

# Strategic Procurement & Supply Chain Excellence Workshop

Presented by:

**Andrew  
Neilson**

FCIPS, FCMI, FSCM, FITOL, FIOL  
Procurement & Supply Chain Expert  
International Trainer & Consultant



**14-16**

October 2025



Radisson Blu Hotel  
Kuwait



09:00 - 16:00



ترجمة فورية





Strategic Procurement & Supply Chain  
Excellence Workshop



Hyper-Accelerated Decision PMO  
for C-Level Executives



Managing Executive Personal Brand &  
Corporate Reputation



Design Thinking for Executive  
Leadership



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## Andrew Neilson

FCIPS, FCMI, FSCM, FITOL, FIOL  
Procurement & Supply Chain Expert |  
International Trainer & Consultant

Andrew Neilson is a highly experienced and award-winning procurement and supply chain executive with over 25 years of global experience delivering strategic transformation programs. A Fellow of the Chartered Institute of Procurement & Supply (CIPS), Andrew has led impactful training and consulting initiatives across Europe, the Middle East, and Asia. His expertise includes procurement strategy, supplier relationship management, logistics, cost optimization, and performance improvement. Andrew has delivered training and advisory services for global companies including Roche, Danone, Mubadala, Nestlé, and British Airways, and government entities in the UK, Oman, and GCC countries.

Andrew is known for his ability to simplify complex concepts, engage diverse audiences, and deliver measurable results. His dynamic and practical training style, supported by real-world case studies, ensures a powerful learning experience for professionals across all levels.

He has partnered with renowned institutions such as the CIPS Training Centre in Saudi Arabia, Cardiff Business School, and the London Management Centre, and is a trusted advisor for transformational change and operational excellence.

### RECENT CLIENTS



5

Leading Transformation with the  
Curiosity Compass

6

Excellence Frameworks: Driving Institutional  
Growth Through Measured Performance

7

Decision-Making Mastery: The Art  
& Science of Confident Choices

8

Measurable strategies for Building  
a Resilient Corporate Brand & Reputation

## OBJECTIVE

Enhance participants' capabilities in procurement and supply chain management through strategic insights, practical tools, and global best practices tailored to the GCC context.

## KEY BENEFITS

- Develop strategic procurement and supply chain thinking.
- Improve supplier relationships and cost efficiency.
- Strengthen resilience and risk management.
- Measure performance using key KPIs.
- Ensure regulatory compliance and foster continuous improvement.

## HIGHLIGHTS

- Real-world case studies and regional success stories.
- Ready-to-use tools, templates, and improvement frameworks.
- Certificate of Completion.
- Networking opportunities with professionals across sectors.

## TARGET AUDIENCE

Procurement and supply chain professionals, senior executives, cross-functional team members, and consultants across:

- |                                 |                 |
|---------------------------------|-----------------|
| • Retail & e-commerce           | • Manufacturing |
| • Construction & infrastructure | • Oil & gas     |
| • Healthcare & pharma           | • Logistics     |
| • Public sector                 |                 |

## MASTERCLASS AGENDA

### DAY 1: STRATEGIC PROCUREMENT:

Strategic role of procurement, supplier selection, cost management, and a practical negotiation workshop.

### DAY 2: SUPPLY CHAIN RESILIENCE:

Supply chain fundamentals, risk mitigation, logistics optimization, and a disruption response case study.

### DAY 3: INTEGRATION & IMPROVEMENT:

Cross-functional alignment, KPI measurement, continuous improvement, and a hands-on action planning session.

### DELIVERY FORMAT:

Interactive sessions, expert presentations, group discussions, real case studies, role-playing, and action plan development.

# Registration Form



The CXO Stage represents a significant leap in the world of training and development for employees, officials, and interested individuals from both the public and private sectors. The platform is dedicated to bringing together a distinguished group of experts and global speakers under one roof, with the aim of sharing knowledge and providing advanced training for specialists across various fields.

For more information about us kindly visit: [www.cxostage.com](http://www.cxostage.com)

## PARTICIPANT DETAILS

Title: ☐ Ms ☐ Mr

Name 1# : .....

Job Title : .....

Email : .....

Mobile : .....

Title: ☐ Ms ☐ Mr

Name 2# : .....

Job Title : .....

Email : .....

Mobile : .....

## ORGANIZATION INFORMATION

Organisation: .....

Contact Person: .....

Job Title : .....

Email : .....

Phone : ..... Fax: .....

Mobile: .....

Country: .....

Website : .....

**Email or  
Whatsapp it**

[info@cxostage.com](mailto:info@cxostage.com)

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## REGISTRATION FEES

| Registrars | Fees / KWD                                                | Discount |
|------------|-----------------------------------------------------------|----------|
| 1 - 4      | 350                                                       | 0 %      |
| 5 - 9      | 310                                                       | 10 %     |
| 10 - 14    | 280                                                       | 20 %     |
| 15 +       | Ask about the sponsorship plan (with discounts up to 52%) |          |

The registration fee includes the following:

- 1- Masterclass materials.
- 2- Certificate of attendance signed by the instructor.
- 3- Coffee break and Lunch.

Replacements and representatives are allowed.

## PAYMENT METHODS

1. Pay online via: [conexkw.com](http://conexkw.com)  
or [myfatoorah.com](http://myfatoorah.com)



2. Bank transfer to:

Account Name: Conex Kuwait Company

Bank: National Bank of Kuwait

Account Number: 2020951848

IBAN Number: KW03 NBOK 0000 0000 0000 2020 9518 48

Swift Code: NBOKKWKW