



*Conference:  
Managing Vendor Qualification, Performance &  
Contract Compliance*

*30 June - 4 July 2025  
Madrid (Spain)  
Pestana CR7 Gran Vía*

## Conference: Managing Vendor Qualification, Performance & Contract Compliance

Conference code: CO8203 From: 30 June - 4 July 2025 Venue: Madrid (Spain) - Pestana CR7 Gran Vía Conference Fees: 6000 € Euro

### Introduction

Are we using the right procurement strategies? Late deliveries, budget overruns, and subpar performance often stem from flawed vendor selection processes. This seminar introduces a systems approach to vendor qualification, performance enhancement, and contract compliance. Participants will learn to broaden supplier options, select top-performing vendors, measure performance objectively, and ensure suppliers meet expectations. Drive procurement excellence with strategic and tactical insights.

### Objectives

- 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

### 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 conference.

### Organizational Impact

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

### Personal Impact

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

## Outlines

### 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 outcome

- Project close-out report
  - Time
  - Performance/Quality

- Cost
- Lessons learned

## Registration form on the Conference: Managing Vendor Qualification, Performance & Contract Compliance

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