



## Managing Major Procurements

With the growth in outsourcing the number of major procurements that organisations need to manage has grown. Selecting and managing the supplier is a major issue in addition to the complexities involved in procuring the goods and services. The modern enterprise must have both the systems and the skills to deliver complex procurement programmes on time, to budget and with the necessary governance to demonstrate best value for money and fairness of treatment.

### The programme

This programme gives delegates an overview of the procurement and bidding processes and takes them through particular issues that arise in major procurement projects, including:

- Supplier pre-qualification and selection
- Tender preparation and issue
- Tender management and assessment
- Identification and management of risk in the bidding process
- Proposal planning and writing
- Pricing the bid

### Who should attend?

- Project managers
- Budget Holders
- Managers responsible for outsourcing goods and services
- Procurement team members
- Technical experts who will be involved in the procurement initiative
- Key stakeholders to major procurement initiatives
- Individuals considering establishing a project team to lead a major procurement
- Senior managers who have ultimate responsibility for major procurements

### Benefits of Attending

Following this programme delegates will be able to:

- Identify the skills and knowledge required to manage major procurements
- Implement effective contract governance
- Schedule key milestones effectively
- Recognise the need for an effective communications programme
- Assess value for money
- Work confidently within legal constraints
- Keep stakeholders, including bidders, engaged over a long period of time.

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