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COURSE BROCHURE

Procurement Category Management and Category Plans Training Course

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Dubai

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Registered in the United Kingdom and Saudi Arabia

Procurement Category Management and Category Plans Training Course

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Procurement Category Management and Category Plans is a 1-week training course for category buyers and sourcing analysts who turn spend into a Category Strategy Plan. As organisations push purchasing beyond transactional buying, leaders expect each category of spend to have an owner, a market view and a measurable direction. Jupiter Prime Training runs this course for sourcing teams moving from order handling to category leadership.

Why Procurement Category Management Matters Now

Three forces shape category work today: budget holders who want purchasing to explain where money goes, supply markets that shift capacity and pricing faster than annual tender cycles, and growing attention to sustainable and responsible buying. An organisation that manages categories well concentrates effort where spend and supply risk are greatest and negotiates from market knowledge, while one that buys item by item repeats tenders and misses consolidation. The course rests on the Kraljic Portfolio Matrix, Porter's Five Forces and the guidance of ISO 20400 Sustainable procurement.

Who Gains Most from Procurement Category Management

- Buyers responsible for a portfolio of spend categories and their supplier base
- Sourcing analysts who prepare spend cubes, category profiles and market reports
- Contract specialists who align agreements with category strategy choices
- Supplier performance staff who track service and compliance by category
- Planning and finance partners who validate category baselines and savings

Sourcing functions gain most when several category buyers attend together, because they leave with one segmentation logic and one category plan format across the portfolio.

Procurement Category Management Capabilities

Participants learn to read spend as a portfolio, profile a category from the inside and the market side, and argue for a strategy budget holders will back.

- Segment organisational spend by value and supply risk — category priorities
- Build a category profile with baseline metrics — category owners
- Assess supply market power using structured models — sourcing strategy choice
- Weigh sourcing strategy options against a business case — budget holders
- Align requisitioners and finance with a RACI — category decisions
- Design a category performance scorecard — leadership and supplier reviews

Key Procurement Category Management Terms

- Spend category — A group of purchases sharing a supply market and requirement type, managed as one unit.
- Spend segmentation — Ranking categories by spend value and supply risk to decide where effort brings the most return.
- Kraljic Portfolio Matrix — A two-by-two model placing categories as leverage, strategic, bottleneck or routine by profit impact and supply risk.
- Category profile — A fact base describing a category's spend, suppliers, contracts, demand drivers and stakeholder needs.
- Supplier preferencing — A model showing how attractive and valuable a buying organisation's account appears from the supplier's side.
- Category scorecard — A small set of measures tracking savings, service, risk and compliance for one category over time.

Procurement Category Management Day by Day

Day 1: Category Landscape and Spend Segmentation

- Spend Taxonomy and Classification Codes — Grouping Purchases Into Manageable Categories
- Spend Segmentation by Value and Supply Risk — Setting Category Priorities
- Kraljic Portfolio Matrix — Choosing Leverage, Strategic, Bottleneck or Routine Approaches
- Category Ownership Charters — Who Decides for Each Category
- Category Wave Planning — Sequencing Categories for Attention

Day 2: Category Profiling

- Category Profile Template — Capturing Spend, Suppliers and Contract Coverage
- Demand Drivers and Requirement Mapping — Linking Consumption to Business Needs
- Internal Stakeholder Interviews — Surfacing Pain Points and Constraints
- Supplier Base Fragmentation Review — Deciding Where to Rationalise
- Category Baseline Metrics — Fixing the Starting Point for Savings

Day 3: Supply Market Analysis

- Porter's Five Forces for Supply Markets — Gauging Supplier Bargaining Power
- Supplier Preferencing Model — Reading How Suppliers View the Account
- Cost Driver and Price Index Mapping — Anticipating Market Price Movements
- Market Capacity and New Entrant Scanning — Widening the Supplier Pool
- Category SWOT and Opportunity Shortlist — Framing Strategic Options

Day 4: Category Strategy Options and Alignment

- Sourcing Strategy Options Appraisal — Consolidate, Diversify, Partner or Redesign
- Business Case for a Category Strategy — Securing Budget Holder Support
- RACI for Category Decisions — Aligning Requisitioners, Finance and Operations
- Category Performance Scorecards — Tracking Savings, Service and Compliance
- Sustainability Criteria From ISO 20400 — Embedding Responsible Choices in Categories

Day 5: Practising the Category Strategy Plan

- Segmentation of a Live Spend Set — Confirming the Priority Category
- Profile and Market Analysis Synthesis — Testing the Opportunity Shortlist
- Stakeholder Sign-Off Rehearsal — Handling Objections From Budget Holders
- Scorecard and Review Cycle Design — Setting Category Review Rhythm
- Category Strategy Plan — Chosen Strategy, Actions, Owners and Measures

Applying Procurement Category Management After the Course

- Segment the last twelve months of spend with the value and supply risk grid and agree the first priority category with the purchasing lead.
- Complete a category profile and supply market scan for that category and present the opportunity shortlist to its main budget holder.

Procurement Category Management Questions FAQ

What is procurement category management, and why does it matter now?

Procurement category management groups spend into categories and gives each one a market-informed strategy. It matters now because budget holders expect clear direction on spend while supply markets change faster than one-off tenders can follow.

Which roles gain most from procurement category management and category plans?

Category buyers and sourcing analysts gain most, as they own spend portfolios and prepare the evidence. Contract, supplier performance and finance partners also benefit, for example in facilities services and engineering spare parts.

How does procurement category management differ from a tendering course?

Category management decides the long-term approach for a whole category before any tender is launched. A tendering course runs individual competitions; this course sets which competitions, partnerships or redesigns a category needs and how results are measured.

What do you bring back from procurement category management and category plans training?

You bring back a strategy plan for one priority category with actions, owners and measures. You also return with a segmentation grid, a category profile template and a scorecard design colleagues can reuse.

Procurement Category Management: The Way Forward

The Category Strategy Plan sets out the chosen strategy, the supply market view behind it, the actions, owners and scorecard measures for one category. Its first use is agreeing the sourcing approach with budget holders, and buyers and analysts maintain it between reviews. After the first review cycle, revisit whether the segmentation still reflects current supply risk.