

Strategic Procurement & Contract Optimisation

Driving Supplier Value, Risk Control and Performance Across Government, Energy & Critical Industry Sectors.



Ian Thompson

Internationally-recognised Procurement Thought Leader & Facilitator.

Author of highly rated Procurement Textbooks:

- The Procurement Models Handbook (3rd Edition, Routledge, 2019)
- The Category Management Handbook (Routledge, 2018)

KEY BENEFITS

- ★ **DRIVING** greater strategic value from procurement in public, energy and regulated sectors.
- ★ **BUILDING** resilient procurement and category strategies for complex supply markets.
- ★ **UNCOVERING** hidden supplier costs through sharper price and cost analysis.
- ★ **MANAGING** critical suppliers, contract risks and supply chain dependencies more effectively.
- ★ **STRENGTHENING** supplier relationships to support continuity, innovation and long-term value.
- ★ **OPTIMISING** contracts to improve governance, protect value and prevent scope creep.
- ★ **IMPROVING** vendor performance, compliance and benefit realisation across the contract lifecycle.



RAVE REVIEWS

"Experienced facilitator with great communication skill that makes the session interesting, lively, interactive and easy to understand. Encouraged the participants to share experience and ideas."
Salina Saaduddin - Senior Manager, Group Procurement, Sime Darby Plantation Berhad.

"The trainer has very good knowledge and experience. Kexxel provided good support & coordination."
Ahmad Rahayuddin Abdul Rawi, Strategic Vendor Management Lead, UEM Edgenta Berhad

"Very good trainer. He knows how to convey information well even though it is an online class."
Zainab AlZadjadi, Procurement & Contracts Administrator, Oman Air

"Excellent trainer. Listens well to questions & has a good way of explaining the topics"
Al Zahra Nasser Al Adwani, Procurement & Contracts Administrator, Oman Air

PROCUREMENT STRATEGY & COST OPTIMISATION

This first day explores the challenges facing procurement in a **dynamic and fast-changing world**. Against the backdrop of increasing customer demands and geo-political volatility, there is an ever-greater need for procurement to raise its game, becoming more strategic and delivering on a wider portfolio of benefits.

Day One considers how **supply chain risks and costs** can be optimised and long-term sustainable procurement strategies developed.

Session 1

Understanding the emerging role of strategic procurement that builds resilience and adds value for our organisations in a volatile world of geo-political change.

- Global trends in procurement.
- Understanding supply chain complexity.
- Balancing value, ESG and risk within supply chains.
- Added-value from strategic procurement.
- Building resilience and mastering the changing geo-political landscape.



Case Study: Toyota Motor Corporation
Exercise: Horizon-scanning

Session 2

Breaking down and analysing supply market cost structures to optimise commercial models.

- Determining the cost drivers behind supplier pricing.
- Practical hints for cost enquiries.
- Overcoming supplier tricks that hide the real costs.
- Conducting effective cost breakdown analysis.
- Total cost of ownership modelling (TCO Modelling).



Case Study: Pan-American Energy Co.
Exercise: TCO Modelling

Session 3

Mastering Category Management techniques to drive down costs, build ESG and deliver long-term sustainable added-value.

- Best practice Category Management techniques.
- How to build a sustainable category strategy.
- Delivering on risk mitigation and ESG, alongside cost reduction.
- Evolution of category plans in a changing world.
- Influencing stakeholders to ensure buy-in.



Exercise: Category Strategy Development Phases

Session 4

Identifying critical suppliers and developing longer-term sustainable partnering arrangements.

- Recognising the importance of operational criticality among suppliers.
- Power and Dependency Profiling.
- Strategic Supplier Segmentation.
- Supply Chain Risk Assessment.
- Choosing between competitive and collaborative strategies.



Case Study: KPMG
Exercise: Power/Dependency Profiling

WHY YOU SHOULD ATTEND

Procurement today plays a critical role in driving value, managing risk and ensuring continuity – especially in government, oil & gas, infrastructure, GLCs and regulated sectors, where supplier decisions directly impact **compliance, service delivery, project outcomes and public trust.**

This high-impact programme provides **practical tools** to help you strengthen procurement strategy, manage critical suppliers, uncover hidden costs, optimise contracts and improve vendor performance across the contract lifecycle.

Led by internationally recognised procurement expert and author Ian Thompson, you will gain practical insights from **global case studies and hands-on exercises** – helping you make sharper commercial decisions and bring immediate value back to your organisation.

PROGRAM SCHEDULE

0845	Registration & Coffee/Tea
0900	Workshop commences
1015	Morning break (20 mins)
1230	Lunch (1 hour)
1500	Afternoon break (20 mins)
1700	End of day

SUPPLIER STRATEGY & CONTRACT OPTIMISATION

Suppliers offer a range of value to the organisation, with some being highly critical and strategic. The need for **individual supplier strategies** is therefore essential. This training day reviews how critical and strategic suppliers can be identified and specific **collaborative contractual relationship** developed according to the risks and strategic importance of the supplier.

The day concludes with a review of how vendor performance can be optimised and sustained throughout the contract duration.

Session 5

Developing long-term collaborative relationships with suppliers that serve mutual interests, deliver innovation and add value.

- Supplier relationship management strategies.
- Essential pre-requisites of Win-Win partnering relationships.
- Continuous improvement strategies.
- Strategic Contracting.



Case Study: ExxonMobil

Session 8

Managing Vendor Compliance, Performance and Benefit Realisation.

- Onboarding new vendors and developing a Performance 'Regime'.
- Contract Management routines.
- Running a "Performance Monitoring and Review" meeting
- Reporting on performance feedback and escalating issues.



Exercise: Operational Contract Monitoring & Review

Session 6

The strategic role of contractual relations to lock-down value and drive benefit realisation.

- Profiling the required contractual obligations.
- Key Contractual Clauses and when to employ them.
- Developing a Risk and Value-based approach to the strategic development of contractual agreements
- Commercial Modelling and Price Optimisation.



Case Study: Qatar Gas

Exercise: Price Models

Session 7

Managing the Risks of Contract Amendment, Scope Creep, Price Change and the Risks of Sub-Optimisation.

- How, when and why contracts change over time.
- Identifying the drivers of change and proactively mitigating against them.
- How run an effective Variation process.
- Negotiating contract amendments in a vacuum of competitive leverage.



Case Study: Public Infrastructure Projects

Exercise: Contract Negotiation Scenarios

WHO SHOULD ATTEND?

This course is suitable for everyone in Procurement, Supply Chain, Contracting, Vendor Management and Supplier Performance.

It is highly relevant **across all industries**, particularly government, oil & gas, infrastructure, GLCs, utilities, manufacturing, services and other regulated or procurement-intensive sectors seeking stronger strategic delivery.

Roles include:

- Procurement, Sourcing & Supply Chain Directors & Leaders.
- Category, Tender & Purchasing Managers.
- Contracts, Commercial & Project Procurement Teams.
- Vendor, Supplier Relationship & Performance Managers.
- Risk, Governance & Compliance Professionals

Meet Your Facilitator

IAN THOMPSON

Industry Thought Leader & Author of Internationally Recognised Textbooks:

- The Procurement Models Handbook (3rd Edition, Routledge, 2019)
- The Category Management Handbook (Routledge, 2018)

Ian Thompson is a highly experienced procurement and supply chain trainer with over 20 years' experience as a senior commercial practitioner. He is one of the founding directors of Cordie Ltd, an award-winning procurement training and consulting company.

Prior to setting up Cordie, Ian was engaged in a series of consulting and practitioner roles, including multi-national financial services corporates such as AXA and Barclays.

He has considerable experience in global delivery to middle and senior level procurement executives throughout the world, including **UK, Europe, Qatar, Saudi Arabia, UAE, China, Malaysia, Hong Kong, Singapore, Vietnam, South Africa, Argentina and the US.**

Ian has worked with major corporates and government organisations in numerous sectors throughout the world bringing commercial insight and added-value through the application of category management and strategic sourcing techniques.

Ian is the author of several **internationally recognised procurement textbooks**, including The Procurement Models Handbook, 3rd Edition (Routledge, 2019) and The Category Management Handbook, 1st Edition (Routledge, 2018). He has been an active member of The Chartered Institute of Procurement & Supply (CIPS) exam assessment team for a decade and has made a significant contribution to the development of the CIPS Diploma qualifications.



Testimonials

"Studied with Cordie for all course modules, all teaching is to a very high standard."

Supply Chain Management, Boeing Defence UK Limited

"... Courses are well designed to help students to master the subjects both in terms of exams and their practical application at work."

Procurement Specialist, Pfizer UK

"Good pre-course work, excellent environment, very relevant and fun way to learn."

Director, First4Procurement Limited

"Clearly delivered course - the interactive exercises and mix of slides and videos. All of these diverse methods assisted the learning experience."

Commercial Services, DVLA

"... varied experience to contextualise the subject matter making the material engaging and relevant. The courses are genuinely fascinating and enjoyable, and I have loved every minute of them."

Sourcing Manager, CBRE Global Workplace Solutions

Clients & Past Attendees

- Kumpulan Wang Simpanan Pekerja
- Kulim (Malaysia) Berhad
- PLUS Malaysia Berhad
- Cement Industries of Malaysia Berhad
- UMW Corporation Sdn Bhd
- UEM Edgenta Berhad
- Jasa Merin (Labuan) PLC
- Lumileds Malaysia Sdn Bhd
- Oman Air
- Emirates Nuclear Energy Corporation
- Abu Dhabi University LLC
- Royal Brunei Technical Services
- Air Astana
- BAE Systems
- Boeing
- Caterpillar
- Close Brothers
- Covea Insurance
- Emirates Airlines
- European Central Bank
- Harrods
- Jaguar Land Rover
- KPMG
- Lloyds Banking Group
- Maersk Oil
- Novartis
- Pan-American Energy
- Qatar Gas
- Saudi Hollandia Bank
- Sidra Medicine
- Skanska
- Syngenta
- Swiss-Re
- Transport for London
- Tesco
- Vitality

STRATEGIC PROCUREMENT & CONTRACT OPTIMISATION

Brunei
14 & 15 September 2026

Registration Inquiries:

☎ : +603 2282 1688
 📞 : +6011 1633 1600
 ✉ : boon@kexxel.com

REGISTRATION FORM

*** Get 1 FREE seat if you send 3 pax! (3+1 Package)**

Early Bird Register Before 9 Jul 2026	Special Discount Register Before 13 Aug 2026	Normal Rate Register after 13 Aug 2026
<input type="checkbox"/> USD 1,795	<input type="checkbox"/> USD 1,895	<input type="checkbox"/> USD 1,995
<input type="checkbox"/> Send 3, get the 4th seat for FREE!		

*Fee quoted does not include GST / VAT or withholding tax (if applicable).

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 Job Title : _____
 Email : _____
 Mobile : _____
 Direct Line : _____

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 Email : _____
 Mobile : _____
 Direct Line : _____

Delegate 3

Name : _____
 Job Title : _____
 Email : _____
 Mobile : _____
 Direct Line : _____

Delegate 4 (FREE if you send 3 pax)

Name : _____
 Job Title : _____
 Email : _____
 Mobile : _____
 Direct Line : _____

Authorization (Mandatory)

Name : _____
 Job Title : _____
 Email : _____
 Signature : _____
 Date : _____

***Signatory must be authorised to sign on behalf of contracting organization. This booking is invalid without a signature.**

Payment Method

Bank Transfer
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 Name on card : _____
 Card number : _____
 Expiry date : _____ CVV : _____
 Signature : _____



Email the completed form to boon@kexxel.com

TERMS AND CONDITIONS

Privacy: Any information provided by you in registering for this event is being collected by Kexxel Group and will be held in the strictest confidence. It will be added to our database and will be used primarily to provide you with further information about Kexxel Group events and services.

From time to time Kexxel Group may share information from our database with other professional organizations (including our event sponsors) to promote similar products and services. Please send us an email if you do NOT want us to pass on your details. To amend your current details, advise of duplicates or to opt out of further mailings, please email us your request info@kexxel.com.

Payment Terms: Payment must be received before the commencement of the event. Following registration, all payments must be executed within the terms herewith irrespective of attendance..

Cancellation Fee: A cancellation fee equivalent to 50% of the registration fee will be charged for any cancellations received more than 30 days prior to the event. A 100% cancellation fee will be charged for any cancellations received 30 days or less prior to the event, under the terms outlined below.

Substitutions: If you cannot attend personally, a substitute delegate is welcome to join this course. Kindly notify us directly for any substitutions.

Force Majeure: If Kexxel Group cancels the Event due to circumstances beyond the reasonable control of Kexxel Group (such as acts of God, acts of war, governmental emergency, labor strike or terrorism), Kexxel Group shall refund to each attendee its payment previously paid, minus a share of costs and expenses incurred, in full satisfaction of all liabilities of Organizer to Attendee. Kexxel Group reserves the right to cancel, re-name or re-locate the Event or change the dates on which it is held. If Kexxel Group changes the name of the event, relocates the event to another event facility within the same city, or changes the dates for the event to dates that are not more than 30 days later than the dates on which the Event originally was scheduled to be held, no refund will be due to attendee, but Kexxel Group shall assign to the attendee, in lieu of the original space/ seat, such other space as Kexxel Group deems appropriate. If Kexxel Group elects to cancel the Event other than for a reason previously described in this paragraph, Kexxel Group shall refund to each attendee its entire registration fee previously paid.

As such, Kexxel Group reserves the right to alter or modify the advertised speakers and/ or topics if necessary. Any substitution or alterations will be updated on our web page as soon as possible. Send 3 and get the 4th pax for free promotion is subject to Kexxel Group's discretion. In case of no show on the event day, the free attendee is assumed to have cancelled his/her seat and full payment is required as per invoiced. Due to limited event space, we strongly advise early registration to avoid disappointment.