Datastat Research
Building Capacity in Training and Research

DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

ENTERPRISE RESOURCE PLANNING (ERP)

Procurement Strategies for ERP Licenses and Services Training Course

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

PROGRAM SPECIFICATIONS & HIGHLIGHTS

DURATION
5 Days Practical Hands-on

DELIVERY MODES
In-Person Class & Live Virtual

CERTIFICATION
Accredited Certificate of Completion

INTAKES / DATES
Multiple Cohort Schedules Included

PREPARED FOR:

Valued Participant

Email: training@datastatresearch.org | Issued: November 21, 2026

Academic & Professional Training Year: 2026

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Procurement Strategies for ERP Licenses and Services Training Course

Enterprise Resource Planning (ERP) • 5 Days Intensive • Accredited Certification

Course Overview

Procurement Strategies for ERP Licenses and Services Training Course equips professionals with actionable insights into modern procurement methodologies, vendor management best practices, and negotiation tactics to maximize ROI while ensuring regulatory compliance.

Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

TRAINING DATES	LOCATION / VENUE	FORMAT / DURATION	INVESTMENT (FEE)
29 Dec 2025 – 2 Jan 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
29 Dec 2025 – 2 Jan 2026	Kigali	Classroom / 5d	**$3,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Dubai	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Cape Town	Classroom / 5d	**$4,500 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Addis Ababa	Classroom / 5d	**$3,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Singapore	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Istanbul	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Bangkok	Classroom / 5d	**$5,000 USD / KES 90,000**
29 Dec 2025 – 2 Jan 2026	Accra	Classroom / 5d	**$4,000 USD / KES 90,000**
5 Jan 2026 – 9 Jan 2026	Nairobi	Classroom / 5d	**$1,500 USD / KES 110,000**
5 Jan 2026 – 9 Jan 2026	Kigali	Classroom / 5d	**$3,000 USD / KES 90,000**
5 Jan 2026 – 9 Jan 2026	Dubai	Classroom / 5d	**$5,000 USD / KES 90,000**

* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

Course Curriculum & Modules

Procurement Strategies for ERP Licenses and Services Training Course

Introduction

In today’s fast-paced digital transformation landscape, organizations are increasingly relying on Enterprise Resource Planning (ERP) systems to streamline operations, drive efficiency, and enhance decision-making. However, procuring ERP licenses and associated services can be complex and costly, requiring a strategic approach to vendor negotiation, compliance, and cost optimization. Procurement Strategies for ERP Licenses and Services Training Course equips professionals with actionable insights into modern procurement methodologies, vendor management best practices, and negotiation tactics to maximize ROI while ensuring regulatory compliance. Leveraging real-world case studies, industry benchmarks, and hands-on exercises, participants will gain practical skills to drive cost-effective ERP procurement strategies.

Designed for procurement professionals, IT managers, CFOs, and ERP consultants, this program emphasizes strategic sourcing, contract optimization, risk mitigation, and total cost of ownership (TCO) management. Participants will learn to evaluate vendor offerings, navigate complex licensing models, and implement governance frameworks that align with business objectives. By the end of the course, attendees will be adept at leveraging analytics, negotiating service-level agreements (SLAs), and adopting best-in-class ERP procurement practices, ensuring sustainable value for their organizations in a competitive marketplace.

Course Duration

5 days

Course Objectives

By the end of this course, participants will be able to:

- Master ERP procurement strategies to optimize license and service costs.
- Apply strategic sourcing techniques for software and service vendors.
- Conduct total cost of ownership (TCO) analysis for ERP investments.
- Evaluate ERP licensing models for multi-cloud and on-premise solutions.
- Negotiate vendor contracts and service-level agreements (SLAs) effectively.
- Implement risk mitigation strategies for ERP procurement.
- Leverage procurement analytics and dashboards for informed decisions.
- Benchmark industry best practices in ERP software acquisition.
- Develop vendor relationship management frameworks.
- Ensure compliance and governance in ERP procurement contracts.
- Optimize cost-saving strategies using innovative procurement techniques.
- Integrate digital transformation trends into procurement planning.
- Apply real-world case studies to refine decision-making skills.

Target Audience

- Procurement managers and specialists
- IT managers and ERP implementation leads
- CFOs and finance managers
- Supply chain managers
- ERP consultants and system integrators
- Contract and vendor managers
- Digital transformation leaders
- Business analysts focusing on ERP investments

Course Modules

Module 1: ERP Procurement Landscape & Trends

- Overview of ERP systems and market trends
- Key drivers for ERP adoption and procurement challenges
- Emerging ERP licensing models
- Impact of cloud ERP on procurement strategy
- Case Study: Successful ERP procurement in a multinational company

Module 2: Strategic Sourcing & Vendor Selection

- Frameworks for evaluating ERP vendors
- Comparative analysis of vendor offerings
- RFP/RFQ best practices for ERP software
- Negotiation strategies for licensing agreements
- Case Study: Selecting the right ERP vendor for mid-sized enterprises

Module 3: Total Cost of Ownership (TCO) Analysis

- Identifying direct and indirect costs of ERP
- Calculating ROI and payback periods
- Cost-benefit analysis for cloud vs on-premise ERP
- Financial modeling for procurement decisions
- Case Study: Reducing ERP TCO in a global manufacturing firm

Module 4: Contract Negotiation & SLA Management

- Key clauses in ERP contracts
- Negotiating service-level agreements (SLAs)
- Managing vendor obligations and penalties
- Escalation and dispute resolution strategies
- Case Study: Negotiating SLA improvements in an enterprise rollout

Module 5: Compliance & Risk Management

- Regulatory and license compliance for ERP systems
- Risk assessment frameworks for procurement
- Mitigation strategies for vendor-related risks
- Internal audit and governance practices
- Case Study: Ensuring compliance in a multi-country ERP deployment

Module 6: Cost Optimization Strategies

- Volume licensing and bundling strategies
- Leveraging negotiation levers for discounts
- License audits and reclaim strategies
- Subscription vs perpetual license cost comparison
- Case Study: Achieving 20% savings in ERP licensing

Module 7: Procurement Analytics & Decision-Making

- Tools for procurement analytics and reporting
- KPI development and performance tracking
- Data-driven vendor selection and negotiation
- Scenario analysis and forecasting for ERP purchases
- Case Study: Data-driven procurement decisions in a retail ERP rollout

Module 8: Future Trends & Digital Transformation

- AI, automation, and predictive analytics in procurement
- Cloud ERP evolution and hybrid deployment strategies
- Emerging best practices in ERP procurement
- Sustainability and green procurement considerations
- Case Study: Implementing AI-driven procurement strategy in a service company

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@datastatresearch.org or call +254724527104

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to DATASTAT CONSULTANCY LTD account, as indicated in the invoice so as to enable us prepare better for you.

Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/procurement-strategies-for-erp-licenses-and-services-training-course to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.