework Element 4: Contracting and Onboarding
- Framework Element 5: Performance Tracking and Risk Monitoring
- Framework Element 6: Supplier Segmentation
- Framework Element 7: Supplier Integration
- Framework Element 8: Supply Base Optimization
- Framework Element 9: Renewal and Development
- Framework Element 10: Contract Management
- Framework Element 11: Supplier Phase-out
- Framework Element 12: Supply Risk Assessment and Continuity Assurance Planning
- Summary - Supply Base Management and Development Framework
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 12: INTRODUCTION TO SUPPLIER RELATIONSHIP MANAGEMENT

This program equips junior buyers with the foundational knowledge, skills, and behaviors to grow from tactical procurement execution into trusted relationship managers.

By combining SRM principles, behavioral science, and practical tools, participants learn how to enhance supplier collaboration, manage performance, and prepare for future strategic ownership of critical supplier relationships.

- Foundations of SRM
- Introduction to SRM Methodology
- Building Blocks of Tactical SRM
- Behavioral Science in SRM
- Supporting Strategic Supplier Relationships
- Practicing SRM with Non-Critical Suppliers
- Transitioning to Strategic SRM Ownership
- Course Assessment



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

COURSE 13: SUPPLY RISK ASSESSMENT AND CONTINUITY ASSURANCE PLANNING

Build procurement resilience with a structured approach to detect, assess, and mitigate supply risks. Learn proven frameworks, digital tools, and best practices to safeguard continuity, ensure supply assurance, and strengthen organizational preparedness.

- Business Needs to Supply Risk Assessment and Continuity Assurance Planning
- Integrated Framework: Supply Risk Assessment and Continuity Assurance Planning
- Regulatory Landscape in Business Continuity
- Best Practices and Real World Success and Failure Examples
- Technology and Tools for Risk Assessment and Supply and Service Assurance
- Documentation: Supply Risk Assessment and Continuity Assurance Planning
- Summary - Supply Risk Assessment and Continuity Assurance Planning
- Course Assessment



Risk Assessment

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Continuity Assurance Planning

SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

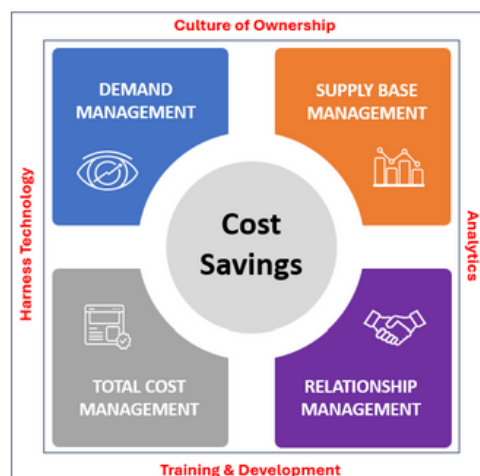
COURSE 14: BUILDING COST SAVINGS PIPELINE

Cost savings is one of the most visible and valued contributions of Procurement—but sustainable savings don't happen by chance. Building Cost Savings Pipeline equips procurement professionals with a structured framework to identify, deliver, and sustain savings opportunities across categories and spend areas.

Through practical modules, participants learn how to go beyond price negotiations by mastering the four focus areas of the Cost Savings Framework—Demand Management, Supply Base Management, Total Cost Management, and Relationship Management. The course also explores the key enablers that make savings real and repeatable: a culture of ownership, strong analytics capability, continuous development, and effective use of technology.

By the end of the course, participants will know how to design a cost savings pipeline that aligns with Finance, drives measurable business value, and avoids the common pitfalls that derail savings initiatives.

- Introduction to Cost Savings
- Cost Savings Framework
- Focus Area 1: Demand Management
- Focus Area 2: Supply Base Management
- Focus Area 3: Total Cost Management
- Focus Area 4: Relationship Management
- Key Enablers of Cost Savings Framework
- Recognizing Critical Success Factors and Avoiding Common Pitfalls in Cost Savings Delivery
- Course Assessment



SOURCE-TO-PAY Excellence – Fundamentals Series

Course Description

COURSE 15: PROCURE-TO-PAY AS STRATEGIC PARTNERS OF SOURCING TEAMS

This course shifts the view of Procure-to-Pay (P2P) from a simple transaction to a strategic driver of sourcing success. Participants will learn how operational and transactional excellence support the value created by sourcing and category teams through policy governance, catalog and supplier enablement, PO and contract compliance, and streamlined payment processes.

The course also examines how P2P analytics enhance spend visibility, supplier performance, digital transformation, and ESG goals—enabling buyers to turn sourcing strategies into measurable, lasting business results.

- Introduction to Procure-to-Pay (or Procurement Operations and Transaction Excellence)
- How P2P Enables Sustaining Value Captured by Strategic Sourcing Teams and Category Management Teams
- Procurement Policy and Governance via P2P
- Catalog Management and Guided Buying
- Supplier Enablement and Onboarding
- PO Compliance
- Contract Compliance and Value Leak Prevention
- Payment Process Optimization
- Spend Visibility and Data-Driven Decision Making
- P2P's Role in Supplier Performance Tracking and Relationship Management
- Digital Transformation in P2P for Strategic Procurement
- P2P's Contribution to ESG and Sustainable Procurement
- Conclusion: P2P as a Strategic Partner to Strategic Sourcing (or Category Management) Teams



SOURCE-TO-PAY Excellence Program – Fundamentals Series

Course Description

CAPSTONE PROJECT: Strategic Sourcing Simulation

A Capstone Project is a culminating learning experience designed to help participants apply the knowledge and skills they've gained throughout a training program to a realistic, integrated scenario. It simulates the kind of challenges they might face in their actual roles and encourages critical thinking, problem-solving, and strategic execution.

For junior buyers in a Source-to-Pay Excellence program, the Capstone Project offers:

1. Practical Application

Learners move beyond theory by applying sourcing, procurement, and stakeholder engagement skills to a real-world scenario.

2. End-to-End Thinking

They experience the full source-to-pay lifecycle, reinforcing how each step connects to business outcomes.

3. Strategic Mindset

Participants learn to align procurement decisions with broader business priorities like cost savings, sustainability, risk management, and innovation.

4. Confidence Building

By solving realistic challenges with incomplete data, learners build confidence in navigating ambiguity and making informed decisions.

5. Portfolio-Ready Output

The final deliverables (workbook and presentation) can serve as a showcase of their capabilities for internal recognition or career development.

Participants will be able to choose one of the 3 Capstone Challenges that best fits the participant's professional interest.

Once confirmed, participants will be given access to that single case document and workbook.