



*Training Course:
Managing Vendor Qualification, Performance &
Contract Compliance*

*30 June - 4 July 2025
Milan (Italy)*

Training Course: Managing Vendor Qualification, Performance & Contract Compliance

Training Course code: PC4041 From: 30 June - 4 July 2025 Venue: Milan (Italy) - Training Course Fees: 5500 € Euro

Introduction

Are we doing the right things? In spite of all our efforts, deliveries are late, over budget and below performance. The way that we approach our procurement has a marked effect on the end result; therefore we have to ensure we use the right processes and criteria to select our suppliers.

This seminar will use the system approach to demonstrate the optimal method in vendor qualification, enhance performance and ensure contract compliance.

This fast-paced seminar provides both strategic and tactical insights into:

- Casting the net wide enough to ensure an adequate number of suppliers to select from
- Selecting only the best suppliers to participate
- How to measure their performance objectively
- To ensure that they perform according to expectations

Course Objectives of Managing Vendor Qualification

Participants attending the program will:

- Benefit from learning from a seasoned practitioner
- Hearing the practices and experiences of others
- Cover the vital steps in a proper supplier evaluation
- Matching customer requirement with the correct supplier segmentation
- Develop meaningful performance measures
- Learn how to use those performance results for continuous improvement

Training Methodology

Participants will increase their competencies through a variety of instructional methods including lecture by an experienced practitioner and consultant, individual and team exercises, and group discussions covering the many topics presented in the program.

Organizational Impact of Managing Vendor Qualification

Your organization will benefit by:

- Your suppliers will be able to deliver on time
- Higher customer satisfaction
- Reduced friction cost
- Less inventory
- Reduced total cost

Personal Impact of Managing Vendor Qualification

- Increased job satisfaction
- Reduced stress levels
- Improved customer relations
- Less time spent in meetings and more productive hours on the job

Course Outlines of Managing Vendor Qualification

Day 1: Vendor Qualification: Compiling an Approved Supplier List

- Determining the goals and objectives of Procurement
- Formulating a proper Procurement strategy
- Involving the end-user in determining the required technologies
- Developing an approved supplier list based on the required technologies
- Compiling supplier selection criteria
- Forming commodity teams to evaluate and provide supply solutions

Day 2: Supplier Assessment

- Supplier initial questionnaire
- Detailed supplier investigation
- Quality management systems
- Performing a supplier assessment
- Process capability studies
- Certification of suppliers
- ISO Certification
- Setting acceptance criteria
- Engaging the supplier during the tender process

Day 3: Supplier Performance - What to Measure?

- Carrot or stick?
- The setting of objects that is aligned with the goals of the company
- Characteristics of a good performance measurement system
- Developing a supplier performance system
- Sources of data
- Common mistakes in data recording
- Implementing the system

Day 4: Supplier Performance - Interpreting the results

- Rating the individual supplier
- Ranking your suppliers
- Disseminating the results: what to do and what not to do
- Rewarding good behavior
- Supplier recognition
- Punishing bad behavior
- Corrective Action Procedures

Day 5: Remedies for breach of contract

- What constitutes a breach?
- The different types of breaches
- The different remedies available
- Determining the quantum of damages
- Liquidated damages
- Equitable damages
- Court injunction

Determining the final outcomes

- Project close-out report
 - Time
 - Performance/Quality
 - Cost
- Lessons learnt

Registration form on the Training Course: Managing Vendor Qualification, Performance & Contract Compliance

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