

Course Title

Managing Suppliers and Contractors

Credit Hours

25 H

Venue

Dubai - UAE

Date

29th July – 2nd August , 2024

Objectives

- **At the end of this Course , you are able to:**
 - Benefit from hearing the practices and experiences of others.
 - Cover the many steps in a proper supplier evaluation.
 - Gain insights into supplier segmentation.
 - Develop performance weightings .
 - Learn how to use performance results for improvement .
 - Explore various rating systems.
 - Discuss methods of collection and reporting data.
 - Be presented with assessment forms.
 - Understand how to prepare scorecards
 - Understand how to avoid disputes but learn how to deal with them if they arise.
 - Provide an understanding of Tendering Procedures.
 - Explain the commercial impact of key contractual provisions

The Delegates

- Contracts, Purchasing, and Project Personnel, Engineering, Managers .
- Marketing and sales staff .
- Procurement professionals .
- Professionals such as legal and financial staff and contract professionals .
- Project Engineers and Project Professionals, including Project Managers .
- Commercial Professionals .
- Quantity Surveyors .
- Purchasing Officers & Personnel .
- Buyers .
- Supply Professionals .

Contents

- **Achieving Supplier Total Quality :**
 - How are we doing in supplier assessment and performance measurement?
 - Elements of a good procurement and competitive bidding process
 - Steps in achieving total quality from suppliers
 - Achieving total quality from suppliers - what will not work!
 - Objectives of performance measurement
 - Best practices in supplier qualification
 - Letting the supplier measure you
- **Contractors Assessment and Qualification :**
 - Developing the qualification process
 - ABC analysis
 - Conducting risk assessment
 - Contractors segmentation
 - ISO 9000 Quality Standards
 - The preliminary contractors assessment
 - The contractors site assessment
 - Who participates in contractors qualification
 - The contractors evaluation forms
 - Qualified contractors list

- **Supplier Performance - What to Measure :**
 - Key elements of supplier performance measurement
 - Common performance categories
 - Category weighting
 - Deciding which suppliers to measure
 - Supplier scorecards as strategic sourcing tools
 - Receiving, inspection, rejection clauses
 - The difficulties of measuring supplier performance
 - Quantitative vs. qualitative data
- **Collecting, Rating and Reporting Supplier Performance :**
 - Collecting the data
 - Rating methods - basic points
 - Rating systems options
 - Developing performance standards
 - Measuring indirect material suppliers and service
 - Establishing performance based service contracts
 - Applying supplier performance in total cost of ownership
 - Performance indexing
 - Supplier provided performance data
- **How to Use Performance Measurements :**
 - Benefits from measuring and analysing supplier performance
 - Establishing expectations
 - Sharing the information
 - Corrective action plans
 - When contractors fail to do what was promised
 - Liquidated damages
 - Force majeure delays
 - Holding supplier recognition events
 - Motivate supplier with performance measurements
 - Expectations from the supplier's view point

Discount	Language	Fees
10% in case of Three P. (or more)	English & Arabic	USD : 5000 \$
Timetable	How to Register ?	Other Dates
09:00 Am : 11:00 Am (1 st Section) 11:00 Am : 11:15 Am (Break 1) 11:15 Am : 12:45 Pm (2 nd Section) 12:45 Pm : 01:00 Pm (Break 2) 01:00 Pm : 02:00 Pm (3 rd Section)	www.titlehr.com Info@titlehr.com Tell 00971559687070	15 th – 19 th September , 2024