

Strategic Procurement: Optimizing Efficiency & Maximizing Impact

5 – 6 November 2025 The Majestic Hotel Kuala Lumpur



Michael Lecomte 
Supply Chain Leader & Trainer

1 Course Overview

“What if every purchase order you approved next year could save more, protect your business better, and strengthen your supplier network?”

Procurement today is about driving efficiency, safeguarding operations, and delivering measurable business impact. Yet too often, procurement functions remain reactive: chasing suppliers, juggling urgent requests, and firefighting compliance risks, instead of shaping strategy.

This year-end workshop is your opportunity to change that. Positioned as a closing upskill workshop for 2025, it is designed to help you reset, refine, and re-strategize before stepping into the challenges of 2026. Over two days, you’ll transform procurement from a back-office function into a strategic powerhouse that delivers cost savings, builds stronger supplier relationships, and reduces risks.

On Day 1, you’ll **strengthen your operational foundations** by learning the streamlining procurement processes, mastering spend analysis, managing savings effectively, and building service level agreements that hold suppliers accountable. On Day 2, you’ll **elevate to strategic thinking**. You will be learning how to negotiate and manage contracts, apply category management, navigate Incoterms with confidence, and implement controls to prevent procurement fraud.

By the end of this course, you won’t just understand procurement processes. You’ll know exactly how to leverage them strategically to optimise efficiency, safeguard compliance, and maximise business impact.

If you want to close the year strong and start 2026 with a competitive edge, this is the workshop you cannot afford to miss.



2 Course Lead Trainer



Michael Lecomte 
Supply Chain Leader & Trainer

Michael Lecomte is a renowned expert in procurement, supply chain and warehouse management, with nearly **20 years of experience spanning Europe, the Middle East, and Asia**. His career has flourished across diverse industries, including 3PLs, footwear, and beauty, where he has consistently delivered transformative results.

Michael's unique combination of hands-on industry expertise and a natural talent for teaching has made him a sought-after figure in both academia and corporate training. For over a decade, he has lectured at prestigious universities and elevated professionals' capabilities through impactful training programs, solidifying his reputation as a leader in knowledge-sharing and skill development.

Michael's achievements are a testament to his strategic and operational excellence. He has successfully led major business transformation initiatives, implementing robust frameworks to optimize supply chain performance and drive operational efficiency. With a strong track record in managing high-stakes projects, Michael consistently delivers results within tight timelines and competitive budgets.

His ability to collaborate with cross-functional stakeholders and provide strategic updates has instilled confidence in global teams and enhanced organizational agility across diverse markets.

3 Course Objectives & Benefits

Objectives

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

- ✓ Learn how to cut costs and find hidden savings in your purchases.
- ✓ Turn procurement into a strategic role that adds real value to your business.
- ✓ Build stronger supplier relationships with better contracts and clear terms.
- ✓ Protect your organisation by spotting risks early and preventing fraud.

Benefits to Your Company

Strategic procurement is not just about saving money. It's about building resilience, efficiency, and trust across the supply chain. This course will help your organisation to:

- ✓ Reduce costs sustainably through data-driven spend analysis and value management.
- ✓ Strengthen supplier performance and reduce risks with structured SRM strategies.
- ✓ Avoid legal disputes and compliance breaches through strong contract management.
- ✓ Improve cross-functional collaboration with finance, operations, and compliance teams.

Result? Lower costs, stronger partnerships, fewer risks, and a more agile organisation ready to thrive in competitive markets.



4 Course Agenda

Day 1

On Day 1, you'll learn how to streamline your operational flow, uncover hidden savings through data analysis, and build stronger supplier partnerships. You'll also master tools like SLAs and Value Management to prove procurement's worth and shift from cost-cutting to value creation.

Module 1: Operational Procurement

Master the full cycle from requisition to payment so you can streamline workflows, tighten approvals, and prevent costly errors in goods receipt and invoice verification.

Module 2: Spend Analysis

Turn raw procurement data into insights. You'll learn how to clean, analyse, and interpret data to reveal cost-saving opportunities that drive smarter decisions.

Module 3: Savings Management

Gain clarity on cost reduction versus cost avoidance. This module equips you to measure, track, and report savings in ways that win leadership confidence.

Module 4: Supplier Relationship Management (SRM)

Shift suppliers from transactional to strategic partners. Discover how to evaluate performance, manage risks, and build long-term, value-driven relationships.

Module 5: Service Level Agreements (SLAs)

Design SLAs that hold suppliers accountable while protecting your organisation. You also learn to monitor performance and address breaches without damaging trust.

Module 6: Value Management

Go beyond cost-cutting. Apply tools like TCO, value engineering, and value analysis to balance savings with quality, innovation, and sustainability.

Course Schedule:

08:30-09:00	09:00-10:30	10:30-11:00	11:00-13:00	13:00-14:00	14:00-15:30	15:30-16:00	16:00-17:00
Registration	Upskilling	Break	Upskilling	Break	Upskilling	Break	Upskilling

Note:

All modules will be delivered across Day 1 and Day 2. However, the trainer may adjust the sequence, modify content, or emphasize specific topics based on the delegates' skills and experience.

5 Course Agenda

Day 2

Even the best savings mean little if contracts fail, fraud goes undetected, or risks aren't properly managed. Procurement leaders today must safeguard their organisations against legal disputes, supply disruptions, and unethical practices, while aligning with global trade standards. On Day 2, you'll build confidence in navigating procurement law, negotiating fair contracts, applying Incoterms correctly, and implementing fraud prevention measures. This is where you transition from operational buyer to trusted strategic advisor.

Module 7: Legal Issues in Purchasing

Demystify procurement law by learning contract formation, compliance, and dispute resolution. This helps you protect your organisation from unnecessary risks.

Module 8: Contractual Terms and Conditions

Strengthen your confidence in negotiations. You'll interpret key terms, allocate risks, and apply best practices to secure favourable agreements.

Module 9: Category Management

Move from ad-hoc buying to structured sourcing. Create category strategies, rationalise suppliers, and establish a framework for continuous improvement.

Module 10: Incoterms

Master Incoterms 2020 to clearly allocate responsibilities, choose the right trade terms, and avoid costly misunderstandings in international transactions.

Module 11: Corporate Fraud

Protect your organisation by spotting red flags and implementing preventive controls. Learn ethical practices that reduce fraud risks in procurement.

Course Schedule:

08:30-09:00	09:00-10:30	10:30-11:00	11:00-13:00	13:00-14:00	14:00-15:30	15:30-16:00	16:00-17:00
Registration	Upskilling	Break	Upskilling	Break	Upskilling	Break	Upskilling

Note:

All modules will be delivered across Day 1 and Day 2. However, the trainer may adjust the sequence, modify content, or emphasize specific topics based on the delegates' skills and experience.

6 Who Should Attend

This workshop is suitable for both **experienced professionals** seeking to deepen their knowledge and those **new to the field** looking to build a strong foundation in procurement management, including but not limited to:

Role	Relevancy	Why?
Procurement Managers & Executives	★ ★ ★	Master cost-saving strategies, supplier management, and elevate procurement to a strategic level.
Supply Chain & Logistics Managers	★ ★ ★	Strengthen supplier networks, improve efficiency, and reduce operational risks.
Category Managers & Sourcing Specialists	★ ★ ★	Apply advanced sourcing techniques, spend analysis, and category management practices.
Finance & Cost Control Professionals	★ ★ ★	Align procurement with financial goals, improve budget efficiency, and achieve measurable savings.
Contract & Vendor Management Teams	★ ★ ★	Enhance contract negotiation, ensure compliance, and prevent procurement fraud.
Compliance, Risk & Audit Officers	★ ★ ★	Ensure procurement processes meet governance, risk, and legal standards.
Operations & Business Unit Leaders	★ ★	Leverage procurement to boost efficiency, reduce costs, and improve cross-functional outcomes.

★ ★ ★ Highly Relevant ★ ★ Relevant ★ Somewhat Relevant

7 Our Past Sessions



Let's Level Up!

Are you ready to empower your skills and ultimately elevate your career?



Standard Fee : RM3,500/pax
Group Fee : RM3,350/pax (min 3 pax)

- ✓ Fees are per participant & inclusive of 8% SST.
- ✓ This course is **100% claimable** through HRD Corp Claimable Course (SBL-KHAS) Scheme: Employer-Specific Course
- ✓ **[Optional]** Add a **1-night stay** at the event hotel for a discounted rate of **RM400 nett**.

Step 1: Click the registration link here:

→ <https://www.skill-lyft.com/workshop-series-registration-form> or scan the QR code below and complete the online form.



Step 2: We'll review your submission and email the relevant documents:

- If applying for HRD Corp grant: You'll receive supporting documents to complete your grant application.
- If not applying for grant: You'll receive an invoice for direct payment.

Need help or have questions?
Reach out to us at registration@skill-lyft.com



Skill Lyft (M) Sdn. Bhd. is a registered Training Provider with HRD Corp.
All courses approved by HRD Corp.

For more information / enquiries, please contact:

 **Skill Lyft (M) Sdn. Bhd.** 202201042066 (1487763-T)
Level 3, Wisma Suria, Jalan Teknokrat 6, Cyber 5, 63000 Cyberjaya, Selangor, Malaysia.

 +60 11 3613 4122

 hello@skill-lyft.com

 www.skill-lyft.com