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# Digital Procurement and e-Sourcing

13 – 17 September 2027  
New York





## Digital Procurement and e-Sourcing

**Ref:** 1515\_10069 **Date:** 13 – 17 September 2027 **Location:** New York **Fees:** 7900 GBP

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.