



*Training Course:
Negotiating with OEM*

23 - 27 March 2025

Cairo (Egypt)

Holiday Inn & Suites Cairo Maadi, an IHG Hotel

Training Course: Negotiating with OEM

Training Course code: SC235795 From: 23 - 27 March 2025 Venue: Cairo (Egypt) - Holiday Inn & Suites Cairo Maadi, an IHG Hotel Training Course Fees: 3875 € Euro

Introduction

Original Equipment Manufacturers OEMs play a critical role in various industries, providing essential components, products, and services. Effective negotiation with OEMs is crucial to ensuring cost efficiency, quality, and long-term business success. This training program, designed by Global Horizon Training Center, provides participants with the essential skills, strategies, and best practices for negotiating with OEMs. Attendees will gain a deep understanding of negotiation techniques, contract structuring, and relationship management to maximize value in OEM agreements.

Objectives

By the end of this training, participants will be able to:

- Understand the fundamentals of OEM negotiations and their significance in procurement and supply chain management.
- Develop effective negotiation strategies tailored to OEM contracts.
- Identify and mitigate risks associated with OEM agreements.
- Apply key contract terms, pricing models, and performance metrics.
- Enhance supplier relationship management for long-term strategic partnerships.
- Leverage negotiation techniques to achieve optimal outcomes in OEM agreements.

Organizational Impact

This training will provide organizations with:

- Improved cost savings through better OEM contract negotiations.
- Enhanced supplier relationships that foster long-term collaboration and innovation.
- Reduced risks associated with OEM agreements and contract disputes.
- Greater strategic alignment between procurement teams and OEM suppliers.
- Increased efficiency in supply chain and procurement operations.

Target Audience

This program is ideal for:

- Procurement and supply chain professionals.
- Contract managers and legal advisors.
- Business development and sales professionals.
- Operations and project managers.
- Anyone involved in OEM contract negotiations and supplier management.

Outlines

Day 1: Fundamentals of OEM Negotiations

- Introduction to OEM and its role in the supply chain
- Key challenges in OEM negotiations
- Understanding OEM pricing structures and cost models
- Legal and contractual considerations in OEM agreements
- Case studies: Successful OEM negotiations

Day 2: Developing an Effective Negotiation Strategy

- Identifying negotiation objectives and priorities
- Building leverage in OEM negotiations
- Conducting market research and supplier analysis
- Negotiation styles and techniques for OEM agreements
- Practical exercise: Role-playing OEM negotiations

Day 3: Key Contractual Terms and Risk Mitigation

- Essential contract clauses for OEM agreements
- Managing risks in OEM contracts
- Performance metrics and quality assurance measures
- Intellectual property rights and confidentiality agreements
- Workshop: Drafting and reviewing OEM contract terms

Day 4: Supplier Relationship Management and Performance Optimization

- Building long-term strategic partnerships with OEMs
- Managing performance through service level agreements SLAs
- Handling disputes and conflict resolution with OEMs
- Innovation and collaboration strategies in OEM partnerships
- Case study: Effective supplier management in OEM contracts

Day 5: Advanced Negotiation Techniques and Best Practices

- Leveraging data and analytics in negotiations
- Cross-cultural negotiation strategies with global OEMs
- Overcoming common negotiation roadblocks
- Simulation exercise: End-to-end OEM negotiation
- Final review and Q&A session

Registration form on the Training Course: Negotiating with OEM

Training Course code: SC235795 **From:** 23 - 27 March 2025 **Venue:** Cairo (Egypt) - Holiday Inn & Suites Cairo Maadi, an IHG Hotel **Training Course Fees:** 3875 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

Delegate Information

Full Name (Mr / Ms / Dr / Eng):
 Position:
 Telephone / Mobile:
 Personal E-Mail:
 Official E-Mail:

Company Information

Company Name:
 Address:
 City / Country:

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
 Position:
 Telephone / Mobile:
 Personal E-Mail:
 Official E-Mail:

Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

Easy Ways To Register

Telephone:
+201095004484 to
provisionally reserve your
place.

Fax your completed
registration
form to: +20233379764

E-mail to us :
info@gh4t.com
or training@gh4t.com

Complete & return the
booking form with cheque
to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.