



NECI's eSeminars

Join our fast-paced interactive sessions delivered over WebEx without leaving your office! Experience NECI's procurement experts take a deep dive into a narrow topic. Each eSeminar includes relevant content, and time for Q and A and lively discussion to encourage maximum interaction and participation

Contact Us

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

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Soul Sourcing in Procurement

How can you find or build leverage where only one supplier can provide the goods or services?

This eSeminar will provide an overview of the challenges faced in the market by procurement staff and their stakeholders in this common situation. A sole or single source is neither good nor bad. The agreement by which the parties conduct the relationship is the key to value.

We will discuss the strategies which lead to sole/single sourcing; the advantages and disadvantages to these arrangements; and how to leverage your position to increase the value proposition. Through case studies and exercises we will share ideas to address your BATNA and affect power relationships in sole/single sourcing situations.

Learning Objectives

- Examine the characteristics of sole and single sources
- Review how to ensure value where competition is limited
- Discuss creating competition in oligopolistic markets
- Practice developing your BATNA
- Identify and discuss how to mitigate risks in sole source agreements
- Discuss building effective relationships with sole sources

Helping organizations in Canada obtain maximum value from procurement and contracting