



*Training Course:
Single Source Procurement Best Practices*

*23 - 27 August 2027
Milan (Italy)*

Training Course: Single Source Procurement Best Practices

Training Course code: PC9448 From: 23 - 27 August 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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