



# Do you want to upgrade your healthcare procurement competencies?

Join our masterclass **Hospital & Healthcare Procurement**

We are combining expertise, improve performance and provide participants with a strategic position in the European healthcare procurement market. This masterclass aims to upgrade participants' healthcare procurement competencies in response to current challenges.

## What to expect?

- ▶ Foundation of strategic procurement for executives
- ▶ 5 P's of procurement
- ▶ Supplier relationship management
- ▶ Supplier risk management
- ▶ Procurement development
- ▶ Joint Cross Border Procurement
- ▶ Sustainability
- ▶ Procurement of innovations
- ▶ Next generation procurement
- ▶ Digitalization

Health Proc Europe Association, EHPPA and Nevi have joined forces to identify gaps and opportunities in developing a more strategic approach to hospital procurement. Since the pandemic, hospital and healthcare procurement has taken on an unprecedented importance. That is why we have co-developed the first European Masterclass in hospital and healthcare procurement.

  
**Masterclass**  
in Hospital & Healthcare Procurement

Developing a strategic approach to hospital procurement.



nevi

HEALTH PROC. EUROPE

EHPPA

Purchasing is slowly gaining the importance it has long had in other industries. There, good purchasers are rightly referred to as "rock stars". This is exactly what we are working on to achieve for hospital & healthcare buyers. That is why we have established the first European Masterclass in Hospital & Healthcare Procurement.

## What does the two-day program look like?

### Outline Day 1

*Block 1: Foundations of strategic procurement for executives*

- ▶ The impact of 'Supply chain, Supply market and Internal disruptions'
- ▶ Exploring the 5 P's of Procurement
- ▶ Category Management and Sourcing - realizing business impact

*Block 2: The challenging world of procurement*

- ▶ What challenges and dilemmas are we confronted with as procurement leaders
- ▶ How to best cope with these challenges
- ▶ Procurement Development Model: from buying towards value chain management

*Block 3: Tenders & auctions*

How to close the gap between medical users and procurers:

- ▶ Strategic positioning of tenders/auctions
- ▶ How to create neutral requirement specifications
- ▶ How to work with a digital tender platform

*Block 4: Geneva Sustainability Center*

- ▶ An introductory session around climate and sustainability in healthcare to derive from the general responsibility of healthcare organizations to take action, into the role of procurement to drive systemic change.

### Outline Day 2

*Block 1: Next generation procurement*

- ▶ The 3 C model
- ▶ What skills are needed to unlock value
- ▶ How to connect and engage with your internal stakeholders
- ▶ Procurements Value Proposition

*Block 2: Selected use case*

- ▶ Managing supplier performance
- ▶ Co-innovation with suppliers
- ▶ Unlocking value with your suppliers

*Block 3: Panel discussion on sustainability in healthcare*

- ▶ Policy perspective
- ▶ Buying perspective
- ▶ Solution perspective

*Block 4: Future proofing your procurement function!*

- ▶ Discussing the procurement development self-assessment scores
- ▶ Procurement canvas to future proof your procurement function
- ▶ Outlook towards the procurement function in 3-5 years time

Interested? Join us and check [nevi.nl/en/trainingen/masterclass-hospital-healthcare-procurement](https://nevi.nl/en/trainingen/masterclass-hospital-healthcare-procurement)



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Developing a strategic approach to hospital procurement.

