MERCURY

# Managing Vendor Qualification, Performance & Contract Compliance Conference

14 – 18 June 2027
Nairobi (Kenya)



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Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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# Managing Vendor Qualification, Performance & Contract Compliance Conference

**Ref:** 8203_1060309 **Date:** 14 – 18 June 2027 **Location:** Nairobi (Kenya) **Fees:** 5300 Euro

## Introduction:

Are we doing the right things? Despite all our efforts, deliveries must be on time, over budget, and below performance. How we approach our procurement has a marked effect on the result; therefore, we must ensure we use the right processes and criteria when selecting our suppliers.

This vendor management performance and contract compliance seminar will use the system approach to demonstrate the optimal method for vendor qualification, enhance performance, and ensure contract compliance. This aligns with objectives in vendor manager training and emphasizes the importance of contract compliance training for improving procurement processes.

## Professional Development & Vendor Management Conclave:

This vendor management performance and contract compliance conference is part of the vendor management training certification process and is designed to equip professionals with the necessary skills to effectively manage vendor relationships and ensure adherence to contract compliance.

This professional development opportunity contributes to earning a vendor management certification, which is recognized as one of the best in the industry. Attendees will leave with a deeper understanding of vendor qualification and contract compliance principles.

In this specially designed vendor management conference, we shall facilitate immersive workshops and seminars for professionals to dive deep into vendor training. These vendor workshops and vendor seminars are tailored to resonate with the intricacies of managing vendors efficiently.

Participants will gain hands-on experiences that will empower them with strategic insights and operational tactics for managing vendor performance in their organizations. This segment of the vendor management performance and contract compliance conference significantly enhances the value quotient for all stakeholders involved in vendor management.

## Targeted Groups:

- Contracts, Procurement, and Project Personnel.
- Engineering, Operational, Quality, and Maintenance Personnel.
- All others involved are interfacing with contractors or suppliers to acquire materials, equipment, parts, and services or anyone who wants to improve supplier performance and gain successful outcomes from contracting situations.

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## Conference Objectives:

By the end of this vendor management performance and contract compliance conference, participants will be able to:

- Cover the vital steps in a proper supplier evaluation.
- Match customer requirements with the correct supplier segmentation.
- Develop meaningful performance measures.
- Learn how to use those performance results for continuous improvement.
- Cast the net wide enough to ensure an adequate number of suppliers to select from.
- Select only the best suppliers to participate.
- Measure their performance objectively.
- Ensure that they perform according to expectations.

## Targeted Competencies:

By the end of this vendor management performance and contract compliance conference, participants' competencies will:

- Vendor selection.
- Vendor integration.
- Vendor performance management.
- Sourcing strategies.
- Leadership.
- Communication.

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## Conference Content:

### Unit 1: Vendor Qualification: Compiling an Approved Supplier List:

- Determining the goals and objectives of procurement.
- Formulating a proper Procurement strategy.
- Involving the end-user in deciding the required technologies.
- Developing an approved supplier list based on the required technologies.
- Compiling supplier selection criteria.
- Forming commodity teams to evaluate and provide supply solutions.

### Unit 2: Supplier Assessment:

- Supplier initial questionnaire.
- Detailed supplier investigation.
- Quality management systems.
- Performing a supplier assessment.
- Process capability studies.
- Certification of suppliers.
- ISO Certification.
- Setting acceptance criteria.
- Engaging the supplier during the tender process.

### Unit 3: Supplier Performance - What to Measure?:

- Carrot or stick?
- The setting of objects that are aligned with the goals of the company.
- Characteristics of a sound performance measurement system.
- Developing a supplier performance system.
- Sources of data.
- Common mistakes in data recording.
- Implementing the system.

### Unit 4: Supplier Performance - Interpreting the Results:

- Rating the individual supplier.
- Ranking your suppliers.
- Disseminating the results: what to do and what not to do.
- Rewarding good behavior.
- Supplier recognition.
- Punishing bad behavior.
- Corrective Action Procedures.

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## Unit 5: Remedies for Breach of Contract:

- What constitutes a breach?
- The different types of breaches.
- Different remedies are available.
- Determining the quantum of damages.
- Liquidated damages.
- Equitable damages.
- Court injunction.

## Unit 6: Determining the Outcome:

- Project close-out report.
- Time.
- Performance/Quality.
- Cost.
- Lessons learned.

# Conclusion:

This vendor management training leverages an interactive and engaging approach to build competencies in managing vendor qualification, performance, and contract compliance. It is a hub for like-minded professionals to congregate at this contract compliance conference, where they can exchange ideas, learn from experts, and obtain a prestigious vendor management certificate that acknowledges their expertise in the field.