

# Business Management Training Group Ltd

*Management Training for the 21<sup>st</sup> Century*



## PERFORMANCE BASED CONTRACTING (PBC) MASTERCLASS

### Course Overview

Increasingly Performance Based Contracting is being utilised by procurement practitioners to leverage and underpin measurable value benefit streams to the organisation.

Indeed, Performance Based Contracting is now the model of choice for Public Sector / Governmental organisations and Ministries globally who need to be able to transparently demonstrate vendor delivery through the use of Public funds.

Within the private sector, Performance Based Contracting is now being utilised to manage the inherent risks in vendor performance management.

This MasterClass has been specifically designed to lead delegates through the key strategic phases of Performance Based Contracting, from inception through to spend target identification and sound legal contract construction in order to enable delegates to swiftly and confidently implement their learning upon their return to the workplace.

All delegates will receive soft copies of both a fully functional implementation template and contract framework.

### ***BENEFITS, KNOWLEDGE, SKILLS GAINED BY ATTENDING THIS MASTERCLASS IN PERFORMANCE BASED CONTRACTING: -***

***By attending this interactive MasterClass in Performance Based Contracting you will be equipped with the skills to:***

- Drive additional Procurement value for the organisation.
- Mitigate vendor performance risk.
- Effectively measure true vendor performance.
- Develop & implement a performance Based Contracting strategy within their organisation.

### ***WHO SHOULD ATTEND THIS COURSE***

***This highly practical and interactive course has been specifically designed for:***

- Procurement Practitioners.
- Buyers.
- Contract managers.
- Project Managers
- Compliance & Risk managers.
- Governance practitioners.
- Plus anyone who impact, or are impacted by, the procurement and or contracting process

# PERFORMANCE BASED CONTRACTING MASTERCLASS

## THE BMTG TRAINING STYLE



- BMTG employ best practice interactive training techniques.
- All of our Trainers are highly experienced practitioners who have operated successfully in the field and are with BMTG by reputation and invitation only. We have no 'beginners'. All of our Trainers have themselves been trained in BMTG techniques and our style is common throughout our entire portfolio of courses.
- The BMTG technique involves classroom lecturing, highly intensive case study / role playing sessions, classroom interaction and feedback, one to one coaching from the Trainer, and a final examination.
- BMTG have found this to be one of the most effective training methodologies to date and many large multinationals and training companies have also taken up this approach.

### MEET YOUR TRAINING COURSE DIRECTOR: John Atkinson FITOL

John's corporate experience spans some 30 years including Head of Group & Global Procurement for Focus Wickes plc. where he was responsible for the full creation and implementation of global sourcing initiatives, supplier/vendor management and commercial contract negotiation. John has also held senior roles within Barclays Bank corporate and led a wide and diverse range of teams, both locally and globally.



John is a Fellow of the Institute of Occupational learning and a Certified Instructor in delivering emotional intelligence training. John has wide international experience, including: Kuwait, Iraq, Qatar, KDR, China, Germany, France, Sweden, Malaysia & West Africa. Organisations that John has worked with include: KNPC, Petronas, Shell, Total, Lafarge, Nigeria LNG, The United Nations, Zain Corporation, Maybank & Sinopec.

As a consultant and trainer for the last 11 years John is passionate about delivery, and utilises his career expertise to ensure that clients receive leading edge training results, enabling delegates to understand not only the subject matter, but also the application and usage to add value both to their role and within the wider organisational environment.



## Course Outline

### CRITICAL SUCCESS FACTORS WITHIN PERFORMANCE BASED CONTRACTING:

- Overview of key concepts within PBC.
- Key differentiators within the PBC approach.
- Identifying spend area targets for PBC implementation.
- Establishing effective and measurable PBC metrics.
- Introduction of the vendor base to PBC methodology.
- Tendering process within a PBC environment.

### EFFECTIVE IMPLEMENTATION OF PBC STRATEGY:

- The PBC strategic roadmap - step by step implementation.
- Developing the organisational PBC business case.
- Effectively managing vendor incentivisation initiatives to drive positive performance.
- Establishing and managing meaningful performance tolerances.
- Effectively negotiating & facilitating the PBC contract with the vendor base.
- Effective reporting of value stream delivery internally and externally.
- Managing key challenges within PBC implementation.

### EFFECTIVE CONTRACT CONSTRUCTION & MANAGEMENT WITHIN PBC:

- Overview of key legal principles impacting upon the PBC contract.
- Effectively “operationalising” key contract clauses.
- Managing contractual risk - unfair contract.
- Managing contract risk - test of reasonableness.
- Managing contract risk - restrictive contract.

- Ensuring clarity within contract clause construction.

### THE STORY OF OTHERS:

- Case study review, analysis and critique:
- World Bank infrastructure performance based contracts.
- Siemens - construction based PBC.
- Australian Healthcare - Private & Public sector PBC approach.
- Delegates will review, analyse and present their critique of the varying approaches taken by the case study organisations within an instructor led environment.
- Masterclass certification - written examination covering key concepts covered within the masterclass in an “open book” format.