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COURSE BROCHURE

Advanced Mini MBA in Purchasing Platforms and Operating Models Training Course

23 May – 3 June 2027
Abu Dhabi

jupiterprime.uk
info@jupiterprime.uk
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Ref: 744_27950 **Date:** 23 May – 3 June 2027 **Location:** Abu Dhabi **Fees:** 9900 GBP

The Advanced Mini MBA in Purchasing Platforms and Operating Models is a 2-week training course for procurement and supply chain directors who must justify, fund and organise around sourcing and payment platforms, and who leave with a purchasing platform investment case. Boards now judge purchasing leaders on working capital, supplier resilience and cost-to-serve, and platform choices change all three at once. Jupiter Prime Training runs this Mini MBA for leaders who answer to finance as much as to operations.

Why Mini MBA in Purchasing Platforms and Operating Models Matters Now

Three pressures meet on the purchasing director's desk. Finance teams want cash released from inventory and payables cycles; suppliers are moving to portals, electronic invoicing and shared catalogues; and logistics networks face more disruption than spreadsheets can model. An organisation that buys platforms with a clear economic logic and a matching organisation design gains faster cycle times, cleaner spend visibility and earlier warning of supplier failure. One that buys licences without an operating model collects parallel processes and frustrated buyers. The course draws on COBIT 2019 for aligning technology investment with enterprise goals and on ITIL 4 for running the resulting services once they go live.

Who Gains Most from Mini MBA in Purchasing Platforms and Operating Models

- Leaders accountable for the purchasing function's budget, headcount and savings targets
- Heads of supply planning and logistics responsible for service levels and inventory cost
- Owners of procure-to-pay processes spanning requisition, approval, receipt and payment
- Category directors who negotiate with strategic suppliers and own supplier relationships
- Sponsors of purchasing and logistics technology investments before capital committees

A purchasing leadership group that attends with its finance business partner gains most, because both sides then argue from the same cost model and payback logic.

Mini MBA in Purchasing Platforms and Operating Models Capabilities

The outcomes join commercial judgement with platform and organisation choices, so participants can defend a purchasing technology investment in the language a chief financial officer uses.

- Calculate total cost of ownership and payback for e-sourcing and procure-to-pay platforms — capital approval committees
- Design a target operating model for a platform-enabled purchasing function — chief procurement officer
- Assess supplier master data quality and spend classification maturity — category strategy owners
- Weigh suite, point solution and marketplace options for purchasing and visibility tools — technology steering groups
- Specify measures linking cycle time, working capital and supplier performance — finance and operations leaders
- Communicate a phased platform release sequence to suppliers and internal requisitioners — executive sponsors

Key Mini MBA in Purchasing Platforms and Operating Models Terms

- Procure-to-pay P2P — the end-to-end flow from requisition and purchase order through goods receipt, invoice matching and supplier payment.
- E-sourcing — running requests for quotation, tenders and reverse auctions on an online platform with structured bids and audit trails.
- Spend cube — a dataset classifying all purchasing spend by category, supplier and business unit for opportunity analysis.
- Cash-to-cash cycle — the days between paying suppliers and collecting from customers, a core working capital measure.
- Target operating model — the intended design of roles, processes, locations and systems through which purchasing will run.
- Supplier enablement — onboarding suppliers onto portals, catalogues and electronic invoicing so transactions flow without manual rekeying.

Mini MBA in Purchasing Platforms and Operating Models Day by Day

Day 1: The Economics of Purchasing

- Purchasing Cost Structure — Where Spend Leaks Between Contract and Payment
- Working Capital Levers — Payables Terms, Inventory Days and Cash Release
- Cost-to-Serve Analysis — Which Customers and Channels Absorb Logistics Cost
- Procurement Value Scorecard — Savings Versus Total Value Contribution
- Board Reporting Formats — How Purchasing Results Reach Finance

Day 2: Platform Strategy for Purchasing

- Purchasing Maturity Assessment — Current Capability Against Peer Patterns
- Category Channel Matrix — Which Categories Suit Catalogues, Tenders or Marketplaces
- Platform Landscape Mapping — Suites, Point Solutions and Marketplaces
- COBIT 2019 Goals Cascade — Linking Platform Spend to Enterprise Goals
- Strategic Option Appraisal — Sequencing Investments by Return and Exposure

Day 3: E-Sourcing and Tender Platforms

- Electronic Tender Workflow — Bid Comparability, Clarifications and Audit Trail
- Reverse Auction Design — When Price Competition Suits the Market
- Weighted Bid Evaluation Models — Balancing Price, Quality and Supplier Exposure
- Supplier Portal Onboarding — Registration, Qualification and Document Control
- E-Sourcing Savings Tracking — Separating Negotiated From Realised Savings

Day 4: Procure-to-Pay Automation

- Three-Way Match Automation — Exception Rates and Tolerance Rules
- Guided Buying and Catalogues — Steering Requisitioners Toward Contracted Prices
- Electronic Invoicing Flows — Touchless Processing and Early Payment Options
- Approval Workflow Design — Delegation Limits and Segregation of Duties
- P2P Process Mining — Locating Rework, Maverick Spend and Delays

Day 5: Supplier Data and Spend Intelligence

- Spend Cube Construction — Classification Taxonomies and Cleansing Rules
- Supplier Master Data Ownership — Duplicates, Flags and Stewardship Roles
- Supplier Performance Dashboards — Delivery, Quality and Responsiveness Measures
- Supplier Distress Signals — Financial, Operational and Concentration Indicators
- Should-Cost Modelling — Fact-Based Negotiation Positions With Key Suppliers

Day 6: Supply Chain Planning Platforms

- Integrated Business Planning — Aligning Demand, Supply and Financial Plans
- Inventory Positioning Models — Safety Stock Versus Service Level Trade-Offs
- Supply Chain Digital Twin Scenarios — Testing Network Changes Before Committing
- Logistics Visibility Platforms — Shipment Tracking and Exception Alerts
- Supplier Collaboration Portals — Shared Forecasts and Capacity Commitments

Day 7: Operating Model and Talent

- Target Operating Model Canvas — Centralised, Hybrid and Federated Purchasing
- Platform-Era Purchasing Roles — Analysts, Platform Owners and Category Leads
- Skills Gap Mapping — Commercial, Analytical and Technical Capabilities
- ITIL 4 Service Value Chain — Supporting Purchasing Platforms After Launch
- Shared Service Options — When to Centralise Transactional Purchasing

Day 8: Investment Case and Finance

- Total Cost of Ownership Model — Licences, Integration, Change and Run Costs
- Net Present Value and Payback — Comparing Platform Investment Options
- Benefit Realisation Tracking — Owners, Baselines and Measurement Points
- Software Vendor Negotiation — Subscription Terms, Exit Clauses and Data Rights
- Sensitivity Analysis — Which Assumptions Move the Investment Decision

Day 9: Leading the Change

- Stakeholder Influence Mapping — Finance, Operations, Requisitioners and Suppliers
- Platform Usage Measures — Catalogue Uptake and Off-Contract Spend Trends
- Supplier Communication Sequence — Portal Migration and Invoicing Changes
- Controls and Audit Readiness — Evidence From Automated Workflows
- Release Sequencing — Waves by Category, Site and Supplier Group

Day 10: Practising the Purchasing Platform Investment Case

- Purchasing Economics Baseline — Applying Cost and Working Capital Measures
- Platform Shortlist Rationale — Applying the Strategy and Sourcing Appraisals
- Operating Model Choice — Applying the Canvas to a Participant Function
- Peer Challenge Panel — Testing Assumptions Against Finance Questions
- Purchasing Platform Investment Case — Completing the Financial and Release Document

Applying Mini MBA in Purchasing Platforms and Operating Models After the Course

- Rebuild the spend cube for the top ten categories and present the cleansing gaps to the finance business partner.
- Run a payback and sensitivity check on one pending purchasing platform proposal before it reaches the capital committee.

Mini MBA in Purchasing Platforms and Operating Models Questions FAQ

What is a Mini MBA in Purchasing Platforms and Operating Models and why does it matter now?

It is a condensed business education for purchasing and logistics leaders on the economics and organisation design behind sourcing, payment and planning platforms. It matters now because platform choices shape working capital, supplier resilience and the credibility of purchasing with finance.

Which roles gain most from a Mini MBA in Purchasing Platforms and Operating Models?

Senior purchasing, category and supply planning leaders gain most. You benefit if you own a budget, a procure-to-pay process or a supplier portfolio and must defend technology spending before finance or the board.

How does a Mini MBA in Purchasing Platforms and Operating Models differ from a course on AI in purchasing?

It centres on business economics and operating model choices rather than algorithms. A course on artificial intelligence in purchasing studies forecasting and analytics techniques, whereas this one builds the financial case, organisation design and supplier migration that any purchasing platform needs.

What do you bring back from a Mini MBA in Purchasing Platforms and Operating Models?

You bring back an investment case and release sequence for purchasing and logistics platforms. It contains a cost baseline, platform rationale, operating model choice and benefit measures that your finance colleagues can test and approve.

Mini MBA in Purchasing Platforms and Operating Models: The Way Forward

The purchasing platform investment case first informs which platform receives funding and in what sequence. Chief procurement officers, finance partners and transformation sponsors use it to approve budgets and assign benefit owners. After the first release wave, the assumptions on supplier enablement and catalogue uptake deserve another look, since real usage evidence will sharpen the next funding request.