



Contract and Performance Management

OVERVIEW
 This course covers supplier selection, contracting and contract management and provides tools, processes and checklists to plan for the appropriate type, length, content, deliverables and performance measures for contracts. The sourcing and contracting process ensures that the recommendation to award and the associated terms and conditions are approved by key stakeholders and aligned to business needs and requirements.

Course Outline

- What is the right contract type for my category?
- How will different types of contracts impact my category strategy?
- How can I influence suppliers to support and adopt my terms?
- What benefits sharing mechanism is suitable?
- How do I establish open sharing of information and transparency?
- How can I ensure risk is identified and mitigated?
- How can I ensure fulfillment of contractual obligations by all parties?
- How can I identify opportunities for performance improvement?
- What performance measures should be established?
- What needs to be considered when implementing a new contract?
- How will the contract be administered during the contract period?
- What is the contract close out procedure?

Benefits to the delegates

- Delegates will be able to use the knowledge gained from this workshop to:*
- Understand and apply the contract implementation process.
 - Understand what are the right types of pricing and supplier approaches for contracts, depending on the agreement type.
 - Understand corporate policy for contract management.
 - Understand who and how many are the right resources to plan and manage contracts.
 - Understand the importance of a good communication plan.
 - Apply market knowledge to make the right decision about when and how to contract.
 - Obtain agreement on the roles, responsibility, authority and accountability for contract management.
 - Ensure contracts are leveraged to align supplier incentives with the organizations performance targets.
 - Link future business needs to continuous improvement.
 - Create clearly defined performance requirements and identifiable and measurable outcomes.
 - Evaluate and measure their suppliers using a balanced score card approach.
 - Enable suppliers to be measured on metrics that are aligned with business needs and will drive improvement performance.
 - Ensure that the correct performance management and process compliance procedures are in place.

Benefits to the organisation

- The sponsoring organisation will:*
- Be able to plan contracting strategies, motivate and manage suppliers.
 - Realize the full benefits of agreed contract terms and conditions.
 - Improve supplier performance.
 - Drive continuous improvement initiatives through contracts.
 - Benefit from standard ways of working in sourcing and contracting.

Target Attendees

Buyers, Procurement Professionals, Category Managers, Contract Managers and Contract Administrators

- Establishing contract governance and a performance management framework.
- Segmenting relationship types to determine level of contract maintenance required.
- Understanding the lifecycle of a contract and the roles and skills involved at each stage.
- Controlling contract risks and values.
- Creating service briefs and performance targets with suppliers and stakeholders.
- Managing service delivery and compliance through contracts.
- Managing variances in price and performance through contracts.
- Conducting contract and performance reviews.
- Driving improvement over the contract life through incentivisation.
- Driving improvement through analysis of the learning curve and capturing lessons.



Certified Strategic Sourcing Professional
 This training is part of the Certified and Strategic Sourcing Professional™ program (CSSSP)

TRAIN with US and be a MEMBER!

Payment

Training only	
PASIA Member	Php 14,400.00
Non-Member	Php 16,000.00

Applying Member

(Non-member training fee plus membership)

PASIA	14,400 + *15,300.00 = Php29,700
ISM	14,400 + 7,050.00 = Php21,450
APICS	14,400 + 5,875.00 = Php20,275

(*15,300 membership fee is inclusive of PASIAWorld Annual Conference pass)

Payment (inclusive of training materials, lunch, morning and afternoon snacks) must be made before the seminar. We accept payments via cash, telegraphic transfer, cheque or credit card.

**This is on a first come first served basis.
 HURRY BOOK NOW!**

OFFICIAL PARTNER OF:



*PASIA reserves the right to cancel this offering without prior notice should the number of attendees fail to reach required levels.



PASIA Shared Services Office
 PASIA Shared Services Office: 10th Flr. DPC Place Building,
 2322 Don Chino Roces Avenue, Makati City 1231 - Philippines
 Tel. No.: (632) 844-2680 • Fax No.: (632) 844-8586
 email us at info@pasia.org
 visit our website at www.pasia.org