



*Training Course:  
Single Source Procurement Best Practices*

*10 - 14 May 2027  
Milan (Italy)*

## Training Course: Single Source Procurement Best Practices

Training Course code: PC9448 From: 10 - 14 May 2027 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

### Introduction

Single-source procurement involves acquiring goods or services from a single supplier without a competitive process. While often necessary in strategic or specialized contexts, this approach has drawn critical attention, especially in the defense sector, where public spending efficiency and transparency are under scrutiny. This course explores best practices in single-source procurement, focusing on maximizing value, developing supplier relationships, and conducting effective price negotiations.

### Course Objectives

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

- Understand single-source procurement principles and strategic implications.
- Develop and manage long-term contracts effectively.
- Apply best practices in vendor development and partnerships.
- Plan and execute successful price negotiations.
- Integrate logistics and e-procurement systems to optimize procurement outcomes.

### Target Audience

- Procurement Managers and Specialists
- Contract Managers
- Supply Chain Professionals
- Sourcing Officers
- Project Managers involved in procurement decisions

### Course Outline 5-day version

#### Day 1 - Introduction to Single Source Procurement

- Single Source Procurement: Concepts and Strategic Aspects
- Business models for non-competitive procurement
- Legal and ethical considerations

#### Day 2 - Long-Term Contracts and Vendor Development

- Structuring and managing long-term contracts

- Supplier relationship management
- Vendor development strategies
- Building partnerships with suppliers

#### Day 3 - Integrating Logistics and E-Procurement

- Integration of logistics with procurement
- E-procurement systems and digital tools
- Procurement of spare parts and consumables
- Maintenance contracts and licensor agreements

#### Day 4 - Contract Conditions and Planning for Negotiations

- Key contract clauses for single-source procurement
- Planning preparation for price negotiations
- Understanding market benchmarks and supplier cost structures

#### Day 5 - Price Negotiations and Advanced Techniques

- Conducting effective price negotiations
- Non-zero negotiation techniques
- Practical exercises and case studies on single-source negotiations
- Wrap-up, lessons learned, and best practice discussion

## 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

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Full Name (Mr / Ms / Dr / Eng): .....  
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### Company Information

Company Name: .....  
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### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
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### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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### Easy Ways To Register

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