

Classroom

NECI's Signature Seminar Features

Each course is classroom based and delivered workshop-style to encourage maximum interaction and participation.

Signature Seminars are flexible providing coverage of a wide range of topics within a timeframe that suits your organization.

A senior instructor will consult with your organization in advance to understand the key issues and focus areas for your group, incorporating these into customized exercises and activities to practice key learning outcomes.

An evaluation report is provided to the course organizer showing the participant ratings and feedback – a great way to confirm the value received through the training session.

Contact Us

To learn more about what NECI could do for your organization, please contact us:
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Advancing Procurement Strategies

Course Description

This interactive one-day course examines specific procurement strategies, such as neutralizing incumbent advantage, allocating project risk, enhancing corporate social responsibility, and selecting contract renewal and extension provisions that drive value.

Advanced approaches that will be explored include: qualifications-based selection; value-based contracting models, commissioning and alternative service delivery (ASD), joint solutions procurement processes, and the use of fairness experts. After this course, participants will be able to assess and incorporate appropriate advanced strategies into their next procurements to achieve better value and results.



Learning Objectives

- Differentiate between binding and non-binding procurement
- Identify advanced procurement strategies being used in the field
- Distinguish the benefits, drawbacks and risks of advanced process strategies
- Illustrate how selected strategies can be incorporated into organizational processes
- Practice applying selected strategies to real-life scenarios and evaluating the outcomes

Helping organizations in Canada obtain maximum value from procurement and contracting