

## Market Engagement and Collaboration Strategies

**Investment:** \$2,999

**Duration:** 90 Minutes

As a procurement professional, you know how important both internal and external relationships are to achieving successful project outcomes. It is the relationship that will carry you over the inevitable glitches and hiccups that can occur with any complex procurement and contracting process. Rather than focusing on how to draft the most air-tight RFx to release to the market, this inter-active session will explore pro-active ways to protect your organization while ensuring you are building and maintaining those relationships that allow you to tap into the most innovative solutions at the earliest point in time.

### Learning Objectives

- Discuss pre-RFx strategies such as Market Sounding, Commercially Confidential RFIs, Competitive Dialogue and Draft RFPs.
- Explore different procurement approaches that drive collaboration including Joint Solutions Procurement and use of a Non-Binding RFx process.
- Review contract management tools and attitudes that drive successful collaboration and capture maximum value for your organization.



### WEBINARS FOR TEAMS

Attend these fast-paced, 90-minute interactive sessions delivered right to your computer without leaving your office!

Join us as The Procurement School experts take a deep dive into a narrow topic.

Each webinar includes relevant content, as well as time for Q and A and lively discussion to encourage maximum interaction and participation.

#### Contact Us:

Learn more about what The Procurement School could do for your organization and how we can tailor a session to your specific organizational needs, please contact us:

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