



*Training Course:
Single Source Procurement Best Practices*

*12 - 16 May 2025
Madrid (Spain)
Pestana CR7 Gran Vía*

Training Course: Single Source Procurement Best Practices

Training Course code: PC9448 From: 12 - 16 May 2025 Venue: Madrid (Spain) - Pestana CR7 Gran Vía Training Course Fees: 5500 € Euro

Introduction:

Single-source procurement is the noncompetitive purchase of goods or services that takes place after negotiating with only one supplier. The award of single-source or non-competitive contracts in the defence sector has garnered an increasing level of critical attention in the last few years. In an era of austerity and public spending cuts, many have turned their attention to how governments can do more with less. Full and open competition is one tool for governments to help ensure best value for money, yet previous studies highlight that the defence sector is poor in this respect

Course Objectives

In this program you will learn about...

You will learn about the Best Worldwide Practices...

- Single Source Procurement
- Long Term Contracts
- Vendor Development
- Price Negotiations
- Planning Preparation for Price Negotiations

Course Outlines

- Single Source Procurement Business Models & Strategic Aspects
- Long Term Contracts
- Vendor Development
- Partnerships with Suppliers
- Integration of Logistics
- E-Procurement Systems
- Spare Parts & Consumables Procurement
- Maintenance Contracts



- Licensor Contracts
- Single Source Procurement Contract Conditions
- Planning Preparation for Price Negotiations
- Price Negotiations
- Non-Zero Negotiations

Registration form on the Training Course: Single Source Procurement Best Practices

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