

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:
inquiries@neci-legaledge.com

National Education Consulting Inc.
 975 B Alston St.
 Victoria, BC V9A 3S5
 Phone: (250) 370-0041
 Toll Free: (888) 990-7267
www.neci-legaledge.com

Negotiable RFPs: Strategies for Successful Binding and Non-Binding Processes

Course Description

During this interactive one-day course, participants will explore the differences between binding and non-binding procurement processes and analyze the critical considerations they will need to take into account when making this pivotal procurement decision. They will come to understand the advantages and disadvantages, as well as the legal implications, of each approach, and examine sample contract and RFX language in use in Canada. Through exploration of different negotiation strategies, they will be able to structure procurement processes that maximize leverage while preserving vendor and supplier relationships.



Learning Objectives

- Differentiate between binding and non-binding procurement
- Analyze factors that drive the decision to step outside Contract A and choose a non-binding procurement process
- Explain the unique public sector concerns when using non-binding procurement processes
- Evaluate non-binding RFX examples
- Determine strategies for including contract negotiations within a binding and non-binding process
- Consider the most appropriate negotiations approach for your operating environment and specific procurement

Helping organizations in Canada obtain maximum value from procurement and contracting