Procurement Strategies for ERP Licenses and Services Training Course

Professional Development Training Course Outline

Category	Enterprise Resource Planning (ERP)	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s fast-paced digital transformation landscape, organizations are increasingly relying on Enterprise Resource Planning (ERP) systems to streamline operations, drive efficiency, and enhance decision-making. However, procuring ERP licenses and associated services can be complex and costly, requiring a strategic approach to vendor negotiation, compliance, and cost optimization. Procurement Strategies for ERP Licenses and Services Training Course equips professionals with actionable insights into modern procurement methodologies, vendor management best practices, and negotiation tactics to maximize ROI while ensuring regulatory compliance. Leveraging real-world case studies, industry benchmarks, and hands-on exercises, participants will gain practical skills to drive cost-effective ERP procurement strategies.

Designed for procurement professionals, IT managers, CFOs, and ERP consultants, this program emphasizes strategic sourcing, contract optimization, risk mitigation, and total cost of ownership (TCO) management. Participants will learn to evaluate vendor offerings, navigate complex licensing models, and implement governance frameworks that align with business objectives. By the end of the course, attendees will be adept at leveraging analytics, negotiating service-level agreements (SLAs), and adopting best-in-class ERP procurement practices, ensuring sustainable value for their organizations in a competitive marketplace

Programme Curriculum

Procurement Strategies for ERP Licenses and Services Training Course

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5 days

Course Objectives

By the end of this course, participants will be able to:

1. Master ERP procurement strategies to optimize license and service costs.
2. Apply strategic sourcing techniques for software and service vendors.
3. Conduct total cost of ownership (TCO) analysis for ERP investments.
4. Evaluate ERP licensing models for multi-cloud and on-premise solutions.
5. Negotiate vendor contracts and service-level agreements (SLAs) effectively.
6. Implement risk mitigation strategies for ERP procurement.
7. Leverage procurement analytics and dashboards for informed decisions.
8. Benchmark industry best practices in ERP software acquisition.
9. Develop vendor relationship management frameworks.
10. Ensure compliance and governance in ERP procurement contracts.
11. Optimize cost-saving strategies using innovative procurement techniques.
12. Integrate digital transformation trends into procurement planning.
13. Apply real-world case studies to refine decision-making skills.

Target Audience

- Procurement managers and specialists
- IT managers and ERP implementation leads
- CFOs and finance managers
- Supply chain managers
- ERP consultants and system integrators
- Contract and vendor managers
- Digital transformation leaders
- Business analysts focusing on ERP investments

Course Modules

Module 1: ERP Procurement Landscape & Trends

- Overview of ERP systems and market trends

- Key drivers for ERP adoption and procurement challenges
- Emerging ERP licensing models
- Impact of cloud ERP on procurement strategy
- Case Study: Successful ERP procurement in a multinational company

Module 2: Strategic Sourcing & Vendor Selection

- Frameworks for evaluating ERP vendors
- Comparative analysis of vendor offerings
- RFP/RFQ best practices for ERP software
- Negotiation strategies for licensing agreements
- Case Study: Selecting the right ERP vendor for mid-sized enterprises

Module 3: Total Cost of Ownership (TCO) Analysis

- Identifying direct and indirect costs of ERP
- Calculating ROI and payback periods
- Cost-benefit analysis for cloud vs on-premise ERP
- Financial modeling for procurement decisions
- Case Study: Reducing ERP TCO in a global manufacturing firm

Module 4: Contract Negotiation & SLA Management

- Key clauses in ERP contracts
- Negotiating service-level agreements (SLAs)
- Managing vendor obligations and penalties
- Escalation and dispute resolution strategies
- Case Study: Negotiating SLA improvements in an enterprise rollout

Module 5: Compliance & Risk Management

- Regulatory and license compliance for ERP systems
- Risk assessment frameworks for procurement
- Mitigation strategies for vendor-related risks
- Internal audit and governance practices
- Case Study: Ensuring compliance in a multi-country ERP deployment

Module 6: Cost Optimization Strategies

- Volume licensing and bundling strategies
- Leveraging negotiation levers for discounts
- License audits and reclaim strategies
- Subscription vs perpetual license cost comparison
- Case Study: Achieving 20% savings in ERP licensing

Module 7: Procurement Analytics & Decision-Making

- Tools for procurement analytics and reporting
- KPI development and performance tracking
- Data-driven vendor selection and negotiation
- Scenario analysis and forecasting for ERP purchases
- Case Study: Data-driven procurement decisions in a retail ERP rollout

Module 8: Future Trends & Digital Transformation

- AI, automation, and predictive analytics in procurement
- Cloud ERP evolution and hybrid deployment strategies
- Emerging best practices in ERP procurement
- Sustainability and green procurement considerations
- Case Study: Implementing AI-driven procurement strategy in a service company

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
21 Sep 2026	25 Sep 2026	Online	$1,000
21 Sep 2026	25 Sep 2026	Physical	$1,500
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0

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