



IT Procurement and Contract Negotiation Training

7 - 11 December 2026
Rome (Italy)





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Introduction:

Effective procurement and negotiation of IT-related agreements are organizational success in the rapidly evolving information technology landscape. The IT Procurement and Contract Negotiation course is for professionals with the knowledge and skills to manage and negotiate IT procurement contracts. Participants will learn about the procurement processes for hardware, software, and IT applications and how to negotiate terms that align with their organization's strategic objectives.

Whether new to IT procurement or looking to deepen participants' understanding and skills, this IT Procurement and Contract Negotiation course provides the knowledge and practical tools for effective IT procurement and contract negotiation. Enroll today to advance their careers and contribute to the success of their organization through proficient IT procurement practices.

This IT Procurement and Contract Negotiation course is designed for IT procurement specialists and managers. It offers an understanding of IT procurement, including the definition, framework, and best practices for effective management. Learn about IT procurement solutions, tools, and strategies that address common challenges and enhance procurement efficiency. Gain valuable insights into IT contract negotiation strategies with practical training on successfully negotiating IT contracts.

This IT Procurement and Contract Negotiation course provides essential IT procurement training for administrators, analysts, and consultants. It equips them with the skills to navigate the complexities of IT procurement and achieve optimal outcomes. Participants will improve their IT procurement strategy and advanced IT procurement consulting. They will master the art of IT procurement and contract negotiation.

Targeted Groups:

- Procurement Managers.
- IT Procurement Specialists.
- Contract Managers.
- IT Managers.
- IT Directors.
- Legal Advisors in IT Procurement.
- Project Managers.
- Supply Chain Managers.
- Vendor Management Professionals.

Course Objectives:

By the end of this IT Procurement and Contract Negotiation course, participants will be able to:

- Understand the fundamentals of IT procurement and contract negotiation.
- Explore the key components of IT-related agreements.
- Develop effective strategies for negotiating IT procurement contracts.
- Identify and mitigate risks associated with IT procurement.
- Learn best practices for managing IT vendor relationships.
- Gain insights into legal considerations in IT contracts.
- Enhance skills in drafting and reviewing IT procurement contracts.
- Implement effective IT procurement processes and strategies.
- Understand the impact of regulatory requirements on IT procurement.
- Prepare for professional certification in IT procurement and contract management.

Targeted Competencies:

Participants in this IT Procurement and Contract Negotiation training will develop competencies in:

- IT Procurement Processes.
- IT Contract Negotiation.
- Risk Management in IT Procurement.
- Vendor Relationship Management.
- Legal Aspects of IT Contracts.
- Contract Drafting and Review.
- Strategic Procurement Planning.
- Regulatory Compliance in IT Procurement.
- Professional Certification Preparation.

Course Content:

Unit 1: Introduction to IT Procurement and Contract Negotiation:

- Define IT procurement and its importance in the banking sector.
- Explore the stages of the IT procurement process.
- Discuss the key elements of IT contract negotiation.
- Understand the strategic objectives of IT procurement.
- Identify common challenges and best practices in IT procurement.

Unit 2: Fundamentals of IT Agreements:

- Define IT agreements and their components hardware, software, IT applications.
- Explore the types of IT contracts and their purposes.
- Discuss the significance of service level agreements SLAs in IT contracts.
- Analyze case studies of IT procurement agreements in the banking sector.
- Identify key clauses in IT contracts and their implications.

Unit 3: Negotiation Strategies for IT Procurement:

- Learn best practices for negotiating IT procurement contracts.
- Develop skills in assessing and prioritizing negotiation objectives.
- Explore strategies for effective vendor negotiations.
- Discuss the role of negotiation in achieving favorable contract terms.
- Examine the impact of negotiation on vendor relationships.

Unit 4: Risk Management in IT Procurement:

- Identify risks associated with IT procurement and their impact.
- Develop strategies for mitigating procurement risks.
- Explore risk assessment tools and techniques.
- Discuss the importance of due diligence in IT procurement.
- Analyze real-world examples of risk management in IT contracts.

Unit 5: Legal Considerations in IT Contracts:

- Understand the legal aspects of IT procurement agreements.
- Explore intellectual property rights and data protection in IT contracts.
- Discuss the role of legal advisors in IT procurement.
- Learn about contract compliance and regulatory requirements.
- Analyze case studies of legal disputes in IT procurement.

Unit 6: Managing IT Vendor Relationships:

- Explore best practices for managing IT vendor relationships.
- Discuss the importance of vendor performance management.
- Learn strategies for maintaining long-term vendor partnerships.
- Examine the role of communication in vendor relationship management.
- Analyze real-world examples of successful vendor management.

Unit 7: Drafting and Reviewing IT Procurement Contracts:

- Learn the principles of contract drafting and review.
- Explore common contract clauses and their significance.
- Develop skills in reviewing and amending IT contracts.
- Discuss the importance of clear and concise contract language.
- Analyze examples of well-drafted IT procurement contracts.