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COURSE BROCHURE

# Integrated Procurement and Warehousing Strategy Training Course

14 – 25 March 2027
Cairo

# Integrated Procurement and Warehousing Strategy Training Course

**Ref:** 1012_38282 **Date:** 14 – 25 March 2027 **Location:** Cairo **Fees:** 6000 GBP

Integrated Procurement and Warehousing Strategy is a 2-week training course for procurement, warehouse and logistics managers, and each participant leaves with a Buy-Store Flow Blueprint for one product family. Purchase decisions set the load on docks, racking and labour long before goods arrive, so a price saving can quietly become a storage cost. Jupiter Prime Training runs this Integrated Procurement and Warehousing Strategy course for buyers and storekeepers alike.

## Why Integrated Procurement and Warehousing Strategy Matters Now

Three pressures now push buyers and storekeepers together. Finance teams scrutinise working capital and question every pallet held beyond need. Suppliers ask for larger, less frequent orders to protect their own margins, while warehouses run close to capacity and cannot absorb sudden receipt peaks. Customers and internal users expect shorter lead times and fewer stock-outs. Organisations that plan buying and storage jointly release space, cut handling and avoid premium freight; those that keep them apart pay twice for the same goods. The course draws on ISO 20400 Sustainable Procurement guidance and ISO 28000 supply chain security principles, together with established lot sizing and slotting models.

## Who Gains Most from Integrated Procurement and Warehousing Strategy

- Managers who set order quantities, supplier schedules and replenishment rules for key categories
- Leaders accountable for warehouse space, dock throughput and storage labour
- Logistics heads who coordinate inbound transport with receiving and despatch
- Inventory planners who balance service levels against stock holding
- Contract owners responsible for third-party warehousing and logistics service agreements

A site that sends its purchasing lead, its warehouse manager and its inventory planner together gains most, because all three return with one shared model linking order decisions to space, labour and cost.

## Integrated Procurement and Warehousing Strategy Capabilities

Participants leave able to show how an order quantity, a delivery window or a supplier pack size changes the cost and capacity of the warehouse that receives it.

- Calculate lot sizes that respect storage limits as well as price breaks — category buying decisions
- Design supplier delivery windows that level dock and receiving workload — warehouse operations leads
- Build a capacity scenario model linking purchase plans to space demand — finance and site planning
- Specify slotting and cross-dock rules for items with shifting velocity — storage layout decisions
- Assess supplier offers on total landed cost including storage and handling — sourcing committees
- Align logistics clauses and scorecards with receiving performance — supplier review meetings

## Key Integrated Procurement and Warehousing Strategy Terms

- Cube utilisation — the share of usable warehouse volume actually occupied by stored goods, rather than floor area or rack positions alone.
- Slotting — the assignment of each item to a storage location based on its movement rate, size and order affinity.
- Cross-docking — moving inbound goods directly to outbound despatch with little or no storage in between.
- Holding cost — the yearly cost of keeping stock, covering capital tied up, space, handling, insurance and obsolescence.
- Consignment stock — supplier-owned goods held at the buyer's site and paid for only when drawn for use.
- Total landed cost — the full cost of an item delivered and stored, including price, freight, duties, receipt and holding.

## Integrated Procurement and Warehousing Strategy Day by Day

### Day 1: Buy-Store Interdependence

- Spend Cube by Storage Profile — Which Categories Drive Warehouse Load
- Order Quantity Versus Storage Footprint — Trade-Off Between Price Breaks and Space
- Inbound Flow Mapping — Where Purchase Decisions Create Dock Congestion
- Holding Cost Components — Capital, Space, Handling and Obsolescence Exposure
- Stakeholder Map Across Buying, Stores and Transport — Ownership of Shared Costs

### Day 2: Demand Signals and Replenishment Policy

- Demand Variability Classification — Choosing Replenishment Rules per Item Family
- Economic Order Quantity Revisited — Adding Storage Constraints to Lot Sizing
- Safety Stock Calculation — Service Level Targets Against Space Available
- Min-Max and Periodic Review Policies — Fit With Supplier Lead Times
- Replenishment Calendar Design — Smoothing Receipts Across the Week

## Day 3: Supplier Delivery Scheduling

- Delivery Window Booking — Matching Supplier Arrivals to Dock Capacity
- Advance Shipping Notice Standards — Readiness Before Trucks Arrive
- Vendor Managed Inventory Agreements — Who Holds Stock and Where
- Consignment Stock Arrangements — Cash Flow Versus Warehouse Space
- Supplier Packaging and Pallet Specifications — Reducing Rework at Receipt

## Day 4: Warehouse Capacity Modelling

- Cube Utilisation Analysis — Usable Space Versus Nominal Racking Capacity
- Peak Season Capacity Forecasting — Overflow, Third-Party Storage or Rescheduling
- Dock Door and Yard Capacity — Receipt Throughput Ceilings
- Storage Medium Selection — Selective, Drive-In, Shelving and Bulk Floor
- Capacity Scenario Model — Linking Purchase Plans to Space Requirements

## Day 5: Slotting and Storage Design

- Velocity-Based Slotting — Placing Fast Movers Near Dispatch Points
- Item Affinity Analysis — Co-Locating Parts Ordered Together
- Golden Zone Allocation — Reducing Reach, Travel and Handling Strain
- Re-Slotting Triggers — When Sourcing Changes Shift Item Velocity
- Hazardous and Temperature-Controlled Zones — Segregation Rules and Space Planning

## Day 6: Cross-Docking and Flow-Through

- Cross-Dock Eligibility Criteria — Which Supplies Should Never Be Stored
- Pre-Distributed Versus Post-Distributed Cross-Docking — Supplier Labelling Demands
- Inbound-Outbound Synchronisation — Timing Supplier Arrivals With Despatch Waves
- Merge-in-Transit Options — Combining Multi-Supplier Orders Before Delivery
- Cross-Dock Performance Measures — Dwell Time and Sortation Accuracy

## Day 7: Storage Cost Modelling

- Activity-Based Costing for Warehousing — Cost per Pallet Move and Pick
- Total Landed Cost Including Storage — Comparing Supplier Offers Fairly
- Owned Versus Third-Party Warehousing — Fixed and Variable Cost Structure
- Make-or-Buy for Logistics Services — Contract Model Selection
- Cost-to-Serve by Category — Exposing Hidden Storage Burden

## Day 8: Contracts and Supplier Performance

- Logistics Clauses in Supply Agreements — Delivery, Labelling and Packaging Obligations
- Supplier Delivery Scorecard — On-Time, In-Full and Documentation Accuracy
- Third-Party Warehouse Service Level Agreements — Measures and Remedies
- Incoterms Choice and Receipt Responsibility — Point of Risk Transfer
- Joint Improvement Reviews — Root Causes of Receiving Delays

## Day 9: Resilience and Sustainability

- Strategic Buffer Stock Positioning — Critical Items Versus Space Cost
- Dual Sourcing and Storage Impact — Holding Several Supplier Variants
- ISO 28000 Supply Chain Security Principles — Protecting Stored Goods
- ISO 20400 Sustainable Procurement Guidance — Packaging and Transport Choices
- Obsolete and Slow-Moving Stock Disposal — Recovery and Write-Off Policy

## Day 10: Practising the Buy-Store Flow Blueprint

- Capacity Scenario Model Applied — Next Year's Purchase Plan Against Space
- Slotting and Cross-Dock Choices Applied — Redesigning One Inbound Flow
- Storage Cost Model Applied — Revised Supplier Comparison for One Category
- Integrated Planning Calendar — Joint Buying, Receiving and Storage Reviews
- Buy-Store Flow Blueprint — Final Design Presented for Peer Challenge

## Applying Integrated Procurement and Warehousing Strategy After the Course

- Run a capacity scenario for the next quarter's purchase plan and agree delivery windows with the three suppliers causing most dock congestion.
- Re-slot the fifty fastest-moving items in one zone and compare travel time and picking errors with the month before.

## Integrated Procurement and Warehousing Strategy Questions FAQ

### What is Integrated Procurement and Warehousing Strategy and why does it matter now?

It is the practice of planning purchases and storage as one system. It matters now because tight warehouse space, working capital pressure and supplier batching mean that a buying decision made alone often raises handling, space and freight costs elsewhere.

### Which roles gain most from Integrated Procurement and Warehousing Strategy?

Purchasing leads, warehouse managers, logistics heads and inventory planners gain most. You benefit if you set order quantities, run docks and racking, or answer for stock levels and storage costs, and especially if you attend with colleagues from the other side of the buy-store link.

### How does Integrated Procurement and Warehousing Strategy differ from a warehouse operations course?

It links sourcing choices to storage outcomes rather than teaching warehouse tasks alone. A warehouse operations course improves picking and layout inside the building; this course shows how supplier selection, lot sizes and delivery schedules shape that building's load and cost.

## What do you bring back from Integrated Procurement and Warehousing Strategy?

You bring back a tested design for one product family. It joins replenishment rules, delivery windows, slotting and cross-dock choices with a storage cost model, so you can defend changes to suppliers, finance and site leaders with one consistent set of figures.

## Integrated Procurement and Warehousing Strategy: The Way Forward

The Buy-Store Flow Blueprint first informs the next supplier negotiation for the chosen product family, where order quantities and delivery windows are agreed against real space limits. Purchasing, warehouse and finance leads use it as a common reference. After its first cycle, revisit the slotting and cross-dock choices, since supplier changes shift item velocity faster than layouts are usually reviewed.