Supplier Optimization

Course Dates: November 9th-11th, 2027
Location: Texas A&M University

Executive Summary:

The *Supplier Optimization Course* is part of the CIDL's Distributor Operations Leader pathway, developed in partnership with Texas A&M to equip distribution professionals with the knowledge and capabilities to make strategic contributions across the operational side of their business.

Learning Objectives:

- Manufacturer Financials – Understanding Manufacturer Cost Structures
- Supplier Stratification – Segmenting Suppliers to Inform Strategy
- Supplier Performance – Evaluating & Developing Supplier Performance
- Supplier Optimization – Right-Sizing, Risk Management & Collaboration
- AI Enablement – Leveraging AI to Accelerate Analysis & Implementation

Participants will gain a deeper understanding of supplier economics and learn to leverage supplier data to evaluate performance, manage risk, right-size their supplier base, and identify opportunities to strengthen supplier relationships and maximize the value of those partnerships. **New for 2027, the course incorporates AI enablement**, demonstrating how participants can leverage AI to assist with the analysis, development, and implementation of supplier optimization initiatives.

The course is designed to help participants develop the capabilities to **work on the business**—identifying opportunities, recommending improvements, and driving meaningful change in how their organization manages its supplier base.

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The agenda below provides overview of the course flow. Additional details, such as hotel address and campus training room location, will be provided upon participant registration and acceptance into the program.

Agenda: November 9th-11th, 2026

Tuesday, November 9th

Start	End	Event
7:30am	8:00am	Breakfast
8:00am	12:00pm	Principles of Supplier Relations *(Break at 10:00am)*
12:00pm	1:00pm	Lunch
1:00pm	5:00pm	Selection and Qualification *(Break at 3:00pm)*
5:30pm		Group Dinner

Wednesday, November 10th

Start	End	Event
7:30am	8:00am	Breakfast
8:00am	12:00pm	Evaluation and Monitoring *(Break at 10:00am)*
12:00pm	1:00pm	Lunch
1:00pm	5:00pm	Development and Collaboration *(Break at 3:00pm)*
5:30pm		Dinner on Your Own

Thursday, November 11th

Start	End	Event
7:30am	8:00am	Breakfast
8:00am	12:00pm	Implementing Supplier Relations Best Practices *(Break at 10:00am)*
12:00pm	1:00pm	Box Lunch & Departures

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