



Strategic Procurement & Contract Optimisation

Exploring the added-value of strategic procurement among turbulent global supply chains.



Ian Thompson

Internationally-recognised procurement trainer and consultant.

Author of:

- The Procurement Models Handbook (3rd Edition, Routledge, 2019)
- The Category Management Handbook (Routledge, 2018)

KEY BENEFITS

- ★ **DRIVING** greater strategic value from procurement beyond cost savings.
- ★ **BUILDING** stronger procurement and category strategies for changing markets.
- ★ **UNCOVERING** hidden cost savings through smarter supplier price analysis.
- ★ **NEGOTIATING** more confidently to secure better commercial outcomes.
- ★ **OPTIMISING** contracts to protect value and minimise business risk.
- ★ **IMPROVING** vendor performance, compliance and long-term results.
- ★ **APPLYING** practical tools through global case studies and hands-on exercises.



RAVE REVIEWS

"Experienced facilitator with great communication skill that makes the session interesting, lively, interactive and easy to understand. Encouraged the participants to share experience and ideas."
Salina Saaduddin - Senior Manager, Group Procurement, Sime Darby Plantation Berhad.

"The trainer has very good knowledge and experience. Kexxel provided good support & coordination."
Ahmad Rahayuddin Abdul Rawi, Strategic Vendor Management Lead, UEM Edgenta Berhad

"Very good trainer. He knows how to convey information well even though it is an online class."
Zainab AlZadjadi, Procurement & Contracts Administrator, Oman Air

"Excellent trainer. Listens well to questions & has a good way of explaining the topics"
Al Zahra Nasser Al Adwani, Procurement & Contracts Administrator, Oman Air

PROCUREMENT STRATEGY & COST OPTIMISATION

This first day explores the challenges facing procurement in a dynamic and fast-changing world. Against the backdrop of increasing customer demands and geo-political volatility, there is an ever-greater need for procurement to raise its game, becoming more strategic and delivering on a wider portfolio of benefits. Day One considers how supply chain risks and costs can be optimised and long-term sustainable procurement strategies developed.

Session 1

Understanding the emerging role of strategic procurement that builds resilience and adds value for our organisations in a volatile world of geo-political change.

- Global trends in procurement
- Understanding supply chain complexity
- Balancing value, ESG and risk within supply chains
- Added-value from strategic procurement
- Building resilience and mastering the changing geo-political landscape



Case study: Toyota Motor Corporation

Exercise: Horizon-scanning

Session 2

Breaking down and analysing supply market cost structures to optimise the commercial models available.

- Determining the cost drivers behind supplier pricing
- Practical hints for cost enquiries
- Overcoming supplier tricks that hide the real costs
- Conducting effective cost breakdown analysis
- Total cost of ownership modelling



Case study: Cathay Pacific

Exercise: TCO modelling

Session 3

Mastering category management techniques to drive down costs and deliver long-term sustainable added-value.

- Best practice category management techniques
- How to build a sustainable category strategy
- Delivering on risk mitigation and ESG, alongside cost reduction
- Evolution of category plans in a changing world
- Influencing stakeholders to ensure buy-in



Case study: Novartis Pharmaceuticals AG

Exercise: Category strategy development phases

PROGRAM SCHEDULE

0845	Registration & Coffee/Tea
0900	Workshop commences
1015	Morning break (20 mins)
1245	Lunch (1 hour)
1500	Afternoon break (20 mins)
1700	End of day

Session 4

How to build effective procurement strategies that serve the fast-changing needs of our markets.

- Components of a best-in-class procurement strategy
- Influences for the make vs buy decision
- Right-shoring decisions
- When and how to create the next generation strategy
- Choosing between competitive and collaborative strategies.



Case study: Apple vs Samsung

Exercise: Outsourcing decision-making

WHY YOU SHOULD ATTEND

This is not just another procurement course – it is a practical, **high-impact programme** for professionals who want to elevate procurement's role, gain stronger business influence and deliver measurable strategic value.

Led by internationally recognised procurement expert and author Ian Thompson, you will walk away with **powerful tools, global case studies and hands-on strategies to improve supplier performance, sharpen negotiations, reduce risk and optimise contracts with confidence.**

WHO SHOULD ATTEND?

These courses are suitable for everyone in procurement, supply chain and/or vendor relationship management roles.

It is applicable to all industry sectors, particularly those seeking the next level of strategic delivery for their organisation.

Roles include, but are not limited to:

- Chief Procurement Officer
- Vice President Procurement
- Head of Sourcing / Supply Chain
- Procurement Director / Manager
- Category Manager
- Supplier Relationship Manager

SUPPLIER STRATEGY, RISK & NEGOTIATION

This training day reviews how critical and strategic suppliers can be identified and specific collaborative arrangements negotiated, given the varying power dynamics that exist.

Negotiation skills are developed and put into practice with the use of experiential training exercises.

Session 5

Identifying critical suppliers and developing longer-term sustainable partnering arrangements.

- Recognising the importance of operational criticality among suppliers
- Power and dependency profiling
- Strategic supplier segmentation
- Supply chain risk assessment
- Building supplier strategies for competitive advantage



Case study: KPMG

Exercise: Power/dependency profiling

Session 6

Mastering supplier negotiation skills using the 'position - plan - play' methodology.

- Understanding the negotiation position of the parties
- Planning the bargaining mix
- Identifying tradeables and straw issues
- Separating, prioritising and scheduling issues
- Techniques for driving movement and securing value



Case study: Lotus Supermarkets

Group exercises to support

Session 7

Putting your negotiation skills into practice with a dynamic simulated negotiation exercise.

- Case study analysis
- Team-based preparation
- Negotiation implementation
- Observation and feedback



Exercise: Practical negotiation simulation

Session 8

Developing long-term collaborative relationships with supplier that serve mutual interests, deliver innovation and add value.

- Supplier relationship management strategies
- Essential pre-requisites of win-win partnering relationships
- Continuous improvement strategies.



Case study: Caterpillar Inc

CONTRACT OPTIMISATION & PERFORMANCE MANAGEMENT

Day 3 considers the strategic role fulfilled by contracts and how these can be customised to the risks and strategic importance of the supplier.

Price modelling and the use of specific contractual clauses are also included. The day concludes with a review of how vendor performance can be managed and sustained throughout the contract duration.

Session 9

The strategic role of contractual relations to lock-down value and drive benefit realisation.

- Strategic contracting
- Profiling the required contractual obligations
- Commercial modelling and price optimisation
- Building performance incentivisation into strategic contracts



Case Study: Mercedes Benz

Exercise: Price models

Session 10

Developing a risk and value based approach to the strategic development of contractual agreements.

- Evaluating contractual documentation
- Identifying when to customise a contract
- Key contractual clauses and when to employ them
- Strategic risk mitigation using contracts



Exercise: Contract risk assessment and prioritisation

Session 11

Managing the risks of contract amendment, scope creep, price change and the risks of sub-optimisation.

- How, when and why contracts change over time
- Identifying the drivers of change and proactively mitigating against them
- How run an effective variation process
- Negotiating contract amendments in a vacuum of competitive leverage



Case study: Public infrastructure projects

Exercise: Contract negotiation scenarios

Session 12

Managing vendor compliance, performance and benefit realisation.

- Onboarding new vendors and developing a performance 'regime'
- Contract management routines
- Running a performance monitoring and review meeting
- Reporting on performance feedback and escalating issues



Exercise: Operational contract monitoring and review

Meet Your Facilitator

CO-AUTHOR,
THE PROCUREMENT MODELS HANDBOOK
THE CATEGORY MANAGEMENT HANDBOOK

IAN THOMPSON

Ian Thompson is a highly experienced procurement and supply chain trainer with over 20 years' experience as a senior commercial practitioner. He is one of the founding directors of Cordie Ltd, an award-winning sales and procurement training and consulting company.

Prior to setting up Cordie, Ian was engaged in a series of consulting and practitioner roles, including multi-national financial services corporates such as AXA and Barclays.

He has considerable experience in global delivery to middle and senior level procurement executives throughout the world, including UK, Europe, Qatar, Saudi Arabia, UAE, China, Malaysia, Hong Kong, Singapore, Vietnam, South Africa, Argentina and the US.

Ian has worked with major corporates and government organisations in numerous sectors throughout the world bringing commercial insight and added-value through the application of category management and strategic sourcing techniques.

Ian is the author of several internationally recognised procurement textbooks, including The Procurement Models Handbook, 3rd Edition (Routledge, 2019) and The Category Management Handbook, 1st Edition (Routledge, 2018). He has been an active member of The Chartered Institute of Procurement & Supply (CIPS) exam assessment team for a decade and has made a significant contribution to the development of the CIPS Diploma qualifications.



Testimonials

"Studied with Cordie for all course modules, all teaching is to a very high standard."

Supply Chain Management, Boeing Defence UK Limited

"... Courses are well designed to help students to master the subjects both in terms of exams and their practical application at work."

Procurement Specialist, Pfizer UK

"Good pre-course work, excellent environment, very relevant and fun way to learn."

Director, First4Procurement Limited

"Clearly delivered course - the interactive exercises and mix of slides and videos. All of these diverse methods assisted the learning experience."

Commercial Services, DVLA

"... varied experience to contextualise the subject matter making the material engaging and relevant. The courses are genuinely fascinating and enjoyable, and I have loved every minute of them."

Sourcing Manager, CBRE Global Workplace Solutions

Clients & Past Attendees

- Kumpulan Wang Simpanan Pekerja
- Kulim (Malaysia) Berhad
- PLUS Malaysia Berhad
- Cement Industries of Malaysia Berhad
- UMW Corporation Sdn Bhd
- UEM Edgenta Berhad
- Jasa Merin (Labuan) PLC
- Lumileds Malaysia Sdn Bhd
- Oman Air
- Emirates Nuclear Energy Corporation
- Abu Dhabi University LLC
- Royal Brunei Technical Services
- Air Astana
- BAE Systems
- Boeing
- Caterpillar
- Close Brothers
- Covea Insurance
- Emirates Airlines
- European Central Bank
- Harrods
- Jaguar Land Rover
- KPMG
- Lloyds Banking Group
- Maersk Oil
- Novartis
- Pan-American Energy
- Qatar Gas
- Saudi Hollandia Bank
- Sidra Medicine
- Skanska
- Syngenta
- Swiss-Re
- Transport for London
- Tesco
- Vitality



STRATEGIC PROCUREMENT & CONTRACT OPTIMISATION

Kuala Lumpur, Malaysia
8 - 10 September 2026

Registration Inquiries:

☎ : +603 2282 1688

☎ : +6011 1633 1600

✉ : boon@kexxel.com

REGISTRATION FORM

*** Get 1 FREE seat if you send 3 pax! (3+1 Package)**

Early Bird Register Before 10 Jul 2026	Special Discount Register Before 7 Aug 2026	Normal Rate Register after 7 Aug 2026
<input type="checkbox"/> RM 6,195	<input type="checkbox"/> RM 6,295	<input type="checkbox"/> RM 6,395
<input type="checkbox"/> Send 3, get the 4th seat for FREE!		

*Fees quoted does not include 8% SST. **HRD-Corp Claimable.**

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Email : _____
Mobile : _____
Direct Line : _____

Delegate 2

Name : _____
Job Title : _____
Email : _____
Mobile : _____
Direct Line : _____

Delegate 3

Name : _____
Job Title : _____
Email : _____
Mobile : _____
Direct Line : _____

Delegate 4 (FREE if you send 3 pax)

Name : _____
Job Title : _____
Email : _____
Mobile : _____
Direct Line : _____

Authorization (Mandatory)

Name : _____
Job Title : _____
Email : _____

Signature : _____
Date : _____

***Signatory must be authorised to sign on behalf of contracting organization. This booking is invalid without a signature.**

Payment Method

Bank Transfer
 Credit Card Visa Mastercard

Name on card : _____
Card number : _____
Expiry date : _____ CVV : _____
Signature : _____



Email the completed form to boon@kexxel.com

TERMS AND CONDITIONS

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From time to time Kexxel Group may share information from our database with other professional organizations (including our event sponsors) to promote similar products and services. Please send us an email if you do NOT want us to pass on your details. To amend your current details, advise of duplicates or to opt out of further mailings, please email us your request info@kexxel.com.

Payment Terms: Payment must be received before the commencement of the event. Following registration, all payments must be executed within the terms herewith irrespective of attendance.

Cancellation Fee: A cancellation fee equivalent to 50% of the registration fee will be charged for any cancellations received more than 30 days prior to the event. A 100% cancellation fee will be charged for any cancellations received 30 days or less prior to the event, under the terms outlined below. 100% HRDC claimable when you register for the 3+1 Package (all 4 pax must be eligible for HRDC grant claim), provided that your organisation maintains sufficient HRDC funds and adhere to all HRDC guidelines. Rates indicated are valid for Malaysian companies only.

Substitutions: If you cannot attend personally, a substitute delegate is welcome to join this course. Kindly notify us directly for any substitutions.

Force Majeure: If Kexxel Group cancels the Event due to circumstances beyond the reasonable control of Kexxel Group (such as acts of God, acts of war, governmental emergency, labor strike or terrorism), Kexxel Group shall refund to each attendee its payment previously paid, minus a share of costs and expenses incurred, in full satisfaction of all liabilities of Organizer to Attendee. Kexxel Group reserves the right to cancel, re-name or re-locate the Event or change the dates on which it is held. If Kexxel Group changes the name of the event, relocates the event to another event facility within the same city, or changes the dates for the event to dates that are not more than 30 days later than the dates on which the Event originally was scheduled to be held, no refund will be due to attendee, but Kexxel Group shall assign to the attendee, in lieu of the original space/ seat, such other space as Kexxel Group deems appropriate. If Kexxel Group elects to cancel the Event other than for a reason previously described in this paragraph, Kexxel Group shall refund to each attendee its entire registration fee previously paid.

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