



Training Offer

With value-added optional items



Sergii Dovgalenko, FCIPS

Independent procurement and process automation consultant, CIPS Tutor (Direct Associate)

I deliver in-depth practical training and workshops, CIPS certification and skills curriculum

23+ yrs

 Supply chain
Practical experience

360°

 Full scope of
Procurement and Supply
Management trainings
and workshops

CIPS

 Applied CIPS
standards and best
practice

 Practitioner • Tutor • Researcher • Developer

PROFILE AT A GLANCE

<https://www.goodspending.com/about-me>

<https://www.linkedin.com/in/sergiidovgalenko/>

★ 23+ years in procurement, sourcing, contracts, and governance-heavy environments

🎓 Fellow and Direct Associate (Tutor) of the Chartered Institute of Procurement & Supply

📖 [Procurement book author](#), researcher, and blogger

🤖 Microsoft Power Automate and AI practitioner



This is to certify that:

Sergii Dovgalenko

has been licensed as a tutor to deliver
teaching and learning on behalf of the
Chartered Institute of Procurement and Supply

Valid to: **Date**

I. Schollar

D. Brock

Ian Schollar
Head of Teaching and Learning

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Duncan Brock
Group Director

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licence

Training Porfolio

Initial Gap Assessments (Optional)	Duration	Cost	
Staff assessment as per CIPS Global Standard (staff skill-gap analysis)	3 hours/person	TBC	includes an interview, personal scoring, and report
Training program recommendation based on assessment outcomes		Included	for the group but detailed to individuals
Basic SCM courses	1 day = 6 hours + 2 breaks		
Supply Chain strategy and operating model	1 day	TBC	
SCM Advanced (ex. Inventory Management)	2 days	TBC	
Category management	2 days	TBC	
Strategic sourcing	2 days	TBC	
Supplier Relationship Management (SRM) and Supplier Performance Management (SPM)+ Contract Management	2 days	TBC	
Procure-2-Pay and Benefit Management	1 day	TBC	
Inventory Management Fundamentals	1 day	TBC	
Logistics	1 day	TBC	
Optional courses			
Kraljic Matrix in Category Management and Strategic Sourcing	1 day	TBC	
Stakeholder management and cross-functional coordination	1 day	TBC	
Technology (IT) Procurement (my personal course for CIPS UK)	2 days	TBC	
Value-based Procurement	1 day	TBC	
Digital Transformation of Procurement	1 day	TBC	
Skills courses			
Practical EPC Contracts workshop (ex FIDIC) + Supplier Management in EPC	2 days	TBC	
AI in Procurement (LLMs/Prompts, Data and Statistical Models)	1 day	TBC	
AI-enabled Process Automation in Microsoft 365 (Power Apps + AI Builder)	2 days	TBC	
Team Leadership and Management Fundamentals	1 day	TBC	
Negotiations (Behavioural Theory + Prospect Theory + Game Theory)	1 day	TBC	

Commercial Terms

- **Delivery format:** Online (default) / In-person (optional)
- **Online delivery daily rate:** TBC (online, excl. local taxes)
 - **In-person delivery**
 - Either:
Actual travel cost (air + hotel) + USD 80 per diem
 - OR:
Fixed surcharge of **15% of the total training cost**
- **Volume discount:** **10% discount on the daily rate** for contracted commitments of 10+ training days
- **Payment terms**
 - 20% advance
 - 80% upon delivery (or milestone-based, by agreement)
- **Group size:** Recommended ≤12 participants
- **Contracting entity**
Services provided via a Ukrainian-registered Private Entrepreneur (CIPS UK contractor since 2021 with USD/EUR/GBP business IBAN accounts)

Microsoft 365 environment, AI tools, and GPT components are optional and subject to Client IT approval.

Optional items



Optional Competence Assessment

Service	Deliverables	Time estimate
Competence assessment as per the Framework "CIPS Global Standard for Procurement and Supply Management."	<ul style="list-style-type: none"> Online interview with each employee subjected to the evaluation Interview report with marks on 11 groups of criteria Recommendation for the group of employees as to the competence development Online meeting with the Customer to discuss the assessment results. 	3 hours per employee

	Infrastructure Pillar			Process Pillar			Performance Pillar		People Development Pillar		
	Position and Influence	External Environment	Technology	Spend management	Contracting	Sourcing	Delivering outcomes	Metrics and measurement	Developing Individuals and Teams	Developing Self and Professional Skills	Ethics
Employee 1	3,5	4,0	1,8	5,0	2,8	3,5	2,8	2,5	3,3	2,5	2,0
Range	Level										
0 - 0.99	N/A										
1.0 - 1.99	Tactical										
2.0 - 2.99	Operational										
3.0 - 3.99	Managerial										
4.0 - 4.99	Professional										
5.0 - 6.0	Advanced Professional										

Position	CIPS Level				
	Jr. Buyer, Controller	Buyer, engineer, specialist	Sr. Buyer, Lead Buyer, Sourcing manager	Category manager, Sr. Manager	Head, VP
Competencies	Tactical	Operational	Managerial	Professional	Advanced Professional
1. Position and Influence of Procurement and Supply	Explain	Advise	Contribute	Lead	Design
1.1. Understanding the Role of Procurement and Supply	N/A				
1.2. Apply Procedures that Regulate Procurement and Supply	N/A				
1.3. Advising Stakeholders on the Role of Procurement and Supply		N/A			
1.4. Improving the Role of Procurement and Supply within the Organisation		2,5			
1.5. Developing Supply Chain Management			3,0		
1.6. Leading the Procurement and Supply Function				N/A	
1.7. Developing the Strategy for Procurement and Supply within the Organisation				N/A	
1.8. Building Strategic Relationships with Stakeholders					5,0
2. External Environment in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
2.1. Recognise the Different Sectors of Procurement and Supply	N/A				
2.2. Recognise the Importance of the External Environment on Procurement and Supply	N/A				
2.3. Understanding Market Management in Procurement and Supply		2,5			
2.4. The Impact of Globalisation on Supply Chains			N/A		
2.5. Contexts of Supply Chain Management				4,0	
2.6. Managing the Challenges of Global Supply Chains				N/A	
2.7. Strategy in the Organisation and its Supply Chain					N/A
2.8. Finance in the Organisation and its Supply Chain					5,5
3. Technology in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
3.1. Understanding Systems for Procurement and Supply	1,5				
3.2. Using Systems for Procurement and Supply		2,0			
3.3. Developing Systems for Procurement and Supply			N/A		
3.4. Develop the Use of Technology for Effective Procurement and Supply Chain Management				N/A	
3.5. Improving Systems Capabilities for Supply Chain Management					N/A
3.6. Improving Data Integrity in Supply Chains					N/A
4. Spend Management in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
4.1. Effective Purchasing Practice	N/A				
4.2. Effective Inventory Control	N/A				
4.3. Effective Logistics Control	N/A				
4.4. Controlling Expenditures on Goods and Services		N/A			
4.5. Category Management			N/A		
4.6. Improving the Roles of Procurement and Supply within the Organisation				N/A	
4.7. Developing Operational Expertise in Procurement					5,0
4.8. Developing Organisational Expertise in Category Management					5,0
5. Contracting	Explain	Advise	Contribute	Lead	Design
5.1. Contract administration	N/A				
5.2. Developing Contracts with Suppliers		N/A			
5.3. Specifying Goods and Services		2,5			
5.4. Legal Aspects of Procurement and Supply			N/A		
5.5. Managing Contractual Risks			3,0		
5.6. Contracting for Major Programs and Projects				N/A	
5.7. Leading Improvements in Contracting Practice					N/A
6. Sourcing in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
6.1. The Stages of a Sourcing Process	N/A				
6.2. Effective Tendering	N/A				
6.3. Effective Communication in Procurement and Supply	N/A				
6.4. Sourcing Processes and Systems in Procurement and Supply		N/A			
6.5. Conducting Supplier Appraisal		N/A			
6.6. Effective Negotiation in Procurement and Supply			N/A		
6.7. Strategic Sourcing			3,5		
6.8. Developing Outsourcing			N/A		
6.9. Developing Global Sourcing				N/A	
6.10. Evaluating and Advising on Risks in Strategic Procurement and Supply					N/A
7. Delivering Outcomes in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
7.1. Delivering Value in Procurement and Supply	N/A				
7.2. Effective Expediting in Procurement and Supply	N/A				
7.3. Achieving Competitive Pricing in Procurement and Supply	N/A				
7.4. Achieving Added Value Outcomes in Procurement and Supply		2,5			
7.5. Effective Contract Management in Procurement and Supply		2,5			
7.6. Achieving Effective Supply Chain Management			3,5		
7.7. Achieving Supply Chain Improvements				N/A	
7.8. Applying Improvement Methodologies for the Supply Chain					N/A
8. Metrics and Measurements in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
8.1. Delivering Value	N/A				
8.2. Measuring Operational Performance of the Procurement and Supply Function		2,5			
8.3. Measuring the Performance of Contracts		2,0			
8.4. Managing Risks in Procurement and Supply			3,0		
8.5. Measuring and Developing Performance in the Supply Chain			N/A		
8.6. Developing the Performance of the Procurement and Supply Chain Function				N/A	
8.7. Developing Metrics for the Supply Chain					N/A
9. Developing Individuals and Teams in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
9.1. People in Procurement and Supply	N/A				
9.2. Teams in Procurement and Supply	N/A				
9.3. Working with Stakeholders in Procurement and Supply		2,5			
9.4. Developing the Capabilities of Individuals in Procurement and Supply			3,0		
9.5. Motivating Individuals in Procurement and Supply			N/A		
9.6. Developing the Capabilities of Teams in Procurement and Supply			3,0		
9.7. Effective Leaders for Procurement and Supply Chain Management				N/A	
9.8. Leading and Influencing Stakeholders in Procurement and Supply				4,5	
9.9. Championing Culture Change					N/A
9.10. Managing Ambiguity in Procurement and Supply					N/A
10. Developing Self and Personal Skills in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
10.1. Develop Your Capabilities for Procurement and Supply	N/A				
10.2. Develop Your Capabilities for Procurement and Supply		2,0			
10.3. Develop Your Capabilities to Manage Procurement and Supply			3,0		
10.4. Develop Your Capabilities to Lead Procurement and Supply				N/A	
10.5. Strategic Leadership in Procurement					N/A
11. Ethics in Procurement and Supply	Explain	Advise	Contribute	Lead	Design
11.1. Maintaining Ethical and Sustainable Procurement and Supply	N/A				
11.2. Developing Approaches for Ethical and Sustainable Procurement and Supply		N/A			
11.3. Developing Approaches for Ethical and Sustainable Procurement and Supply		2,0			
11.4. Achieving Ethical and Sustainable Sourcing			N/A		
11.5. Leading Ethical and Sustainable Practice in Procurement and Supply				N/A	
11.6. Establishing Strategic, Ethical and Sustainable Procurement and Supply					N/A

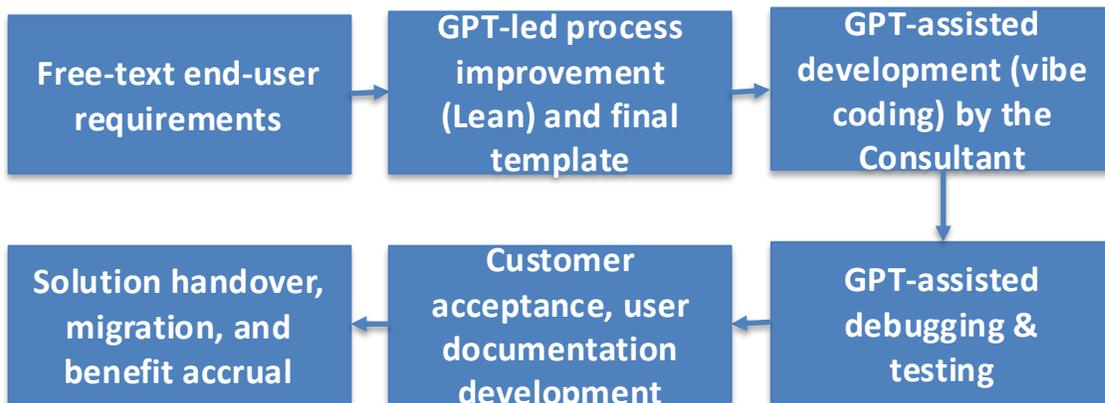
End user-defined GPT-shaped automated workflows that make practical sense.

CHALLENGE

- A customer spots that any business process around them requires optimisation and automation.
- Software vendors cannot afford to solve customers' niche problems other than by including them in the next edition of the mass software release (not guaranteed).
- A customer doesn't want to wait for the corporate digital transformation project – no time, budget, resources or all of those. They want simple, quick, inexpensive, and plug-and-play solutions to improve everyday business process efficiency.
- Any such solution must be secure and acceptable to the IT department and easy to use.
- Such a solution must demonstrate its benefits to any concerned party.

SOLUTION

- A customer briefly describes a legacy process and formulates a free-text automation requirement for the custom GPT.
- A custom GPT prepares a standardised lean-optimised solution description to be approved by the client before automation. IT may review and accept/edit it, as well.
- A solution is based on a familiar and readily-available Microsoft 365 ecosystem (Power Apps, SharePoint, Outlook, Teams) with its embedded AI tools (AI Builder).
- Data security and governance are not compromised, as no third party enters the corporate IT environment.
- Based on the customer's internally approved solution, the Consultant prepares the automation-first Power App solution, with AI functionality, only if required and acceptable for a customer.
- The Consultant hands over the Power App portable "managed" solution (zip file with the solution description and user instructions), which the end-user can implement or ask the IT to, and start using in minutes.
- **Power Apps naturally track time and cost savings,** which the end user can report as additional benefits.
- Each workflow includes an audit trail of critical artefacts and evidence.



2-3 weeks
from an idea to
the benefits

Proposed commercial model (with demo rates)

Scenario 1: Cash payment

Typical estimate

1. GPT-assisted process analysis, improvement, and standardized definition: \$500 fixed fee (GPT execution)
2. Process analysis, end-user interview and final process sign-off: 4 hours x \$100 = \$400
3. Solution development: 20 hours x \$100 = \$2,000
4. Debugging and testing: 10 hours x \$100 = \$1,000
5. Acceptance and user documentation: 4 hours x \$100 = \$400

TOTAL: \$4,300 (one-off) + 20% annually (bugfixes and updates/improvements).

Scenario 2: Savings share*

Typical estimate

1. Time savings per flow run (agreed with the Client) = 10 min
2. Flow runs per day = 5
3. Flow runs per annum = 250 w.d. x 5 = 1,250
4. Total time savings = 12,500 min = 208,33 hours
5. Average hourly rate of back-office staff = \$30
6. Savings share = 50%/50%

TOTAL: (\$3,125 + 20%) annually (bugfixes and updates/ improvements, billed quarterly, based on Power App flow stats)

* Savings assumptions and measurement methodology to be agreed and documented prior to delivery.

Client is responsible for providing Microsoft 365 licenses, including Outlook, Teams, Power Apps, SharePoint, AI Builder/Copilot Studio

The screenshot shows the Power Automate interface for a flow named "II - Customer Onboarding". The flow is currently "On" and was created on Dec 30, 2025, at 10:58 AM. It is owned by Sergii Dovgalenko. The flow is automated and runs on the owner's plan. A "Savings" widget is visible, indicating that 20 minutes of time were saved (simulated) over the last 7 days, based on a 10-minute saving per successful run. The widget includes a "Start tracking your automation impact" button and a link to "Learn more".

The screenshot shows the "Savings" settings for a flow. The "Enable time-saving rule" is turned on. The manual processing time per successful run is set to 10 minutes. The "Enable money-saving rule" is also turned on. The hourly rate is set to 10, which equates to UAH 1.67 per successful run. The "Calculate money savings with user-defined baseline" option is turned off. The "Money saved per successful run" is set to 5. The last rule update is N/A.