



*Training Course:  
Single Source Procurement Best Practices*

*24 - 28 August 2026  
Cape Town (South Africa)  
DoubleTree by Hilton Cape Town - Upper Eastside*

## Training Course: Single Source Procurement Best Practices

Training Course code: PC9448 From: 24 - 28 August 2026 Venue: Cape Town (South Africa) - DoubleTree by Hilton Cape Town - Upper Eastside Training Course Fees: 6350 € 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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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

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