

# Subject : Generic

# Essentials of e-sourcing

## Program overview

“In less than a decade e-sourcing has advanced from a novel tool set for efficient online negotiations to a widely-used platform for automating and controlling data and processes across the strategic sourcing lifecycle - from initial spending and requirements analysis through post-bid award allocation and compliance management” (Aberdeen Group).

During the e-hype end 90's, it started with e-auctions with a strong focus on price reduction, followed by the introduction of e-RfI's, e-RfP's and e-RfQ's. Depending on the maturity of purchasing organizations, e-Sourcing becomes more strategic. Also handling for example 6000 line-items with 150 global suppliers in one tender is only possible with the right e-sourcing technology and methodology. The current playing field for organizations is the transition between 'stand alone' e-sourcing projects and fully integrated strategic sourcing processes. Advanced sourcing, scenario-analysis, optimization and multi-round bidding are examples of latest developments in the arena of e-sourcing. One thing is clear; e-sourcing has consequences throughout the whole supply chain. Changes in buyer-supplier relationships, handling bigger and more complex tenders, continuous pressure on pricing and profit-margins, finding new suppliers and products via e-sourcing are a fact.

Through this 1-day training program, participants will have a clear overview of the possibilities of e-sourcing and understand the implications of using such technology for the organizational processes.

- 2 hours e-learning
- 1 day classroom

## Target Audience

### **This program is intended for employees:**

- with a bachelor or master degree (or on equivalent level via work experience) with at least 1 year of purchasing experience;
- who want to acquire the appropriate know-how to be effective when involved in e-sourcing projects;
- with limited or no e-sourcing experience but having e-sourcing objectives;
- with e-sourcing experience and willing to share it with other buyers and eager to learn from others;
- at management level who want to acquire tactical and operational backgrounds of e-sourcing.

## Objectives

### **Through this program participants will be able to:**

- understand the backgrounds and critical success-factors regarding e-sourcing;
- understand the implications of e-sourcing on the way of working with suppliers;
- create awareness around e-sourcing processes and methodology;
- place e-sourcing methods in relation to the product positioning model;
- practice technology-functionalities;
- understand the implication of e-sourcing on the daily purchasing business;
- how to manage changes in your daily work caused by e-sourcing;
- learn about do's and don'ts in e-sourcing;
- understanding of critical steps and creating own roadmap and in e-sourcing.

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Content: E-learning, 2 hours

1. Purchasing Fundamentals: Product Positioning
2. Article

Content: Classroom, 1 day

- Introduction of e-sourcing
  - ◇ Criteria
  - ◇ Backgrounds
  - ◇ Success factors
  - ◇ Do's and don'ts
- Use of technology
  - ◇ Quick scan on different technologies and essential functions
  - ◇ How to build up a sourcing event
  - ◇ Typical elements
  - ◇ Strategy and tactics
- Group discussion
  - ◇ Discussion on pro's and con's
  - ◇ Discussing the e-sourcing-perspectives in own organization.