

# € TRAINING

Conference on Managing Vendor  
Qualification With Performance and Contract  
Compliance

2 - 6 March 2025  
Dubai (UAE)





# Conference on Managing Vendor Qualification With Performance and Contract Compliance

REF: C667 DATE: 2 - 6 March 2025 Venue: Dubai (UAE) - Fee: 5310 Euro

## Introduction:

This conference is designed to equip participants with the necessary skills and knowledge to effectively manage vendor qualification, performance assessment, and contract compliance. Through it, participants will explore best practices for selecting and qualifying vendors, ensuring consistent performance, and maintaining compliance with contractual obligations. It empowers them to build strong vendor relationships and ensure successful project outcomes through effective vendor management.

## Conference Objectives:

By the end of this conference, participants will be able to:

- Understand the process of vendor qualification and selection.
- Develop strategies to assess and manage vendor performance.
- Ensure compliance with contract terms and conditions.
- Mitigate risks associated with vendor management.
- Foster long-term, productive vendor relationships.

## Targeted Audience:

- Procurement Managers.
- Contract Managers.
- Supply Chain Professionals.
- Project Managers.
- Vendor Relationship Managers.

## Conference Outline:

### Unit 1:

#### Vendor Qualification Process:

- Defining the criteria for vendor qualification and selection.
- Conducting due diligence and risk assessments during the vendor selection process.

- Key steps in developing a vendor qualification framework.
- Evaluating vendor capabilities and financial stability.
- Creating a comprehensive vendor pre-qualification checklist.
- The role of industry certifications and compliance standards in vendor qualification.

## Unit 2:

### Vendor Performance Management:

- Establishing performance metrics and KPIs for vendors.
- Implementing regular performance evaluations and assessments.
- Tools and software for monitoring vendor performance in real-time.
- Managing underperforming vendors and taking corrective actions.
- Engaging in continuous improvement initiatives with vendors.
- Developing a vendor performance scorecard for long-term tracking.

## Unit 3:

### Contract Development and Compliance:

- Key elements of a well-structured vendor contract.
- Understanding and enforcing contract terms, SLAs, and conditions.
- Monitoring contract compliance through regular audits and reviews.
- Strategies for managing contract amendments and modifications.
- Legal considerations in vendor contracts to minimize risks.
- Addressing breaches of contract and resolving disputes effectively.

## Unit 4:

### Risk Management in Vendor Relationships:

- Identifying potential risks associated with vendor partnerships.
- Strategies for mitigating supply chain and operational risks.
- Managing financial, operational, and compliance risks in vendor contracts.

- Building contingency plans for vendor-related disruptions.
- Conducting vendor audits to ensure adherence to regulatory requirements.
- Using risk-based approaches in vendor selection and performance management.

## Unit 5:

### Building Long-Term Vendor Relationships:

- Developing strategies to foster long-term, mutually beneficial vendor relationships.
- Communication best practices for enhancing collaboration with vendors.
- Negotiating win-win contracts that benefit both parties.
- Aligning vendor goals with organizational objectives.
- Encouraging innovation and collaboration through strategic partnerships.