
Digital Procurement and e-Sourcing





Digital Procurement and e-Sourcing

Digital Procurement and e-Sourcing is a five-day digital procurement and e-sourcing course delivered by Mars Training Centre across its international centres — in London, Dubai, Barcelona, Amsterdam, and Seoul — designed for procurement leaders, transformation owners, and senior managers responsible for the digitalisation of the procurement function.

The procurement technology landscape has moved from a handful of suite vendors to a crowded market of source-to-pay platforms, point solutions, marketplaces, analytics tools, and an emerging generation of AI-led applications. The technology is no longer the constraint — the constraint is the operating model, the data, and the change management around them. Senior procurement leaders need a clear-eyed view of what the technology actually does, what it costs to implement, where AI changes the picture, and how to design a digital procurement transformation that delivers value rather than disappointment.

Across five focused days, you will work through the digital procurement landscape — from source-to-pay architecture to e-sourcing, e-auctions, purchase-to-pay, contract lifecycle management, analytics, and the new wave of generative AI in procurement. The week balances strategic framing with hands-on review of how the technology actually works and is delivered by senior practitioners who have led procurement transformations. You leave with a personal action plan and a digital roadmap for your own function.

What You Will Learn

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

- Map the digital procurement technology landscape and major vendor categories.
- Diagnose your function's digital maturity and prioritise investment.
- Design and run e-sourcing events including electronic requests and e-auctions.
- Specify and select source-to-pay and contract lifecycle management platforms.
- Apply procurement analytics, spend analytics, and supplier intelligence tools.
- Apply AI and generative AI use cases across the procurement lifecycle.
- Build a digital procurement roadmap and business case.
- Lead the change management of a procurement digital programme.
- Manage data quality and integration across procurement systems.
- Measure the value delivered by procurement technology investment.

How You Will Benefit

You will leave with a clear-eyed view of the procurement technology landscape, a roadmap and business case for your function, and a Mars Certificate of Completion.

Your organisation will gain a procurement leader who can navigate the technology market intelligently, lead transformation programmes that deliver, and build the digital capability the function needs for the years ahead.



Who This Programme Is For

This programme is designed for procurement and transformation professionals, including:

- Chief Procurement Officers and Procurement Directors
- Heads of Procurement Operations and Procurement Excellence
- Procurement transformation programme directors
- Heads of Category and Senior Category Managers
- Digital and IT leaders supporting procurement
- Finance leaders sponsoring source-to-pay platforms
- Shared services and global business services leaders
- Senior public-sector procurement leads

The seniority floor is manager level and above.