



CONTRACTING TECHNIQUES

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02 880 14 30



info@altesia.be



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Training overview

Objectives

Strengthen the skills needed for effective contract management to:

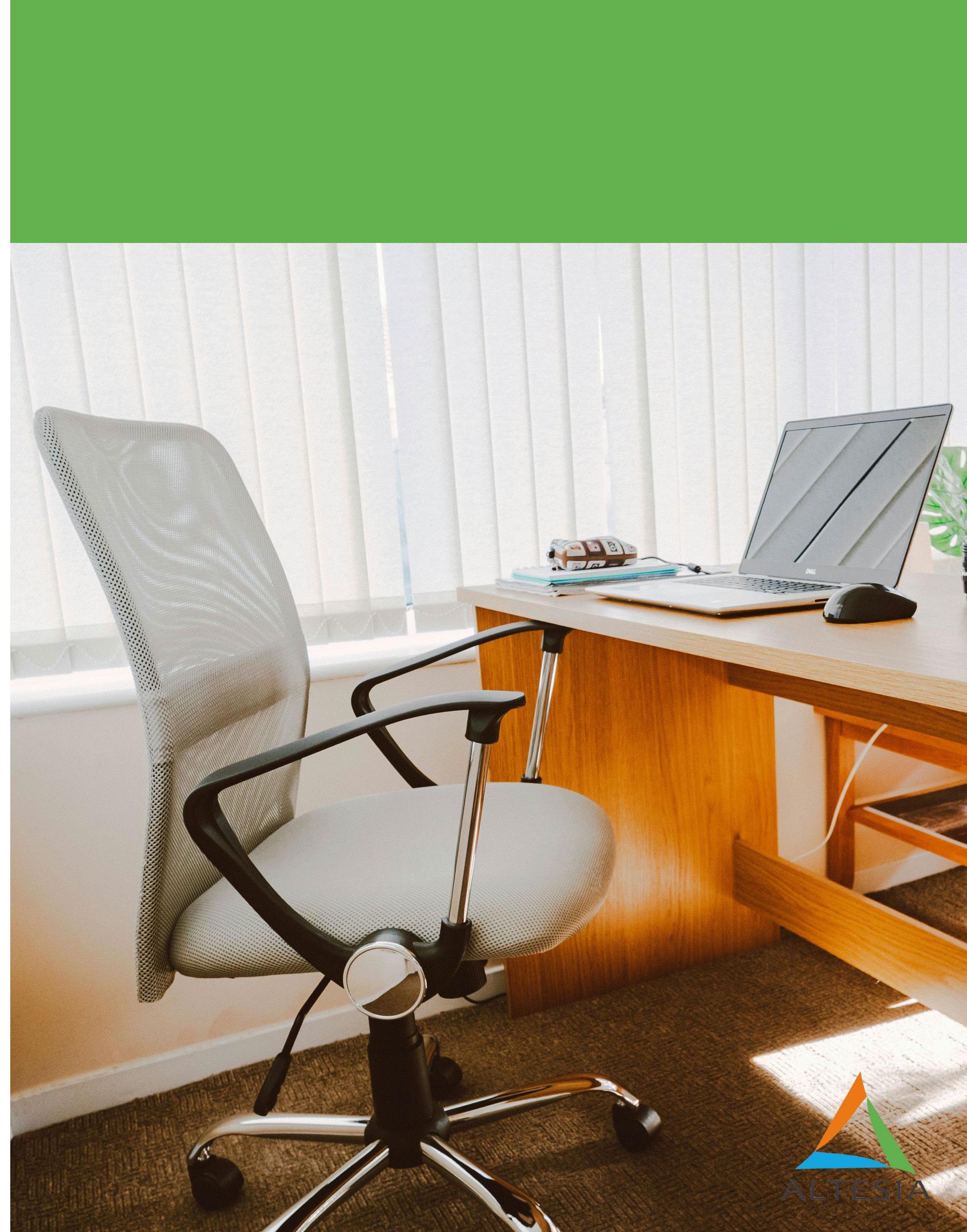
- Supervise supplier services
- Better control of risks
- Optimize the relationship with the supplier
- Ensure a possible exit from the contract with limited impact

Target audience

- Procurement professionals willing to improve their skills in contracting techniques with their suppliers
- Legal professionals involved in contractual processes
- Professionals managing suppliers and willing to improve their contracting techniques
- Heads of departments that must manage suppliers

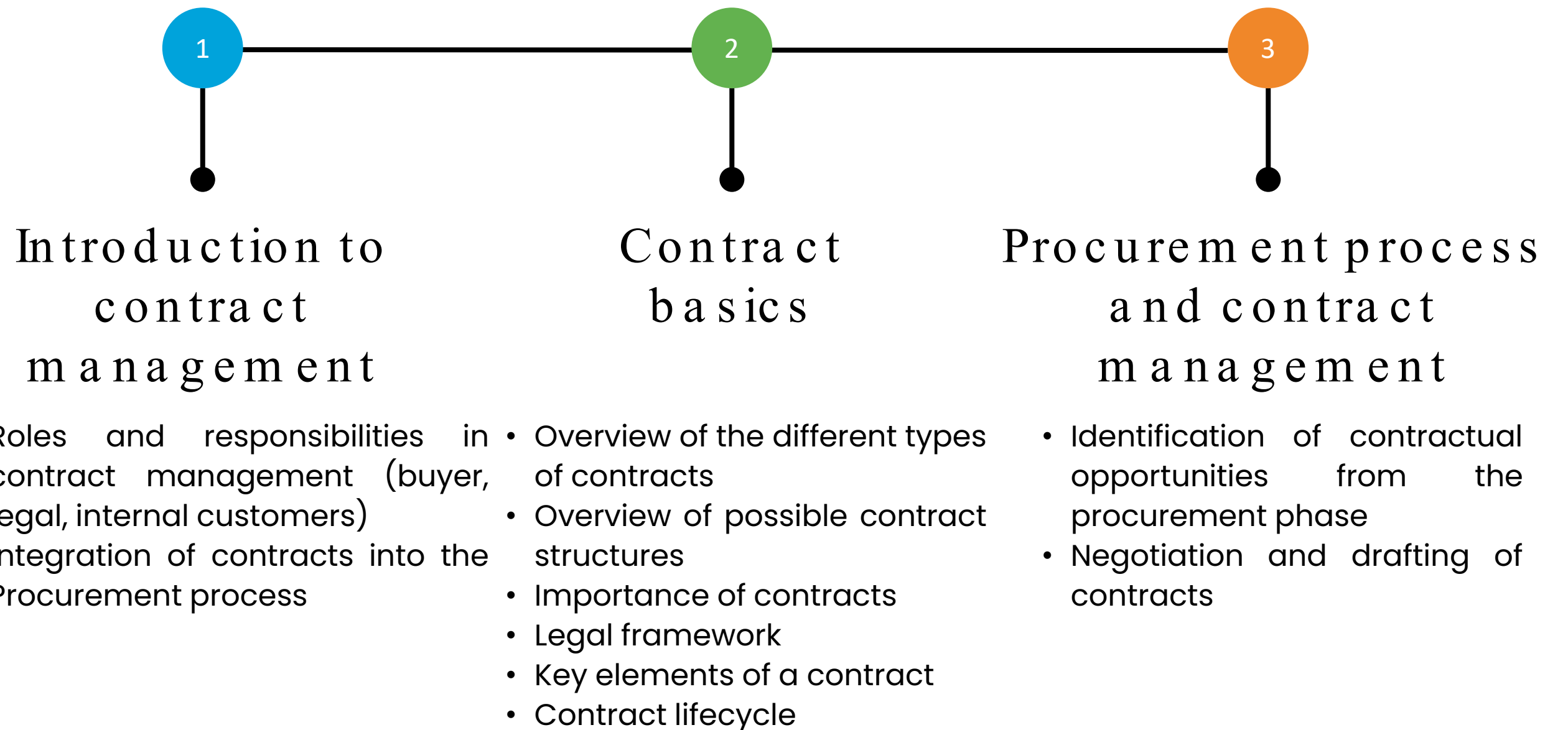
Duration

- 3 days

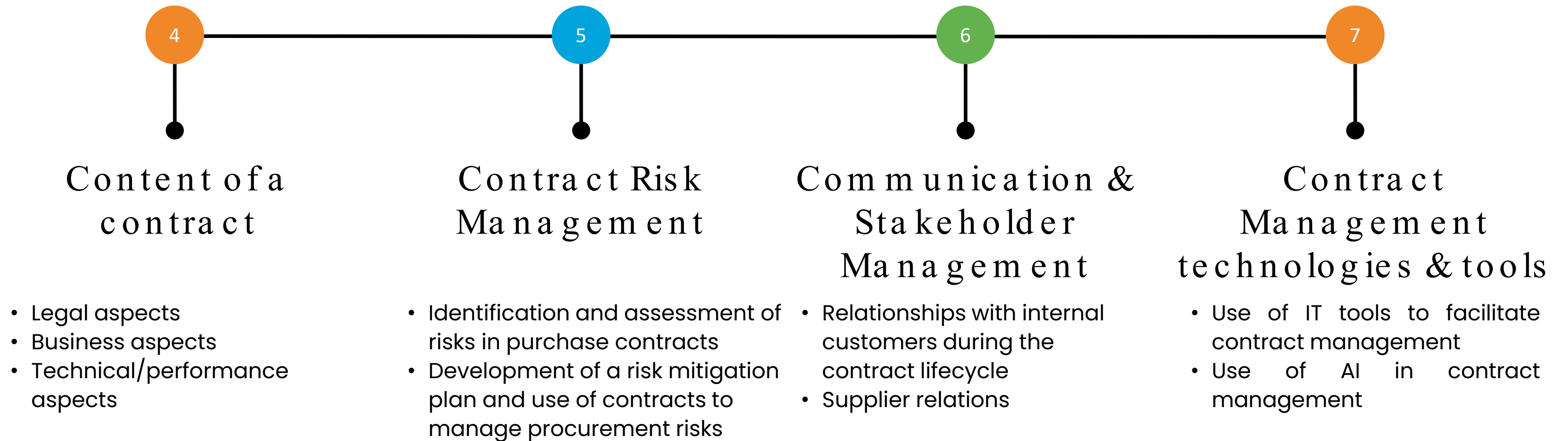


Program

The program consists of **7 modules**, each of them supported by practical exercises that will enable participants to understand and master the different techniques to secure companies through effective contracting



Program



Training objectives

- **Foundational knowledge:** gain a solid understanding of contract management
- **Practical application:** learn to leverage contracting techniques & methodologies to secure the purchase of goods & services
- **Management:** gain insights on key contractual terms to enhance your supplier risk mitigation and build contracting oversight

Additionally, you receive

- A detailed methodology to guide trainees through a contract management process
- Checklists & tips & tricks to secure contracting with suppliers



Our trainers



Julie SODIMU

Consultant

6+ years' experience in Procurement in the aerospace & energy industries, as well as in Merchandising



Nicolas BÈGUE

Partner

15+ years' experience in Consulting within Procurement & Project Management in the automotive, insurance, chemical, construction, energy, rail & pharmaceutical industries

Contact us



ALTESIA offers consulting & interim management in **Finance, Procurement, HR and Tax & Accounting**. We provide time-saving, informed solutions through flexible **staffing solutions, advisory** projects and **trainings**. Our skilled professionals deliver quality results on time with a structured & collaborative approach.



+ 32 2 880 14 30



www.altesia.be



info@altesia.be



Rue François Dubois 2, 1310 La Hulpe



Nicolas Bègue

Partner

n.begue@altesia.be



Marcos Viale-Rigo

Partner

marcos.viale@altesia.be



Hugo Costes

Business Advisor

hugo.costes@altesia.be

