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# Procurement Cost Reduction Strategies





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Cost Reduction Strategies in Procurement is a five-day procurement cost reduction course delivered by Mars Training Centre internationally — in London, Geneva, Dubai, Milan, and Kuwait — designed for procurement, finance, and commercial leaders accountable for delivering measurable cost outcomes from third-party spend.

The procurement function has long been the place organisations turn to when margin needs to be protected. But the easy savings are largely gone — annual percentage reductions on the same categories cannot continue forever, and finance leaders rightly press for procurement claims to translate into the profit and loss account. Senior procurement professionals need a broader, more rigorous cost reduction toolkit and a discipline for measuring benefits that the finance function will accept.

Across five focused days, you will work through the principal levers of procurement cost reduction — strategic, commercial, demand, specification, process, and supplier-side levers — and the methodology that ties them into a credible savings programme. The week covers should-cost analysis, total cost of ownership, demand management, value engineering, and benefit tracking, delivered by senior practitioners with industry experience. You leave with a personal action plan and a working cost reduction programme for your own spend.

### What You Will Learn

By the end of this programme, you will be able to:

- Apply a structured cost reduction methodology to your spend portfolio.
- Build should-cost models for major categories.
- Conduct rigorous total cost of ownership analysis.
- Identify and exploit demand-side and specification-side cost levers.
- Apply value engineering and value analysis to high-spend items.
- Run commercial cost reduction levers including renegotiation and consolidation.
- Engage suppliers in joint cost reduction programmes.
- Apply process and indirect cost reduction techniques.
- Build a procurement savings programme that finance will validate.
- Track and report procurement benefits credibly.

### How You Will Benefit

You will leave with a broad, rigorous cost reduction toolkit, a methodology for measuring benefits that holds up under finance scrutiny, and a Mars Certificate of Completion.

Your organisation will gain a procurement leader who can deliver measurable, credible savings, broaden the cost reduction toolkit beyond price, and build a sustainable savings pipeline.



## Who This Programme Is For

This programme is designed for procurement, finance, and commercial professionals, including:

- Chief Procurement Officers and Procurement Directors
- Heads of Sourcing and Heads of Category
- Category Managers and Senior Buyers
- Finance directors with procurement oversight
- Commercial Managers leading cost programmes
- Operations directors with procurement accountability
- Procurement transformation programme directors
- Senior public-sector procurement leads

The seniority floor is manager level and above.