

EFFECTIVE PROCUREMENT OF GOODS AND SERVICES

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



CROWN AGENTS
ACCELERATING SELF-SUFFICIENCY & PROSPERITY

e: trainingbookings@crownagents.co.uk
t: +44 [0]20 3940 4300

EFFECTIVE PROCUREMENT OF GOODS AND SERVICES

COURSE OUTLINE

Procurement's critical role in organisational success is recognised as never before, but it can only succeed if it is strategic and supported by tactical management; effective procurement has to be proactive and meticulously planned and managed.

This programme offers a comprehensive and essential guide to the entire procurement cycle and will equip procurement managers with the vital tools and techniques to manage the procurement process for goods and services efficiently, effectively, and in line with international best practices.

Delegates will drill down into planning and managing operations by examining approaches to compliance and managing complaints, supplier relationship and category management, and the need-to-know essentials of the World Bank New Procurement Framework. The '3Ps' of procurement are considered to ensure the critical foundations are in place: **Principles** (including transparency and accountability), **Practices** (including potential weak spots such as planning, tender evaluation and contract management) and **Performance** (including getting best value from procurement and risk management).

COURSE OBJECTIVES: On completion, you will be able to:

- Understand the procurement cycle and its key risks, challenges and opportunities
- Plan and implement a transparent tendering process including bidding and evaluation
- Improve your contract and supplier management to get the best from your supply base
- Develop contract strategies that deliver
- Successfully implement category management
- Develop a process for receiving and resolving complaints

KEY TOPICS

- The strategic importance of procurement
- Procurement planning and operations management
- The procurement cycle from identification of need to contract closure
- Tactics and processes to manage and maintain procurement operations, strategies and supplier performance
- Tender management
- Contract management
- Supplier relationship management
- Planning for monitoring and evaluation
- Operational management of category management
- World Bank New Procurement Framework, including its focus on value for money

DURATION	FEE	DATE	VENUE
10 days	£4,450	02 - 13 September 2024	London

"ON DEMAND" COURSES



In addition to the scheduled dates shown, we are flexible to schedule additional dates to our calendar in a location of your choice. To ensure we can explore adding an additional date, do aim to contact us with your request with a minimum of 4 months' notice to allow the course to be advertised.

WE REWARD LOYALTY

We offer all our clients a '4+1' loyalty scheme. For every four delegates enrolled from an organisation in any calendar year, we will provide you with one additional place, free of charge.

"My overall experience was great! I have been equipped with the right skills and knowledge for improved performance."

JONES SEYRAM YAO AGBENYAH, Procurement Manager, Ministry of Education, Ghana. A delegate attending **Public Procurement: Issues and Solutions**.



FEATURED TRAINER DAVE WELLS

After a long career in Local Government management, David has over twenty years experience as a speaker and trainer covering several key sectors including procurement, supply chain & contract management, business writing & presenting and a range of financial and budgetary associated topics.

He has been a regular Director of Studies and speaker for Crown Agents and has worked with the African Development Bank in Cote D'Ivoire conducting and delivering a Skills Gap Assessment and bespoke specialist training design for their Procurement staff, conducted via 'Skype'.

He has delivered bespoke courses in-nation for the Governments of Albania, Ghana, Libya, Nigeria, Sierra Leone, Tanzania and Botswana, together with a range of scheduled London and UAE based courses, mainly in Procurement/Contracting/Supply, Financial/ Budget Management, Risk Assessment/Management, Business Writing and Presenting.