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COURSE BROCHURE

# AI for Procurement and Strategic Sourcing Course

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Kuala Lumpur

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# AI for Procurement and Strategic Sourcing Course

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AI for Procurement and Strategic Sourcing is a 1-week training course for procurement managers, buyers and category managers, built around one work product: an AI sourcing use-case portfolio for their category. Purchasing functions face supplier volatility and pressure to show savings faster, and machine learning on spend and supplier records changes how quickly they can respond. Jupiter Prime Training delivers this course.

## Why AI for Procurement and Strategic Sourcing Matters Now

Three forces shape procurement work today: suppliers whose risk profile shifts within weeks, finance leaders asking for evidence of savings in every category, and software vendors embedding machine learning into source-to-pay suites. A function that classifies spend accurately and screens suppliers early negotiates from strength; one that buys tools without clean item masters automates its errors. The course rests on two frameworks: ISO/IEC 42001, the international standard for an AI management system, and the NIST AI Risk Management Framework AI RMF, used to judge where automated recommendations need sign-off.

## Who Gains Most from AI for Procurement and Strategic Sourcing

- Category owners responsible for sourcing strategies and shortlists
- Buyers who run tenders, requests for quotation and reverse auctions
- Contract specialists who draft, compare and renew supply agreements
- Supplier performance leads who track delivery and financial health signals
- Procurement analysts who maintain spend cubes and savings trackers

A category team sending its buyer, analyst and contract specialist together gains most, as their decisions then rest on shared evidence.

## AI for Procurement and Strategic Sourcing Capabilities

Participants leave able to choose where machine learning earns its place across the source-to-contract cycle and where a buyer's judgement must stay in charge.

- Assess spend data readiness for automated classification — the category manager deciding which spend areas to tackle first
- Design supplier discovery queries and screening criteria — the shortlist presented to internal requisitioners
- Weigh AI-assisted bid evaluation against manual scoring — the tender board approving an award
- Apply clause extraction to compare contract terms — the legal reviewer negotiating a renewal
- Specify supplier risk alerts and escalation thresholds — the supplier relationship owner acting on early warnings
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Build a business case for a source-to-pay AI module — the procurement director funding the purchase

## Key AI for Procurement and Strategic Sourcing Terms

- Spend cube — a view of purchases by supplier, category and business unit, used to find consolidation opportunities.
- Spend classification — assigning each invoice line to a category taxonomy, increasingly by machine learning.
- Supplier discovery — searching external sources to find and pre-qualify new suppliers before a tender opens.
- Should-cost model — an estimate of what a product ought to cost from materials, labour and overhead.
- Clause extraction — automated identification of terms such as liability caps and termination rights across agreements.
- Human-in-the-loop approval — a control where a buyer signs off an automated recommendation before it becomes a commitment.

## AI for Procurement and Strategic Sourcing Day by Day

## Day 1: Procurement Data and the AI Opportunity

- Source-to-Pay Process Mapping — Where Automation Changes Buying Decisions
- Spend Cube Construction — Which Categories Show Consolidation Potential
- Item Master and Supplier Master Cleansing — Classification Accuracy Targets
- Machine Learning Spend Classification — Taxonomy Choice and Exception Handling
- Procurement Data Readiness Scorecard — Sequencing the First Use Cases

## Day 2: Supplier Discovery and Market Intelligence

- AI Supplier Search Platforms — Widening the Shortlist Beyond Incumbents
- Supplier Pre-Qualification Criteria — Capability, Capacity and Financial Health Checks
- Commodity Price Signal Monitoring — Timing Purchases and Index-Linked Contracts
- Should-Cost Modelling with Machine Learning — Challenging Supplier Quotations
- Category Market Briefs Drafted with Generative AI — Stakeholder Alignment

## Day 3: AI in Sourcing Events and Negotiation

- RFQ and Tender Document Drafting Assistants — Specification Quality and Fairness
- Bid Comparison and Scoring Models — Award Recommendations to Tender Boards
- Reverse Auction Optimisation — Lot Design and Bidder Behaviour
- Negotiation Scenario Simulation — Walk-Away Points and Concession Planning
- Total Cost of Ownership Calculators — Comparing Offers Beyond Unit Price

## Day 4: Contracts, Supplier Risk and Responsible Use

- Contract Clause Extraction — Renewal Terms and Liability Exposure
- Supplier Risk Sensing from News and Payment Data — Escalation Triggers
- Human-in-the-Loop Approval Rules — Purchase Commitments Requiring Buyer Sign-Off
- ISO/IEC 42001 and NIST AI RMF Controls — Vendor Tool Due Diligence
- Bias and Fairness in Supplier Scoring — Equal Treatment of Bidders

## Day 5: Practising the AI Sourcing Use-Case Portfolio

- Source-to-Pay AI Tool Selection Matrix — Build, Buy or Extend Decisions
- Applying the Readiness Scorecard to a Live Category — Use-Case Ranking
- Applying Should-Cost and Bid Scoring to a Sample Tender — Savings Evidence
- Applying Risk Alerts to a Supplier Panel — Monitoring Ownership
- AI Sourcing Use-Case Portfolio — Ninety-Day Roadmap for the Category Team

## Applying AI for Procurement and Strategic Sourcing After the Course

- Run a classification accuracy test on one category's invoices and present the exceptions to its owner.
- Pilot should-cost modelling on the next tender and compare the result with the winning bid.

## AI for Procurement and Strategic Sourcing Questions FAQ

### What is AI for Procurement and Strategic Sourcing and why does it matter now?

It is the use of machine learning and generative tools across spend analysis, supplier search, tenders and contracts. It matters now because source-to-pay suites ship these features by default.

### Which roles gain most from AI for Procurement and Strategic Sourcing?

Category managers, buyers, contract specialists and procurement analysts gain most. Each owns a decision the tools now inform, from shortlists to clause renegotiation.

### How does AI for Procurement and Strategic Sourcing differ from a general AI strategy course?

It stays inside the purchasing cycle. Rather than enterprise AI investment choices, it works through spend cubes, supplier pre-qualification, bid scoring and clause extraction on real procurement artefacts.

### What do you bring back from AI for Procurement and Strategic Sourcing?

You bring back a ranked portfolio of AI sourcing use cases for your own category, with readiness scores, a tool selection view and a ninety-day roadmap.

## AI for Procurement and Strategic Sourcing: The Way Forward

The AI sourcing use-case portfolio is the starting point. Its first decision is which category receives automated spend classification and supplier screening, and the category manager uses it with the procurement director to secure funding. After the first sourcing event run with these methods, revisit the human sign-off rules: they show where buyer judgement still adds the most value.