

# Local Content Procurement and Supply Chain Training Course

28 June – 2 July 2027
Istanbul

AGILE LEADERS
Training Center

# Local Content Procurement and Supply Chain Training Course

**Ref:** 1796_234923 **Date:** 28 June – 2 July 2027 **Location:** Istanbul **Fees:** 4500 Euro

## Overview

Local Content Procurement and Supply Chain Training Course is a one-week intermediate course for local-content, procurement, supply-chain, sourcing, supplier-development, contracts, commercial, finance, and operations teams who leave with a Local Content Procurement and Supply Chain Plan. The course connects spend baselines, local supplier capability development, local content sourcing criteria, contract deliverables, and supply-chain tradeoffs through governed decisions and evidence. Agile Leaders Training Center delivers this course on local content procurement and supply chain.

## Who Should Attend

- Teams responsible for local-content objectives, measurement, and improvement plans
- Functions responsible for procurement categories, sourcing events, and supplier evaluation
- Teams responsible for supplier qualification, capability assessment, and development
- Functions responsible for contracts, commercial controls, and supplier deliverables
- Teams responsible for supply planning, inventory, logistics, finance, and performance data

The course assumes participants work with procurement, supplier, contract, spend, inventory, or performance records, and leaves out legal interpretation, program-specific certification, and supplier award guarantees.

## Departments and Industries

The course supports local-content decisions across procurement-intensive product, service, and project operations.

- Local content, procurement, sourcing, and category management
- Supplier development, contracts, commercial, and finance
- Supply chain, inventory, logistics, and operations planning
- Manufacturing, energy, construction, and engineering services
- Healthcare, technology, transport, utilities, and public services

## Learning Objectives

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

- Build category, spend, demand, and supplier baselines.
- Analyze local-content opportunities and supplier capability gaps.
- Apply sourcing, qualification, evaluation, and tradeoff criteria.
- Use contract deliverables and supplier-development controls.
- Evaluate inventory, logistics, cost, risk, and performance effects.
- Build a Local Content Procurement and Supply Chain Plan.

## Course Agenda

### Day 1: Establish the Local Content Baseline

- Local Content Objective, Stakeholder, and Decision Map
- Category, Supplier, and Procurement Spend Baseline
- Demand, Bill-of-Materials, and Service Requirement Map
- Local Supplier, Source, and Supply-Chain Footprint Register
- Measurement Definition, Owner, Evidence, and Review Dictionary

### Day 2: Screen Opportunities and Supplier Capabilities

- Category Local-Content Opportunity Screening Matrix
- Make, Buy, Import, and Localize Option Analysis
- Supplier Registration, Qualification, and Evidence Checklist
- Local Supplier Capability and Capacity Gap Assessment
- Supplier Development Action, Owner, Milestone, and Support Roadmap

### Day 3: Integrate Local Content into Sourcing

- Local Supplier Market-Engagement and Information Plan
- Prequalification Requirement and Evaluation Criteria Sheet
- Local Content Sourcing Criteria and Scoring Matrix
- Total-Cost, Quality, Delivery, Risk, and Local-Value Tradeoff Model
- Source-Selection Recommendation and Decision Record

### Day 4: Control Contracts and Supply-Chain Delivery

- Local Content Contract Requirement and Deliverable Schedule
- Supplier Action Plan, Milestone, Evidence, and Acceptance Register
- Inventory, Lead-Time, Logistics, and Service Impact Sheet
- Local Content and Supplier Performance Dashboard
- Governance, Change, Exception, and Escalation Decision Log

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## Day 5: Local Content Procurement Practice

- Exercise: Build a Category and Spend Baseline
- Exercise: Assess a Local Supplier Capability Gap
- Exercise: Evaluate Sourcing and Supply-Chain Tradeoffs
- Exercise: Define Contract Deliverables and Performance Evidence
- Capstone Exercise: Build the Local Content Procurement and Supply Chain Plan

## Practical Exercises

The course uses suggested activities to connect spend, supplier, sourcing, contract, and supply-chain evidence with local-content decisions.

- Suggested activity: classify category spend, demand requirements, current sources, and local supplier availability into a governed baseline.
- Suggested activity: assess supplier capability, capacity, qualification evidence, gaps, support actions, owners, and milestones.
- Suggested activity: compare sourcing options using cost, quality, delivery, risk, local value, inventory, and logistics effects.
- Suggested activity: convert an approved local-content objective into contract deliverables, evidence, acceptance points, measures, and escalation routes.

## FAQs

### Who is local content procurement and supply chain training designed for?

Local content procurement and supply chain training suits teams responsible for local-content plans, categories, suppliers, sourcing, contracts, inventory, logistics, finance, or performance, and assumes access to practical procurement or supplier records.

### How does local content procurement differ from general procurement training?

Local content procurement adds supplier capability, localization opportunity, local-value criteria, contract evidence, and supply-chain effects to standard sourcing decisions, while general procurement training covers the broader purchasing cycle.

### What belongs in a Local Content Procurement and Supply Chain Plan?

A Local Content Procurement and Supply Chain Plan combines the baseline, opportunity matrix, supplier map, capability assessments, development roadmap, sourcing criteria, tradeoff model, contract deliverables, logistics effects, performance dashboard, and governance log.

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## How are local suppliers evaluated in local content procurement?

Local suppliers are evaluated through defined registration, qualification, capability, capacity, quality, delivery, cost, risk, evidence, and development criteria aligned with the category requirement and approved local-content objective.

## Conclusion

Participants take back a Local Content Procurement and Supply Chain Plan. The plan connects categories, spend, demand, suppliers, capability gaps, sourcing criteria, contract deliverables, inventory, logistics, measures, and governance. It changes separate localization actions into a controlled operating plan with owners, evidence, milestones, tradeoffs, and review points.