



Effective Procurement of Multi-National Contracts

1-day course

Aim

The aim of this course is to provide candidates with the knowledge they need to consider whether their organisation can procure contracts across multiple countries, the steps they would need to take to achieve this and the benefits of doing it.

Objectives

By completing the course, you will have an understanding of:

- *The benefits and disadvantages of having multi-national contracts*
- *What an organisation needs to have to successfully source and operate a multi-national contract*
- *How to find out if the right suppliers are out there*
- *The right contract model for different countries*
- *How to manage a supplier across borders*

There are two key learning outcomes:

1. *The knowledge to determine whether a multi-national contract could be right for your organisation*
2. *An approach to sourcing and managing a supplier working in multiple countries*

Description

We live and work in a global business environment and organisations are adapting their business and support services, including facilities management, in a way that aligns with their global footprint. To achieve this, they are procuring more and more on a cross border basis aligned with business operations.

This course provides an overview of what to consider when looking to successfully procure and manage services in more than one country.

Programme

0845 Registration

0900 Introduction and Objectives

0915 Why procure one contract for more than one country? – Interactive session

What are the benefits of multinational contracts?

What are the disadvantages of multinational contracts?

09:45 Organisational readiness

Senior management buy in

The central management function

Local management teams
Organisational change
Dealing with the objectors and their objections

11.00 Break

11.15 Establishing that the right suppliers out there?

What does a good supplier look like – Interactive session
How to establish supplier capability
How to establish supplier interest
Regional variations in capability
Common pitfalls and risks

12.00 Determining the right contract model

The different contract models and their advantages and disadvantages – Interactive session
Local variations and compliance with local laws
Getting the right legal support

12.30 Lunch

13.15 Developing the specification

An approach that leads to consistency throughout the portfolio
Managing local variations and specification changes
Share good practice

13.45 Procuring a supplier

The right procurement process
Engagement with local client and supplier teams
Managing negative consequences for some territories when there is a benefit for the organisation overall
Time and resource management

14:15 Managing the supplier

What is managed centrally and what is managed locally
Variation management
Issue / dispute escalation and resolution

14.45 Break

15.00 Reporting and Management Information

What information do you need – Interactive session
Central vs local information requirements
Examples of typical reports

15:30 Delivering benefits from Management Information

Understanding property efficiency

Internal benchmarking
Informing locational and portfolio strategies
Identifying problems so they can be addressed and good practice so it can be shared

16.00 Discussion and Questions

16.30 Summary and Close

Professional Recognition

Delegates receive a Quadrilect Ltd certificate of attendance which contributes towards their record of CPD [Continuing Professional Development].

How do I book?

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