



**PAN  
AFRICAN**  
Learning and Growth Network

# SUSTAINABLE AND GREEN PROCUREMENT TRAINING WORKSHOP

Elevate the Impact of Procurement in Your  
Organisation

**28-31**

JANUARY 2025

**KARA O' MULA  
MULANJE - MALAWI**

**K1,950,000**

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# INTRO

In today's dynamic business environment, the Procurement function has evolved from a simple administrative task to a strategic pillar within organizations. Beyond merely converting requisitions into orders, Procurement now plays a pivotal role in driving organizational success and sustainability. To achieve this, it is crucial to adopt best practices across all operational levels: Strategic, Tactical, Operational, and Contingency. The course offers a comprehensive exploration of how to implement high-performing procurement practices that not only meet but exceed international standards. Participants will gain invaluable insights into transforming Procurement into a key driver of value and sustainability within their organizations.

Upon completing Sustainable Procurement training course, participants will be able to:

- **Strategically Align Procurement with Sustainability Goals:** Participants will be able to align procurement strategies with their organization's sustainability goals, ensuring that procurement activities contribute positively to environmental, social, and economic outcomes.
- **Navigate Complex Procurement Challenges:** The course will prepare participants to handle complex procurement challenges, including contingency planning and risk management, ensuring procurement resilience and sustainability.
- **Implement Advanced Procurement Practices:** Graduates will be equipped to introduce advanced sustainable procurement practices that drive value across the supply chain, reduce risks, and enhance operational efficiency.
- **Measure and Improve Procurement Performance:** Learners will be proficient in developing and using key performance indicators (KPIs) to measure procurement effectiveness and identify areas for continuous improvement.
- **Enhance Supplier Collaboration:** Participants will gain the skills to engage suppliers in sustainability initiatives, fostering collaboration that leads to improved supplier performance and innovation.

## OBJECTIVES

By the end of this Sustainable Procurement training course, participants will:

- Understand the evolution and future trends in Procurement.
- Explore and analyze the inputs, outputs, and processes of procurement systems.
- Develop and implement meaningful performance measurements.
- Learn best practices and necessary conditions for sustainable procurement at strategic, tactical, operational, and contingency levels.
- Equip themselves with the tools and methodologies to elevate their Procurement function's impact on organizational well-being.

# COURSE FACILITATOR



## OTIENO PANYA, PHD

Otieno Panya is an influential expert in sustainable supply chain management with a dynamic career spanning procurement leadership, corporate training, consulting, media commentary, and academia. As a Ph.D. scholar specializing in sustainable supply chain Management, he brings cutting-edge insights into sustainability practices, making him a sought-after consultant and thought leader in Kenya and Africa. With extensive expertise in conducting reviews and audits of finance and procurement policies and procedures, development of Environmental and social policies and procedures, developing sustainable supply chain management strategies, conducting supply chain market research, project appraisal and evaluations, perception surveys, grant proposal writing, and value chain analysis, Otieno has successfully led projects for public and private institutions across various sectors.

He serves as a trusted advisor to top organizations, including the Office of the Auditor General(OAG)-Kenya, RUBiS Energy Kenya, Real-time Analytics and Insight-Malawi, African Institute for Supply Chain Research(AISCR)-South Africa, Kenya Institute of Supplies Management(KISM), Innovative Academic Placement Solutions (INAPS)Kenya, Verus Systems Africa, BRAC International, the World Bank Group, Government Kingdom of Eswatini, DAI Global LLC, Thika Water and Sewerage Company Limited (THIWASCO), Water Services Regulatory Board(WASREB), among others. Otieno's contributions extend to the media, where he is a regular commentator on economic and supply chain issues on local TV channels. As a freelance columnist for leading publications such as Business Daily Africa, Standard Newspaper, and Daily Nation, he shares insights on procurement trends, supply chain resilience, and sustainable business practices. His expertise and authoritative perspectives make him a prominent voice in Africa's business landscape.

Balancing his professional commitments with an academic role, Otieno is a lecturer in supply chain management and logistics at Kibabii University. Here, he mentors the next generation of supply chain professionals, bridging theoretical knowledge with practical industry insights. As a dedicated expert in sustainable supply chain management, Otieno empowers organizations to innovate, optimize, and elevate their supply chains with environmental stewardship and long-term resilience in mind. By combining practical strategies with cutting-edge insights, he helps businesses navigate global challenges, achieve sustainable growth, and create lasting value.

## ORGANISATIONAL IMPACT

- Understand the evolution and future trends in Procurement.
- Enhanced ability to deliver real value promptly.
- Reduction in non-value-adding activities.
- Improved relationships between internal personnel, customers, and suppliers.
- Decreased total cost of ownership.
- Enhanced supplier performance and strategic alignment.

## PERSONAL IMPACT

- Advanced skill sets across all phases of strategic procurement.
- Greater capability to lead, plan, and manage procurement processes.
- A heightened sense of professionalism and strategic contribution.
- Enhanced understanding of Key Performance Indicators (KPIs).
- Increased recognition within their organisation for improved performance and strategic impact.

## WHO SHOULD ATTEND?

The course is ideal for professionals and managers who play a crucial role in procurement and supply chain management within their organizations. It is designed to equip them with the knowledge and skills necessary to implement sustainable procurement practices that drive value, efficiency, and compliance with sustainability goals:

- Procurement Managers: Leading procurement strategies aligned with sustainability objectives.
- Purchasing Officers: Managing daily procurement activities with a focus on sustainable sourcing.
- Contract Managers: Drafting and overseeing contracts that include sustainability provisions.
- Category Managers: Specialising in sustainable sourcing within specific spend categories.
- Project Managers: Ensuring sustainable procurement is integrated into project planning and execution.
- Engineers and Designers: Specifying sustainable materials and services for projects.
- Operations Managers: Overseeing the implementation of sustainable practices in supply chain operations.
- Maintenance Personnel: Managing the procurement of sustainable materials and services for maintenance.
- Supply Chain Managers: Ensuring overall supply chain sustainability from sourcing to delivery.
- Sustainability Officers: Integrating and promoting sustainability across procurement activities.
- Financial Analysts and Budget Officers: Balancing cost-effectiveness with sustainability in procurement decisions.
- Legal and Compliance Officers: Ensuring procurement activities comply with sustainability laws and standards.

# COURSE OUTLINE

## ➤ Operationalising Sustainable Procurement

- Operational Efficiency in Sustainable Procurement
- Measuring and Improving Supplier Sustainability Performance
- Sustainable Supply Chain Collaboration
- Implementing Circular Economy Principles

## ➤ Tactical Implementation of Sustainable Procurement

- Sustainable Supplier Selection and Evaluation
- Green Procurement Practices
- Contract Management for Sustainability
- Leveraging Technology for Sustainable Procurement

## ➤ Continuous Improvement and Future Trends in Sustainable Procurement

- Evaluating Sustainable Procurement Performance
- Driving Continuous Improvement in Sustainable Procurement
- Reporting and Communicating Sustainability Achievements
- Future Trends and Innovations in Sustainable Procurement

## ➤ Strategic Planning for Sustainable Procurement

- Sustainable Procurement Strategy Development
- Supplier Relationship Management (SRM) in Sustainability
- Sustainable Sourcing and Category Management
- Risk Management in Sustainable Procurement

## ➤ Introduction to Sustainable Procurement

- Understanding Sustainable Procurement
- The Strategic Role of Procurement in Sustainability
- Developing a Sustainable Procurement Policy
- Stakeholder Engagement in Sustainable Procurement

## TRAINING METHODOLOGY

Leveraging world best practices proven in real business, the course will be delivered by a recognized Strategic Procurement Professional who has been leading complex procurement projects around the world. Exercises, role plays built on a carefully designed case study will maximize hands-on practice.

## **CERTIFICATES**

On completion of the training a PALGNET Certificate of Attendance will be awarded to delegates.

## **CONTACTS**

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