

THE IN-HOUSE TRAINING COMPANY

Effective supplier and contractor evaluation – the 10C Model

Overview

This one-day workshop enables end users, technical experts, proponents, internal customers, and other key stakeholders to work with procurement and contracting to undertake effective and robust evaluations of potential and existing providers and to reduce the risk of sub-optimal outcomes. It empowers participants to be able to collaborate with all key stakeholders. The course is framed around Ray Carter's famous 10C Model.

Learning objectives

This workshop will help participants:

- Understand the importance and value of selecting appropriate and fit-for-purpose providers
- Differentiate between the different methods of selection and evaluation and when to apply them
- Develop robust evaluation templates to ensure consistency
- Use the 10C Model app – capacity, competency, consistency, commitment to quality, etc
- Appreciate the need to develop selection criteria in cooperation with key stakeholders
- Incorporate key KPIs into the selection and evaluation process
- Understand the management and mitigation of legal and contractual risks associated with selecting providers

Who should attend?

This course is designed for all those who have direct or indirect responsibility for the effective selection and evaluation of suppliers and contractors and who need to reduce the risk of linking with providers who are not fit for purpose. This could include end-users, project managers, technical experts, proponents, finance, internal customers, and other key stakeholders who need to collaborate with procurement and contracting in order to develop robust selection and evaluation systems and templates. This could also include those seeking a refresher in this subject.

Course format

The expert trainer adopts a proactive, participative, and participant-centred approach with emphasis on the practical application of the tools, techniques and templates discussed. The learning needs to be embedded into the fabric of the organisation and the trainer uses context-based case studies and other tasks to achieve this.

Expert trainer

Ray runs his own international training and development consultancy, made up of 25 specialist consultants. A prolific author, his fourth book, *Practical Contract Management*, with Steve Kirby and Alan Oxenbury, was published in 2012. He has also had numerous articles and papers published in journals such as *Supply Management* and the Centre for Advanced Procurement's *Praxis* publication.

Ray is Chairman of the Procurement Best Practice Forum, which is made up of many large blue-chip organisations, the purpose of which is to identify and disseminate supply chain management best practices. Ray's now famous '10 Cs' of supplier evaluation model, first published in 1995, has become an accepted model for the evaluation of suppliers and contractors and has been adopted by many organisations. It is also part of the CIPS level 4 syllabus.

In recent years, he has undertaken training and consultancy assignments across the UK and around the world for organisations such as DWP, NHS, Shell, Lucas Engineering and Systems, the Chartered Institute of Purchasing and Supply, BRC, Nederlandse Aardolie Maatschappij.B.V, Abu Dhabi Company for Onshore Oil Operations (ZADCO), NDC, UK Intervention Board, Ericsson, British Aerospace, Marconi, BBC, Magnox, Ordnance Survey, Chevron, Caspian Pipeline Consortium, Tengzichevroil Company, Medway Council, Coca-Cola and Shell International BV.

Special features

The content of this course has been cross-mapped with established competency frameworks and other international standards.

The majority of the training we deliver is either tailored or completely bespoke. This workshop can therefore be delivered entirely as advertised, or it can be tailored to your particular requirements, or we can simply take it as a starting point for a conversation with you before we draft a completely bespoke programme for you – the choice is yours.

Programme overview

- 1 Welcome**
 - Introductions, aims and objectives, and plan for the day
- 2 The risk and impact of sub-optimal supplier evaluation and selection**
- 3 The advantages of using the 10C Model and other similar models**
- 4 The importance of effective stakeholder involvement in the setting of selection criteria, especially in terms of technical competency and capability**
- 5 The legal aspects of selecting suppliers and the formation of contracts and remedies for non-performance and breach of contract**
- 6 Defining and measuring competency, commitment, capacity, and other factors that enable contractors to be selected and evaluated**
- 7 Exploring the relationship between supplier selection and contract award decisions**
- 8 Course close out and action**

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