



*Training Course:  
Contract Cost and Price Analysis*

*16 - 20 November 2026  
Cape Town (South Africa)  
DoubleTree by Hilton Cape Town - Upper Eastside*

## Training Course: Contract Cost and Price Analysis

Training Course code: PC4090 From: 16 - 20 November 2026 Venue: Cape Town (South Africa) - DoubleTree by Hilton Cape Town - Upper Eastside Training Course Fees: 6350 € Euro

### Introduction

Obtaining fair and reasonable pricing from contractors and suppliers is a critical goal for both businesses and governments. This program equips participants with the essential skills to conduct effective **Cost and Price Analysis**, enabling better decision-making in procurement and contract management. Attendees will learn to manage costs in volatile markets, understand pricing methods used by contractors, and evaluate the elements that make up a fair and reasonable price.

### Course Objectives

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

- Understand the importance of price and cost analysis in continuous improvement programs
- Differentiate between cost analysis and price analysis and select the appropriate method
- Apply methods of price analysis, including historical and market-based techniques
- Use analytical tools to identify cost drivers and develop "should cost" models
- Analyze supplier pricing models and Total Cost of Ownership TCO approaches
- Implement strategies to obtain better pricing in volatile markets
- Report and track cost reduction and savings effectively

### Target Audience

- Contract and Procurement Managers
- Supply Chain Professionals
- Cost Estimators and Analysts
- Commercial and Contract Officers
- Project Managers involved in procurement and vendor negotiations

### Course Outlines 5 Days

#### Day 1 - Defining Cost Savings Opportunities

- Reducing the cost of purchased goods and services
- Understanding the impact of contracts on the bottom line
- Identifying focus areas for cost reduction
- Supplier pricing models and negotiation strategies
- Developing opportunity hypotheses

- Cost reduction reporting procedures
- Continuous improvement skill sets

#### Day 2 - Performing Price Analysis

- Understanding the difference between price and cost analysis
- Selection tools for analysis type
- Methods of price analysis
- Historical analysis and benchmarking
- Using price indexes to calculate changes
- Developing the organization's contract price index

#### Day 3 - Performing Cost Analysis

- Methods of cost analysis
- Identifying major cost elements and overheads
- Developing "Should Cost" models
- Requesting supplier cost information
- Analyzing supplier cost breakdown
- Determining reasonable profit margins

#### Day 4 - Other Important Valuation Criteria

- Industry analysis and benchmarking
- Global industrial labor rates
- Working with currency exchange rates
- Total Cost of Ownership TCO models
- Reengineering processes to reduce costs
- Cost-volume-profit analysis
- Value analysis techniques

#### Day 5 - Controlling Contract Pricing in Volatile Markets

- Managing procurement in volatile economic situations
- Contract economic adjustment clauses
- Continuous improvement methods
- Early supplier involvement strategies
- Reducing waste in the supply chain
- Reporting and tracking savings
- Implementing best practices for achieving cost reductions

## Registration form on the Training Course: Contract Cost and Price Analysis

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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
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### Easy Ways To Register

Telephone:  
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place.

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info@gh4t.com  
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Complete & return the  
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