Strategic Purchasing in Health Training Course

Professional Development Training Course Outline

Category	Public Health	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Strategic Purchasing in Health is a critical pillar of modern healthcare supply chain management, designed to ensure cost-effective procurement, efficient resource allocation, and high-quality healthcare delivery. In an era of rising healthcare demand, supply disruptions, and budget constraints, institutions must adopt value-based procurement strategies, digital procurement systems, and evidence-based purchasing decisions to improve service delivery and patient outcomes. Strategic Purchasing in Health Training Course equips participants with advanced competencies in strategic sourcing, contract management, supplier relationship management, and health systems strengthening to achieve sustainable and transparent procurement processes.

The course integrates global best practices in health procurement reform, pharmaceutical supply chain optimization, public procurement compliance, and data-driven decision-making. Participants will explore innovative tools such as e-procurement platforms, spend analytics, framework agreements, and performance-based contracting. With a strong focus on efficiency, accountability, and innovation, this program empowers healthcare professionals to transform procurement systems into strategic enablers of universal health coverage (UHC), quality improvement, and financial sustainability.

Programme Curriculum

Strategic Purchasing in Health Training Course

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Course Duration

10 days

Course Objectives

1. Understand strategic procurement frameworks in healthcare systems
2. Apply value-based purchasing and cost optimization strategies
3. Strengthen healthcare supply chain resilience and risk management
4. Implement e-procurement and digital procurement transformation tools
5. Enhance supplier performance management and evaluation systems
6. Develop contract negotiation and compliance management skills
7. Improve pharmaceutical procurement and inventory optimization
8. Promote transparent and accountable procurement governance
9. Apply data analytics in procurement decision-making
10. Strengthen public procurement policy compliance
11. Integrate sustainable and green procurement practices
12. Improve forecasting and demand planning in health systems
13. Build capacity in strategic sourcing and category management

Target Audience

1. Procurement Officers in healthcare institutions
2. Hospital Administrators and Health Managers
3. Pharmaceutical Supply Chain Professionals
4. Government Health Procurement Officials
5. NGO and Donor-funded Health Program Managers
6. Health Insurance Procurement Specialists
7. Biomedical and Medical Equipment Managers
8. Health Policy and Planning Experts

Course Modules

Module 1: Foundations of Strategic Purchasing in Health

- Concepts of strategic procurement vs traditional purchasing
- Role in Universal Health Coverage (UHC)
- Health system financing linkages
- Procurement cycle overview
- Governance structures in health procurement
- **Case Study:** Rwanda health procurement reform success

Module 2: Health Supply Chain Management Systems

- End-to-end supply chain mapping
- Demand forecasting techniques
- Distribution network optimization
- Inventory control systems
- Stock-out prevention strategies
- **Case Study:** Kenya medical supplies efficiency improvements

Module 3: Value-Based Procurement Models

- Cost-effectiveness analysis
- Quality-adjusted procurement decisions
- Outcome-based contracting
- Budget impact analysis
- Health value measurement tools
- **Case Study:** NHS value-based procurement in UK

Module 4: E-Procurement and Digital Transformation

- Digital procurement platforms
- Automation of procurement workflows
- Blockchain in procurement transparency
- Data integration systems
- Cybersecurity in procurement systems
- **Case Study:** Estonia e-governance procurement system

Module 5: Supplier Relationship Management

- Supplier segmentation strategies
- Performance scorecards
- Collaboration frameworks
- Risk-sharing models
- Supplier audits and compliance
- **Case Study:** UNICEF global supplier management model

Module 6: Contract Management in Healthcare Procurement

- Contract lifecycle management
- SLA development
- Legal compliance frameworks
- Dispute resolution mechanisms
- Contract performance monitoring
- **Case Study:** South Africa hospital procurement contract failures

Module 7: Pharmaceutical Procurement Systems

- Essential medicines list optimization
- Drug pricing strategies
- Generic vs branded procurement
- Cold chain logistics
- Regulatory compliance

- **Case Study:** Tanzania medicine supply chain improvements

Module 8: Public Procurement Policy & Compliance

- Government procurement laws
- Ethical procurement standards
- Anti-corruption mechanisms
- Audit and accountability systems
- Procurement governance frameworks
- **Case Study:** World Bank procurement compliance projects

Module 9: Procurement Data Analytics

- Spend analysis techniques
- Predictive procurement analytics
- Dashboard reporting systems
- KPI development
- Data-driven decision-making
- **Case Study:** US healthcare analytics procurement model

Module 10: Risk Management in Procurement

- Supply disruption risks
- Supplier failure risk mitigation
- Financial risk controls
- Emergency procurement systems
- Contingency planning
- **Case Study:** COVID-19 PPE global procurement crisis

Module 11: Strategic Sourcing and Category Management

- Category segmentation
- Market intelligence gathering
- Competitive bidding strategies
- Supplier benchmarking
- Sourcing optimization models
- **Case Study:** NHS strategic sourcing framework

Module 12: Sustainable and Green Procurement

- Eco-friendly procurement standards
- Carbon footprint reduction strategies
- Waste minimization in supply chains
- Ethical sourcing practices
- Sustainability reporting
- **Case Study:** WHO sustainable procurement initiative

Module 13: Forecasting and Demand Planning

- Quantitative forecasting models
- Epidemiological demand forecasting
- Seasonal demand planning

- Buffer stock optimization
- AI-based forecasting tools
- **Case Study:** Malaria drug forecasting in Sub-Saharan Africa

Module 14: Procurement Performance Measurement

- KPI development in procurement
- Benchmarking procurement efficiency
- Supplier performance indicators
- Cost savings measurement
- Continuous improvement frameworks
- **Case Study:** Singapore healthcare procurement benchmarking

Module 15: Innovation in Health Procurement

- AI in procurement decision-making
- Robotics in supply chain management
- Smart procurement ecosystems
- Digital twins in logistics
- Future trends in health procurement
- **Case Study:** Digital procurement innovation in Dubai Health Authority

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
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

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