



Single Source Procurement Best Practices



2 - 13 September 2024



Milan (Italy)

# Single Source Procurement Best Practices

course code: P9444 From: 2 - 13 September 2024 Venue: Milan (Italy) - course Fees: 4500 Euro

## Program Overview

In this program you will learn about...

**You will learn about the Best Worldwide Practices...**

- Single Source Procurement
- Long Term Contracts
- Vendor Development
- Price Negotiations
- Planning Preparation for Price Negotiations

## Program Content

- Single Source Procurement Business Models & Strategic Aspects
- Long Term Contracts
- Vendor Development
- Partnerships with Suppliers
- Integration of Logistics
- E-Procurement Systems
- Spare Parts & Consumables Procurement
- Maintenance Contracts
- Licensor Contracts
- Single Source Procurement Contract Conditions
- Planning Preparation for Price Negotiations
- Price Negotiations
- Non-Zero Negotiations



