

Market Engagement and Collaboration Strategies

Delivery Format: LIVE Webinar

Course Structure: 90 Minutes

Target Audience: Experienced individual contributors and Managers in Canadian public sector procurement

Pricing: 3-tier pricing for up to 25 participants each.

Tier	Pricing	Details
Tier 1	\$3,500	Standard off-the-shelf webinar based on best practices.
Tier 2	\$4,500	Includes a 30-minute group interview with the client project sponsors to discuss delivery emphasis. Course content is <u>not</u> updated; however, the instructor will teach keeping the context of the group in mind.
Tier 3	Fully customized webinar - for details and pricing please contact our office.	

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 airtight 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

About

Since 1980, The Procurement School has been helping Canadian public sector organizations realize maximum value through their procurement and contracting activities.

Incorporating the latest developments in adult education and curriculum design, our online and blended learning options capture the latest legal, practical, and business developments to empower procurement professionals to improve contract outcomes.

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Join

[The Procurement School Community](#) – a place for procurement professionals to gather, engage, and learn.

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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