

Case Study MAWA Events – Procurement Category Management Training

Customer Background :

MAWA Events are a training company that specialises in finding highly qualified and experienced trainers to provide training to their customers in the Middle East. Several of their customers had approached them to see if they could provide training in Category Management to help them improve their Engineering Procurement processes.

Challenges :



While SML are fully aware of the requirements for the procurement of spares and managing the spares procurement processes, we were asked to expand this by applying the concept of Category Management in order to leverage the spending power of companies attending the course.

Solution :



We leveraged our experience of procurement for both large ticket items in the form of project specification and procurement with the experience of procuring spares and support for engineering teams and developed a bespoke training course focused on the principles of Category Management.

Business Impact :



The initial course was successful and helped the management teams adjust their processes based on the principles we helped them develop during the training course. As a result of this success, we were invited back to present the same course to several other companies in the Middle East.

Customer Feedback:



“SML had a strong engineering bias which helped us understand the principles of Category Management while also being able to tie it back to supporting the engineering teams successfully. This was a great course and we would highly recommend it.”

Head of Procurement