

PUBLIC PROCUREMENT AND CONTRACT MANAGEMENT FOR WORKS AND CONSULTANCY SERVICES

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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PUBLIC PROCUREMENT AND CONTRACT MANAGEMENT FOR WORKS AND CONSULTANCY SERVICES

COURSE OUTLINE

This specialised 10-day programme focuses on two areas of procurement that, while closely connected, can require specific skillsets and present challenges for procurement professionals.

Delegates will explore all phases of the procurement process for Works as well as Consulting Services. Topics covered include: strategy and organisation of procurement; planning and management of procurement operations; identifying the correct procurement procedure and selection methods; preparation of procurement documents; evaluation of bids/proposals; negotiation and award of contract; contract management. Delegates will also learn the fundamentals of effective project management and how the project cycle relates to the procurement cycle.

The course will examine practical experiences of civil works projects, including the coordination of the design and supervision services. Emerging crucial issues will be introduced, including identification and management of procurements risks, innovation in procurement, sustainability and green procurement.

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

- Undertake procurement for Works as well as Consultancy Services with greater confidence
- Set up and implement the required processes and procedures for successful procurement
- Adhere to international standards in procurement and prepare procurement documents
- Select the best contractors and service providers
- Evaluate competitive bids and proposals
- Negotiate and award contracts that align with your budget and project goals
- Appreciate contract management issues that are crucial for effective procurement

- Put improved project-management skills to work
- Actively engage in the management of procurement issues such as risks, innovation and sustainability

KEY TOPICS

- Organisation and strategy of procurements for Works and Consulting Services
- Improving project management skills
- Planning and management of procurement operations
- Key processes for procurement of Works and Consulting services
- Preparation of Procurement Documents
- Evaluation of bids and proposals
- Contract negotiation and award
- Contract management

DURATION	FEE	DATE	VENUE
10 days	£4,450	17 - 28 June 2024	London
		09 - 20 December 2024	London

“ON DEMAND” COURSES



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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.

“Excellent, well organised programme. Faculty and facilities carefully chosen, best in the field. Visits to sites have also been a great learning experience.”

CYRIL KWABENA OTENE NSIAH, Deputy Clerk, Parliamentary Services of Ghana.



FEATURED TRAINER

DR. ANGELO BIANCHI

Angelo has over 25 years of international experience as an IFI Procurement Specialist, with specific expertise in the preparation of procurement documents, bid evaluation and contract management.

An independent consultant for several international consulting firms, general contractors and public authorities, Angelo has worked in 27 countries on projects financed by multilateral development banks, including large infrastructure projects carried out under FIDIC® Conditions of Contract.

He has extensive international experience as senior trainer on public procurement and is a Chartered Engineer and certified Project Management Professional (PMP®).

PPP, PROCUREMENT AND CONTRACT MANAGEMENT TOOLKIT

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NEW COURSE FOR 2024



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PPP, PROCUREMENT AND CONTRACT MANAGEMENT TOOLKIT

NEW

COURSE OUTLINE

This two-week programme combines:

PPP – Planning, Governance and Procurement	05 days
PPP – Achieving Financial Close, Contract Management and Handback	05 days

Public Private Partnerships (PPPs) differ considerably from traditional forms of procurement, bring with them many opportunities and advantages but also much greater complexity and different and substantial risks.

Senior officials charged with financing and implementing PPPs need to understand the complex issues, arrangements and oversight required to navigate through a PPP project cycle. They not only need an appreciation of the broader considerations and risks at play when embarking upon a national PPP programme, they also need to be able to progress a PPP from the early stages of planning and procurement through to achieving "Financial Close", based on sound contract management arrangements.

Week one of this programme will examine the fundamentals relating to PPPs. Delegates will learn about the main features of a PPP and what makes a project suitable for the PPP approach. They will explore PPP financing, risk allocation, and key considerations for PPP procurement and developing a project pipeline, together with the corporate governance arrangements needed to underpin successful delivery. Delegates will also explore what drives PPP performance, and examine the broader fiscal, accounting and Environmental, Social and Governance (ESG) factors relating to PPPs.

Week two of the course will look in more detail and the processes relating to achieving PPP financial close - getting to the final signed contract. Delegates will examine contract structures and the allocation of risk between the parties to the contract. They will learn key PPP negotiation skills and they will examine contract management arrangements and the associated risks from the government perspective. Finally, delegates will look at the approaches to achieving an optimal asset "handback" at the conclusion of the contract.

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

- Take a leadership role in ensuring the effective governance of PPPs and establishing a sound PPP framework and project pipeline
- Appreciate how to leverage the expertise of the private sector and allocate risk in a PPP

- Outline how to appraise a PPP, assess value of money and adapt a PPP around ESG factors and goals
- Explain bank and investor expectations when seeking to finance a PPP, and what constitutes a bankable PPP
- Construct a PPP contract management framework and specify effective contract mechanisms and provisions
- Apply lessons in the effective avoidance, management and resolution of PPP contract issues

KEY TOPICS

- Overview of PPPs, the enabling environment and contract types
- Governance of PPPs and the PPP Framework
- PPP Project Pipeline
- PPP Finance and investor perspectives
- Procurement cycle, and the role of transactional advisors
- PPP Project Risk - Structuring a PPP / Risk Allocation
- Appraising Potential PPP Projects and ESG factors in PPPs
- Achieving and Assuring Value for Money through PPPs
- Contract Design, Dispute Resolution Mechanisms and Negotiations
- Contract Management approaches and practical application
- Contract Issue Management (in Construction and Operational Phases)

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10 days	£4,450	17 - 28 June 2024	London
		11 - 22 November 2024	Washington D.C.

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FEATURED TRAINER

KEN MACNEILL

Ken has worked extensively in both the public and private sectors to improve performance, including within national and regional governments and the NHS.

He brings considerable practical experience of financial management, corporate governance, risk management and accounting to his training delivery. For over 10 years Ken has trained delegates from across the world, and has worked with the UK senior service on a UK government financial management improvement programme.

A Business Studies and Accounting graduate from the University of Edinburgh, Ken is a Chartered Institute of Public Finance and Accountancy member and former examiner.

PPP - PLANNING, GOVERNANCE AND PROCUREMENT

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PPP - PLANNING, GOVERNANCE AND PROCUREMENT

NEW

COURSE OUTLINE

Public Private Partnerships (PPPs) are an important route to the delivery of a wide range of social, economic and administrative infrastructure in many countries throughout the world, leveraging private sector expertise, resources and finance.

Senior officials charged with financing and implementing PPPs need to understand the complex issues, arrangements and oversight required to navigate through a PPP project cycle, as part of a national PPP programme that has implications for fiscal, budget and debt management.

This 1-week course will build a fundamental knowledge in PPPs and examine some pertinent issues in the effective governance and management of PPPs. Delegates will gain an appreciation of the political and business environment factors at play, and what constitutes an effective PPP framework, both central to understanding what drives and what should underpin all PPP projects. They will learn about the challenges that PPPs address, and PPP solution approaches and contract types that are central to identifying a PPP project pipeline, where screening and appraising a PPP, including ascertaining value for money and assessing climate, environmental and social factors and impact, are critical activities.

This course will also examine good practice relating to finance, risk and performance. Delegates will explore how PPPs are financed, the banks perspective on a PPP, what makes a PPP bankable and what financial instruments and arrangements may come into play when financing and re-financing a PPP. They will learn about PPP project risk and how to allocate risk between public and private parties in a well-structured PPP, and about key requirements for a sound contract management framework that sets the boundaries for the effective performance of a PPP.

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

- Take a leadership role in ensuring the effective governance of PPPs and establishing a sound PPP framework and project pipeline
- Appreciate how to leverage the expertise of the private sector and allocate risk in a PPP, to ensure risk is shared appropriately between public and private parties
- Explain make a project suitable to the PPP modality, and outline how to appraise a PPP and assess value of money
- Outline how Environmental, Social and Governance (ESG) factors impact on and can be advanced by PPPs

- Understand public financial management issues and accounting approaches applied to PPPs
- Explain bank and investor expectations when seeking to finance a PPP, and what constitutes a bankable PPP

KEY TOPICS

- Overview of PPPs, the enabling environment and contract types
- Governance of PPPs and the PPP Framework
- PPP Project Pipeline and budget and debt management implications
- PPP Project Procurement Cycle
- Financing PPPs – options, issues and solutions
- PPP Outputs, Performance and Payment
- PPP Project Risk - Structuring a PPP / Risk Allocation
- Appraising Potential PPP Projects and ESG and PPPs
- Achieving and Assuring Value for Money through PPPs

This is week one of **The PPP, Procurement and Contract Management Toolkit**.

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05 days	£2,650	17 - 21 June 2024	London
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PPP - ACHIEVING FINANCIAL CLOSE, CONTRACT MANAGEMENT AND HANDBACK

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PPP - ACHIEVING FINANCIAL CLOSE, CONTRACT MANAGEMENT AND HANDBACK

NEW

COURSE OUTLINE

Public Private Partnerships (PPPs) may be well conceived and pass through initial project planning, appraisal and procurement phases, yet they may still stall and fail to achieve financial close. PPPs differ considerably from traditional forms of procurement, bring with them many opportunities and advantages but also much greater complexity and different and substantial risks. This course builds on the fundamental understanding of PPPs. It equips delegates to deal with the process of reaching a final PPP contract, managing the contract during construction and operational phases and, finally, dealing with the "handback" process at the end of the PPP contract.

The course will look at the process from the preferred provider decision through to financial close. This is a key part of the process that can carry significant risk and needs to be prepared for and handled well. Delegates will learn best practice approaches to PPP contract management and reporting and the ways in which risks can best be managed throughout the contract life. They will learn what is and is not typically negotiable under a PPP and develop key negotiation skills, and explore contract management arrangements and the associated risks from the government perspective. Finally, delegates will examine the approaches to forming contracts and factors towards contract end that help achieve an optimal asset "handback" at the conclusion of the contract.

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

- Understand what is required to move a PPP contract towards "Financial Close" and successful delivery
- Conclude PPP financing structures and arrangements under a bankable PPP
- Effectively participate in negotiations with potential and current providers
- Construct a PPP contract management framework

- Apply lessons in the effective avoidance, management and resolution of PPP contract issues
- Prepare for and plan asset "handback" at the contract end

KEY TOPICS

- Achieving Financial Close
- PPP Financing
- Contract Design and Dispute Resolution Mechanisms
- Contract Negotiations
- Contract Management approaches and practical application
- Contract Issue Management
- Negotiations with Providers
- Asset management, maintenance and handback

This is week one of **The PPP, Procurement and Contract Management Toolkit**.

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05 days	£2,650	24 - 28 June 2024	London
		18 - 22 November 2024	Washington D.C.

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FEATURED TRAINER DAVID BAXTER

David Baxter is a Senior PPP Advisor to the International Sustainable Resilience Center (ISRC) and a steering committee member of the World Association of PPP Units and Professions (WAPPP) based in Geneva.

During 30 + years of international development consulting he has worked in Asia, Africa, the Middle East, Europe and North and South America as a PPP strategy and procurement expert. He has collaborated on infrastructure policy, project planning and development, and project procurement with institutions that include the World Bank, Islamic Development Bank, African Development Bank, USAID, Asian Development Bank, and the Millennium Challenge Corporation (MCC). A specialized focus area of his has been Public Private Partnerships (PPPs) where he has helped donor institutions and development banks provide technical and capacity building support to governments that include the Kingdom of Saudi Arabia, Bangladesh, Nepal, Oman, Egypt, Tanzania, Sri Lanka, and the Maldives to name a few.

PPP - THE FUNDAMENTALS, GOVERNANCE AND MANAGEMENT FOR BOARDS, COMMITTEES AND SENIOR EXECUTIVES

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO

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PPP - THE FUNDAMENTALS, GOVERNANCE AND MANAGEMENT FOR BOARDS, COMMITTEES AND SENIOR EXECUTIVES

NEW

COURSE OUTLINE

Public Private Partnerships (PPPs) are an important route to the delivery of a wide range of social, economic and administrative infrastructure in many countries throughout the world. The approach is designed to bring private sector expertise, resources and finance to the provision of important assets and related services. It is vital that board level and senior management staff in government have a good understanding of the PPP approach so that they can provide informed leadership of the programme.

This 1-week course will build a fundamental knowledge in PPPs and examine some pertinent issues in the effective governance and management of PPPs. The course will start by focusing on what constitutes good governance of PPPs. An appreciation of the political and business environment factors at play, and what constitutes an effective PPP framework, is central to understanding what drives and what should underpin all PPP projects.

We will then set out the challenges that PPPs address, and the various PPP solution approaches and contract types, that are at the heart of a successful PPP project pipeline. As part of that we will also cover the screening and appraising of proposed PPPs, including ascertaining value for money and environmental, social and governance factors and impact.

Part of PPPs' rationale is the sourcing of private sector finance. Consequently, understanding how PPPs are financed and the banks' perspective on PPPs is critical. This course will examine what makes a PPP bankable and what financial instruments and arrangements may come into play when financing and re-financing a PPP.

The allocation of risk and transfer of appropriate risk to the private sector is another key aspect of PPPs and is at the heart of a well-structured PPP. We will outline the approaches and practicalities of that risk allocation. Finally, a sound contract design and contract management framework is required for the effective performance of a PPP, during construction, operational and asset handback phases.

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

- Take a leadership role in ensuring the effective governance of PPPs, applying the principals and standards of good governance to the PPP context and establishing a sound PPP framework and project pipeline
- Appreciate how the expertise of the private sector can be leveraged to achieve successful infrastructure projects
- Understand the allocation of risk in a PPP
- Consider how social and environmental factors and goals impact on PPP programmes and projects
- Take into account the factors that will affect PPP bankability
- Understand the important contract mechanisms and frameworks that need to be in place

KEY TOPICS

- Governance of PPPs and effective PPP Frameworks
- Creating the environment for successful PPPs
- PPP suitability for projects
- PPP Project Risk
- ESG factors in PPPs
- Value for Money, Affordability and Fiscal impacts
- Financing of PPS and the Investor perspectives
- Contract Design and Dispute Resolution Mechanisms
- Contract Frameworks and Management

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05 days	£2,950	20 - 24 May 2024	London

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THE PUBLIC PROCUREMENT TOOLKIT: SUSTAINABILITY, INTEGRITY AND VALUE-FOR-MONEY

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THE PUBLIC PROCUREMENT TOOLKIT: SUSTAINABILITY, INTEGRITY AND VALUE-FOR-MONEY

COURSE OUTLINE

This two-week programme combines:

Sustainable Public Procurement: Strategy, Policy and Practice	05 days
Integrity and Value-for-Money in Public Procurement	05 days

This comprehensive and hands-on programme will equip you with the skills to address urgent and strategic priorities in public procurement – embedding sustainability, integrity and value for money into procurement policy and practice. It will help you to maximise the impact of budgets whilst meeting the environmental, social and economic goals of your organisation and government.

Week one will provide procurement practitioners with the tools and techniques to effectively plan and implement sustainable approaches to sustainable public procurement (SPP). Delegates will explore how to plan and implement a SPP strategy, considering the context of their own organisation.

Transparent, ethical and value-for-money procurement is also recognised as a vital tool to maximise the impact of budgets and achieve organisational goals. In week two, the focus will therefore be on the tools needed to take a proactive lead in securing value-for-money and improving integrity across both the public and private sectors.

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

- Identify social, economic and environmental goals relevant to your procurement portfolio
- Create an SPP policy and strategy
- Plan and apply SPP approaches in your organisation
- Implement SPP throughout the procurement cycle
- Develop systems for assessing and maximising value-for-money
- Design and implement a transparent and ethical procurement system focused on achieving best value
- Develop corruption mitigation strategies and controls

KEY TOPICS

- Exploring how SPP differs from traditional public procurement
- Understanding how SPP strategies can be used to support economic, social and environmental goals
- Defining legal frameworks for SPP and SPP policies
- Managing contracts with sustainability clauses
- Assessing and improving value-for-money
- Developing leadership and communication skills to improve integrity in the workplace
- Vulnerability assessment and procurement risk management
- Understanding eProcurement's contribution to integrity and value-for-money

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10 days	£4,450	11 - 22 March 2024	London
		02 - 13 September 2024	London

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FEATURED TRAINER

ELINOR NIPPARD

Elinor Nippard has wide-ranging experience of procurement reform and capacity development. She worked on all aspects of the procurement reform program in Uganda from 2001-2003, including the legal framework, design

and delivery of training modules, support to both procuring entities and the new regulatory authority and compliance assessment.

While at Crown Agents, she has also worked on various aspects of reform programs in Zambia, Malawi, Botswana, Ethiopia, Tanzania and Afghanistan. As Team Leader for procurement reform projects in the Maldives and Barbados, she assessed national systems, recommended new institutional arrangements, and drafted procurement bills and/or regulations to implement these.

SUSTAINABLE PUBLIC PROCUREMENT: STRATEGY, POLICY AND PRACTICE

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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SUSTAINABLE PUBLIC PROCUREMENT: STRATEGY, POLICY AND PRACTICE

COURSE OUTLINE

With the imminent target of Agenda 2030, governments and organisations around the world are striving to find new and innovative ways of reaching their Sustainable Development Goals. This has led to a surge in interest in Sustainable Public Procurement (SPP) as a means of ensuring that procurement policies and practices generate benefits not only for the organisations involved, but also for the environment, society and the economy.

This comprehensive and step-by-step programme provides practitioners with the tools and techniques to effectively plan and implement sustainable approaches to public procurement.

It first considers the need for SPP, demonstrating how it differs from traditional public procurement and providing examples of the development goals it can support. Delegates will explore how to plan and implement a SPP strategy, considering the context of their own organisation.

This programme also includes a focus on how SPP can be incorporated into the procurement cycle, from market analysis through to contract management. Different tools and resources are explored, including ecolabels, lifecycle costing and use of non-price criteria.

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

- Promote the benefits of SPP and dispel common myths
- Identify social, economic and environmental goals relevant to your procurement portfolio
- Create an SPP policy and strategy
- Plan and apply SPP approaches in your organisation
- Implement SPP throughout the procurement cycle

KEY TOPICS

- The case for SPP and how it differs from traditional public procurement
- How SPP strategies can be used to support economic, social and environmental goals
- Planning and implementation of SPP
- Legal frameworks for SPP and SPP policies
- Defining sustainability requirements and use of ecolabels
- Evaluation under SPP
- Managing contracts with sustainability clauses

This is week one of **The Public Procurement Toolkit: Sustainability, Integrity and Value-for-Money**.

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



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INTEGRITY AND VALUE-FOR-MONEY IN PUBLIC PROCUREMENT

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INTEGRITY AND VALUE-FOR-MONEY IN PUBLIC PROCUREMENT

COURSE OUTLINE

Institutional integrity and the consequences of corruption are a top priority on all national agendas. All organisations, public or private, are striving to obtain best value from their available procurement budgets. Transparent, ethical and value-for-money procurement is recognised as a vital tool to maximise the impact of budgets and achieve organisational goals.

It is essential that the skills to monitor, critically assess and audit procurement operations are developed, along with the ability to analyse results and develop strategies to minimise opportunities for corruption and strengthen procurement performance.

This course addresses these critical global priorities. It will equip procurement professionals with the tools needed to take a proactive lead in securing value-for-money and improving integrity across both the public and private sectors.

It focuses on the causes of poor and unethical practices and the areas where procurement is at its most vulnerable. By investigating how to shift from a focus on compliance to performance, delegates will take a challenging look at issues of ethics and integrity in procurement. This programme includes case studies of real value-for-money and anti-corruption procurement initiatives delivered by Crown Agents and other organisations.

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

- Develop systems for assessing and maximising value-for-money
- Promote a code of ethics and protect 'whistleblowers'
- Design and implement a transparent and ethical procurement system focused on achieving best value
- Develop corruption mitigation strategies and controls
- Strengthen procurement performance through effective use of monitoring systems

KEY TOPICS

- Procurement compliance vs procurement performance
- Assessing and improving value-for-money
- Leadership and communication skills to improve integrity in the workplace
- Vulnerability assessment and procurement risk management
- Ethical codes and policies and developing toolkits
- eProcurement's contribution to integrity and value-for-money

This is week two of **The Public Procurement Toolkit: Sustainability, Integrity and Value-for-Money**.

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05 days	£2,650	18- 22 March 2024	London
		09 - 13 September 2024	London

"ON DEMAND" COURSES



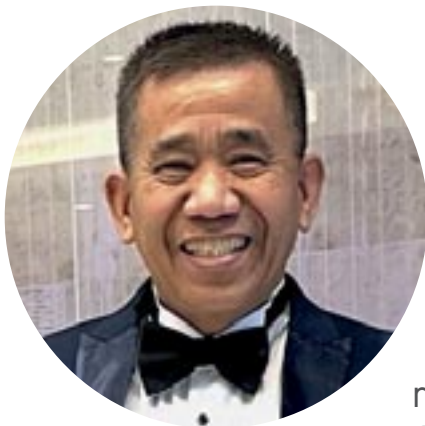
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FEATURED TRAINER

EDGARDO PERA

Edgardo is a procurement and contract management specialist with over 30 years' experience. He is a qualified civil engineer, contract manager and procurement professional who has proven his

commitment and tenacity to deliver assignments with highest quality and professionalism.

He completed assignments in difficult environments like post-disaster Aceh, Indonesia and post-conflict Afghanistan, despite the physical and administrative constraints in those countries. Edgardo is the technical lead for our Ghana project, providing value for money (VFM) assessments since 2018.

Since June 2013, Edgardo has worked at Crown Agents as Principal Specialist for value for money and infrastructure.

EFFECTIVE PROCUREMENT OF GOODS AND SERVICES

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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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



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WE REWARD LOYALTY

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"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.

THE STRATEGIC SUPPLY CHAIN MANAGEMENT TOOLKIT

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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THE STRATEGIC SUPPLY CHAIN MANAGEMENT TOOLKIT

COURSE OUTLINE

This two-week programme combines:

Supply Chain Management: Issues and Solutions 05 days
Identifying and Delivering Sustainable Supply Chain Solutions 05 days

Efficient Supply Chain Management (SCM) is essential to organisational success. However, in order to be fully effective, SCM practices must also be sustainable. Now more than ever, businesses need to ensure their environmental, social and governance (ESG) objectives are met throughout the procurement and supply chain process.

This in-depth toolkit will give you the tools to get the most out of your supply chains and relationships with key suppliers and customers. In week one, delegates will explore the strategic role of SCM, and cover the key techniques involved in developing a successful SCM strategy from the raw commodities through to finished products.

In week two, you will learn to identify key areas of the supply chain where sustainability concepts and goals could be integrated. Delegates will examine three areas that are fundamental to your developing a sustainable supply chain: Profit (economic performance), People (social sustainability) and Planet (environmental sustainability).

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

- Define the supply chain, its component parts and stakeholder relationships
- Create a successful supply chain strategy
- Analyse and manage risks within the supply chain
- Motivate and build capacity of supply chain staff
- Implement monitoring systems to ensure goals are achieved
- Improve your data management and optimisation
- Understand sustainability impacts
- Outline methods of implementing sustainable procurement

KEY TOPICS

- Fundamentals of SCM and understanding supply chain flows
- Key enablers for successful SCM
- International supply chains and global commodities markets
- Contract Management
- Managing risk and tackling corruption
- Total Quality Management and ensuring sustainable SCM
- Sustainable supply chains in a global and local context
- Sustainability solutions across sourcing, production, inventory management and transportation
- Assessing the outcomes of sustainable SCM initiatives

DURATION	FEE	DATE	VENUE
10 days	£3,650	30 September - 11 October 2024	Kigali

"ON DEMAND" COURSES



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WE REWARD LOYALTY

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"The course has been very effective, educative and interactive. I have personally learnt a lot about supply chain management and I am hoping to implement it in my organisation together with my colleagues."

LOUISA AMAKUOAH, Procurement Officer, Ministry of Finance, Ghana.



FEATURED TRAINER UBASINACHI OTUONYE

Dr. Ubasinachi Otuonye is a clinical pharmacist with over 15 years of experience in pharmaceutical care, drug product management, health supply chain management, pharmaceutical products procurement, warehousing and distribution, good storage and distribution practices and healthcare waste management.

Ubasinachi Otuonye received a Doctor of Pharmacy Degree from the University of Benin, Benin City. Ubasinachi Otuonye also holds an MBA from the Business School Netherlands, is a member of the Pharmaceutical Society of Nigeria (MPSN) and has a postgraduate diploma in Peace Studies and Conflict Resolution (PGDipPCR) from the National Open University Nigeria.

Ubasinachi is currently the Senior Health Supply Chain Consultant with Crown Agents. He is also currently the Project Director for Gavi's COVAX Monitoring Agents for Nigeria and Ethiopia, which provides quality assurance for Gavi's supply chain, programmatic and fiduciary investments in the rollout of the COVID-19 vaccine in these countries.

SUPPLY CHAIN MANAGEMENT: ISSUES AND SOLUTIONS

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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SUPPLY CHAIN MANAGEMENT: ISSUES AND SOLUTIONS

COURSE OUTLINE

Supply chain management (SCM) is a vital and integral component in an organisation's success. It's essential to efficiency and profitability and should be frequently reviewed at a senior and strategic level.

However, many organisations fail to get the most out of their supply chains and their relationships with key suppliers and customers, wasting both time and money and missing opportunities to secure a greater (and fairer) share of the overall value of goods. This comprehensive and step-by-step programme provides practitioners with the tools and techniques to develop effective supply chains.

It first defines the supply chain, demonstrating its importance, illustrating different structural options in the marketplace and identifying the core competencies needed by staff. It explores the strategic role of SCM, with delegates covering the key techniques involved in developing a successful SCM strategy through a deeper understanding of supply chains from raw commodities through to finished products.

Delegates define the enablers for successful SCM, including organisational infrastructure; strategic alliances; human resource management; data and technology; compliance and M&E. They will also explore how to address quality and risk, including corruption, within the Supply Chain.

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

- Define the supply chain, its component parts and strategic stakeholder relationships
- Create a successful supply chain strategy
- Apply current SCM best practices in your organisation
- Identify risks within the supply chain
- Assess the capacity and performance of supply chain staff

- Enhance systems for effective monitoring and reporting
- Improve your data management and optimisation

KEY TOPICS

- Fundamentals of SCM and understanding supply chain flows
- Key enablers for successful SCM including relationship management and technology integration
- International supply chains and global commodities markets
- Supply chain management in international development
- Contract Management
- Managing risk and tackling corruption
- Total Quality Management and ensuring sustainable SCM
- Improving the performance of a supply chain team

This is week one of **The Strategic Supply Chain Management Toolkit**

DURATION	FEE	DATE	VENUE
05 days	£1,950	30 September - 04 October 2024	Kigali

"ON DEMAND" COURSES



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WE REWARD LOYALTY

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“Excellent training and communication throughout the programme. A rewarding interaction, good impact and improved procurement abilities acquired.”

YUSUF BABA OCHE, Director, Pefpar Program Coordinating, Institute of Human Virology, Nigeria.
A delegate attending Procurement: Strategic Practices and Supply Chain Management.



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IDENTIFYING AND DELIVERING SUSTAINABLE SUPPLY CHAIN SOLUTIONS

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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IDENTIFYING AND DELIVERING SUSTAINABLE SUPPLY CHAIN SOLUTIONS

COURSE OUTLINE

Sustainable Supply Chain Management (SCM) is a crucial practice for all businesses involved in the sourcing, production, inventory management and transportation of goods and services. Its purpose is to ensure that environmental and societal values are upheld and that global issues such as climate change, water security, deforestation, human rights, fair labour practices and corruption are addressed throughout the supply chain process.

As a key element of sustainability, it is now more important than ever that organisations focus on their environmental, social and governance (ESG) objectives to inform decision making at a strategic level. Procurement and supply chain professionals have a crucial role to play in shaping their organisation's ESG footprint, both directly through purchase decisions and indirectly by influencing product and service design.

This course will enable you to identify key areas of the supply chain where sustainability concepts and goals could be integrated. It will examine three areas that are fundamental to your understanding:

Profit (economic performance), **People** (social sustainability) and **Planet** (environmental sustainability).

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

- Develop a deep understanding of sustainability for your organisation
- Enhance the supply chain and develop new stakeholder relationships
- Outline methods of implementing sustainable procurement
- Understand sustainability impacts and considerations across various aspects of supply chain activity
- Analyse and manage sustainability risks within the supply chain

- Motivate and build capacity of sustainable thinking in your organisation
- Implement monitoring systems to ensure sustainability goals are achieved

KEY TOPICS

- Sustainable supply chains in a global and local context
- ESG and sustainable SCM: opportunities and benefits
- Sustainability solutions across sourcing, production, inventory management and transportation
- Developing new sustainable supply chain delivery capacity
- Managing sustainable supply chain implementation risks
- Assessing the outcomes of sustainable SCM initiatives

This is week two of **The Strategic Supply Chain Management Toolkit**

DURATION	FEE	DATE	VENUE
05 days	£1,950	07 - 11 October 2024	Kigali

"ON DEMAND" COURSES



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WE REWARD LOYALTY

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“The training was value-adding and helped to broaden my knowledge of procurement. I'm glad my time was well invested on this training.”

OLUFEMI ALABI, DFA, Institute of Human Virology, Nigeria. A delegate attending **Procurement: Strategic Practices and Supply Chain Management**.



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ELECTRONIC GOVERNMENT PROCUREMENT: STRATEGY AND IMPLEMENTATION

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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ELECTRONIC GOVERNMENT PROCUREMENT: STRATEGY AND IMPLEMENTATION

COURSE OUTLINE

Electronic Government Procurement (e-GP) systems have become an integral component of procurement reform for governments around the world as they move to institute efficient and transparent procurement systems that address issues of corruption.

These systems can deliver significant efficiency gains and financial savings for governments while enabling the provision of improved citizen services. The World Bank and all major donors are strong supporters of an e-GP roll-out.

This course identifies how paper-based public procurement systems can be transformed using e-GP, demonstrating how it can be used to optimise procurement performance and reduce bureaucracy for bidders by exploiting powerful ICT tools.

An essential course for all practitioners looking to introduce or improve an e-GP system.

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

- Describe the end-to-end e-GP system model
- Assess your e-GP readiness and choose between standard or tailor-made systems
- Articulate e-GP business benefits and KPIs and develop an e-GP strategy
- Apply good practice change management to an e-GP project
- Plan effectively for an e-GP implementation
- Integrate e-GP with financial management systems (IFMIS)
- Procure an e-GP system provider and assess supplier performance
- Help tackle mistakes, irregularities and fraud using your e-GP system

KEY TOPICS

- Understanding the key concepts of e-GP
- Assessing your readiness to adopt e-GP and creating a strategy
- Aligning business, e-GP and e-Government strategy
- Planning the procurement of an e-GP system
- ICT and e-GP foundations
- Risks, governance and legal frameworks
- System integration and modification
- e-GP system procurement
- Open Contracting and the Open Contracting Data Standard
- Compliance and complaints management

DURATION	FEE	DATE	VENUE
05 days	£2,250	06 - 10 May 2024	Kigali
	£2,650	09 - 13 September 2024	Dubai

“ON DEMAND” COURSES



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“The training courses offered by Crown Agents during this engagement were fantastic and rewarding.”

NATHAN NYUMA BENGU, Director of Communications, PPCC Liberia.



FEATURED TRAINER

JOAO ALMEIDA

João de Almeida started his activity as a Public Procurement Consultant in August 2012, after having been a Member of the Board of the National Agency

for Public Procurement (ANCP).

João participated in the legislative, institutional and operational reform of Portuguese public procurement between 2007 and 2012, during which the Portuguese e-procurement system was implemented. He participated in the preparatory works leading to the adoption of the 2014 EU Directives and for 5 years represented Portugal on the European Commission's Public Procurement Advisory

Committee, the Economic and Statistical Affairs Working Group and the Electronic Purchasing Working Party.

His consultancy activity has been mainly developed in the fields of public procurement legislative reform, central and collaborative purchasing and design, implementation and use of framework agreements, the preparation of countries for adoption of e-procurement (e-GP) and the assessment of the national public procurement systems through the MAPS methodology. He has been providing technical assistance to governments in the framework of projects and initiatives.

In the field of training and capacity building, he has carried out advanced training programmes for senior staff in the area of public procurement and is a guest lecturer at the post-graduate course in public procurement at the Faculty of Law of the University of Lisbon.

PUBLIC PROCUREMENT: ISSUES AND SOLUTIONS

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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PUBLIC PROCUREMENT: ISSUES AND SOLUTIONS

COURSE OUTLINE

The strategic importance of transparent and accountable procurement in the cost-efficient delivery of quality goods, works and services, and as a vital weapon in the battle against corruption, is now recognised by governments worldwide. Increasingly, public organisations are also adopting sustainable public procurement techniques to help them reach their sustainable development goals.

It has never been more important for senior procurement specialists to ensure their skills are in line with international best-practice principles and thinking.

This course develops the contemporary strategic solutions, skills and techniques required to implement the most up-to-date procurement policies and practice. It drills down into the key areas of risk management, corruption and ethics, sustainable public procurement and the monitoring and evaluation of procurement performance, addressing the key challenges which procurement functions will face.

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

- Promote the strategic importance of the procurement function
- Devise realistic procurement strategies
- Revise procurement frameworks and enhance eProcurement systems to address modern day risks and encourage greater integrity
- Design and confidently use tools for monitoring procurement performance
- Respond to audit findings and handle complaints effectively

KEY TOPICS

- Assessing the procurement landscape – critical and emerging issues driving performance, innovation and reform
- Fighting corruption and embedding ethical procurement

- Assessing procurement systems and the benefits/challenges of eProcurement
- Planning and implementing sustainable approaches to public procurement
- Developing emergency procurement strategies and framework contracts
- Assessing and addressing key issues in procurement regulation
- Planning for effective reform and change management
- Managing and measuring risk, KPIs, and benchmarking and impact
- M&E of procurement performance and reporting
- Understanding procurement audit and complaint handling
- Building team capacity and professionalism

DURATION	FEE	DATE	VENUE
10 days	£4,450	11 - 22 March 2024	London
		09 - 20 December 2024	London

“ON DEMAND” COURSES



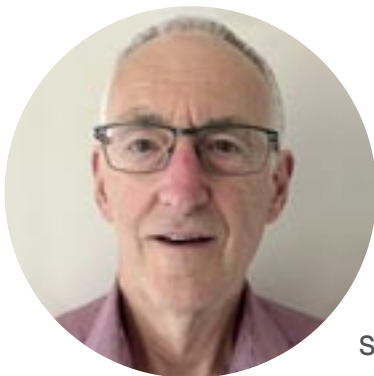
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TRADE PROCEDURES AND FINANCING

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



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TRADE PROCEDURES AND FINANCING

COURSE OUTLINE

Trade finance is the catalyst for increased international trade and overall economic growth. However, exporting is not a simple process and all contracts for the international sale of goods comprise four sets of procedures: commercial, transport, regulatory and financial. These procedures are the pillars of international trading and are all interlinked; if the linkages are not robust, the contract is likely to fail in one or more key aspects.

This course will explore the connectivity required between the principal international trade finance instruments, such as Documentary Letters of Credit and Documentary Collections, and the other elements of the export contract.

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

- Understand and apply the principal protocols, terms and rules
- Appreciate the role of the four pillars in export contract performance
- Understand the key elements of international trade facilitation
- Analyse the challenges of supply chain security and the associated risks
- Outline recent changes to international trade laws and procedures

KEY TOPICS

- The Incoterms® 2020 Rules and how these are used to give certainty to the contract
- Constructing a contract for the international sale of goods
- Shipment modes and distribution solutions
- Arranging cargo insurance and making a claim
- Types of movement, origin and commercial documents

- Regulatory customs compliance and the WTO Trade Facilitation Agreement
- Assessing export credit risk
- Mitigating payment risk and selecting payment methods
- Preparing Letters of Credit
- Supply chain security

Incoterms
2020 by the International
Chamber of Commerce (ICC)

ACCREDITATION:

This Incoterms® content is delivered by an ICC Registered Trainer in the Incoterms® 2020 Rules.

DURATION	FEE	DATE	VENUE
05 days	£2,650	21 - 25 October 2024	London

"ON DEMAND" COURSES



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WE REWARD LOYALTY

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"Jon is the encyclopaedia of information related to export/import. Amazing class."

NADINE MASSAD, a small business owner participating in the Export Strategy for Consultants programme delivered for EBRD Jordan in August 2022.



FEATURED TRAINER JON WALDON

Jon Walden is a Principal Consultant in Customs, Export Competitiveness and Trade Facilitation at Crown

Agents, with over 35 years'

experience in international trade practice including trading, customs and compliance, sales, contracting, freight forwarding, marketing, finance, insurance and export competitiveness together with WTO and WCO protocols.

Jon provides technical consultancy, training inputs and advisory services in international trade disciplines. He is a trainer to the public sector, trade associations and private companies (multi-nationals and SMEs) and considered a thought leader in global customs, export competitiveness, international transport, trade finance, logistics, procedures and trade facilitation issues.

Jon sits on the Roster of Experts for UNCEFACT, ICC and UNCTAD. He is a regular speaker at high-profile international conferences including the WCO AEO Conference, Cranfield Agile Club, Africa Cashew Alliance and Intermodal Africa and was guest speaker at the Zimtrade export competitiveness conference in Harare and provides on-going training for exporters in Zimbabwe. He has also developed and delivered a series of programmes for the EBRD aimed at SME exporters' capacity enhancement in Europe, Middle East and Central Asia, so far delivered in 13 countries.

PPP - ISSUES AND SOLUTIONS: APPLICATION, FRAMEWORK, PROJECT CYCLE

[APMG CP³P FOUNDATION CERTIFICATE]

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PPP - ISSUES AND SOLUTIONS: APPLICATION, FRAMEWORK, PROJECT CYCLE

[APMG CP³P FOUNDATION CERTIFICATE]

COURSE OUTLINE

This course is based on the PPP Guide developed by APMG International, the most reputable global accreditation and examination institute. At the end of the programme delegates will take the APMG CP³P Foundation exam to become a recognised PPP Foundation professional.

This comprehensive ten-day, ten-module programme will build an understanding of the importance of a Public-Private Partnership (PPP) framework, focussing on the basis structure, types, and processes of a successful PPP project.

It identifies the underlying principles and elements of PPP good practice that are applicable in most emerging markets and developing economies. Delegates will study a broad definition and the basic features of a PPP project, and how this contrasts with traditional procurement processes. They will also identify the benefits and potential challenges of implementing PPPs as a procurement option.

On this highly practical programme, delegates will develop an understanding of the need to develop a PPP framework and how to carefully manage the PPP process, with a focus on its phase, activities, outputs and decision cycle. Delegates will also receive training on Infrastructure Finance and an introduction to Islamic Finance, as well as an examination of the role of Multilateral Development Banks, government, and the private sector in successfully implementing a PPP.

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

- Identify potential projects to be managed as a PPP
- Adhere to best international practices to structure a PPP project
- Evaluate an existing project governance structure and identify the means to successfully implement a PPP
- Participate in a PPP project team and contribute to preparing project structure and contracts
- Help design PPP project selection criteria within a legal framework

KEY TOPICS

- PPPs in infrastructure sectors
- Motivation and caveats of PPPs
- The basic structure of a PPP project
- Causes and types of project failure
- Introduction to the PPP framework concept
- Overview of a PPP project cycle

ABOUT APMG INTERNATIONAL:

Crown Agents is an APMG Accredited Training Organisation (ATO). This course covers the syllabus of the APMG CP³P Foundation certificate. Delegates will take the Foundation exam through APMG International.

DURATION	FEE	DATE	VENUE
10 days	£4,650	07 - 18 October 2024	London

"ON DEMAND" COURSES



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"Excellent and well organised programme. Faculty and facilities were carefully chosen and are the best in the field."

CYRIL KWABENA OTENE NSIAH, Deputy Clerk, Parliamentary Services of Ghana. A delegate attending Public Procurement for Works and Consultancy.



FEATURED TRAINER

KEN MACNEILL

Ken has worked extensively in both the public and private sectors to improve performance, including within national and regional governments and the NHS.

He brings considerable practical experience of financial management, corporate governance, risk management and accounting to his training delivery. For over 10 years Ken has trained delegates from across the world, and has worked with the UK senior service on a UK government financial management improvement programme.

A Business Studies and Accounting graduate from the University of Edinburgh, Ken is a Chartered Institute of Public Finance and Accountancy member and former examiner.