

# PERFORMANCE-BASED CONTRACTING WORKSHOP

BOOST PRODUCTIVITY & BUILD  
ENDURING SUPPLIER RELATIONSHIPS

1 MAY 2020  
Online Delivery

## EXPLORE

- ▶ Explore the differences between performance based contracting & other contracting techniques
- ▶ Establish a methodology for determining contract outcomes
- ▶ Understand the role & impact of Key Performance Indicators (KPIs)
- ▶ Flexibly manage relationships & strike the balance between focused & sufficiently agile in times of chaos.

## EXPERT FACILITATOR



**Paul Rogers**  
Managing Director  
Spire Consulting Limited



  
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## ABOUT THE EVENT

In the volatile, uncertain, complex, and ambiguous ('VUCA') world in which we live and work, organisations are increasingly performance and results focused. Performance-Based Contracting (PBC) strategies go a long way to mitigating the risks involved in such an environment by aligning the objectives and values of the contractor and organisation.

Ongoing pressure to reduce operating costs drive organisations to maximise savings, risking unforeseen repercussions. A robust PBC model will ensure a stable foundation for contract management, control and supplier relationships to evolve, flourish, and deliver cost efficient, sustainable, and superior service.

In this workshop, you will learn a structured approach to developing your PBC, with consideration to the entire life-cycle of the relationship. You will learn how to identify the right partner at best cost, manage the contract from drawing to fulfillment, and maintain a mutually beneficial business relationship beyond the close of the agreement.

Join the host of organisations and sectors capitalising on the benefits of PBC, avoiding the common pitfalls, and maximising efficiency and productivity gains.

## TRAINING DELIVERY AND PRE-COURSE QUESTIONNAIRE

This workshop will be delivered using a three tiered approach. The structure of each session is as follows:

1. Technical overview and review of research into the topic area under discussion
2. Practical application of management principles in the review of case studies, worked examples and interactive exercises
3. Discussion of outcomes and implementation issues

Workshop participants will have the opportunity to include comments and questions about issues outlined in the program by way of a pre-course questionnaire. This feedback will enable the course facilitator to adjust content accordingly. The workshop has limited places to allow for customisation, greater interactivity and for individual concerns to be addressed.

## AGENDA

### Defining a performance-based contract

- ▶ Identify your key performance objectives within your service levels using O-S-T (Objectives – Strategy – Tactics)
- ▶ Understand the essential elements of the performance-based contract
- ▶ Develop your Procurement Plan in support of the PBC
- ▶ Define a process for developing a performance-based contract

### Setting performance levels and establishing the outcome of the arrangement

- ▶ Understand what the outcome of a performance-based contract should be
- ▶ Pin-point the key elements for contractual success
- ▶ Identify and manage stakeholders
- ▶ Define required performance levels

### Identifying the Key Performance Indicators

- ▶ Utilise a practical methodology for determining KPIs
- ▶ Understand the role and impact of KPIs from a 'whole of contract' perspective
- ▶ Analyse risk assessment mechanisms
- ▶ Incorporate risk into the performance model

### Performance-based contract governance & control

- ▶ Foster a healthy culture of urgency and healthy vigilance
- ▶ Understand the importance of visibility, reporting and performance tracking for procurement functions
- ▶ Contextualise supplier relationship management in performance-based contracting

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## WHO WILL ATTEND?

Public and Private Sector professionals involved in:

- ▶ Contract Management
- ▶ Procurement
- ▶ Project Management
- ▶ Maintenance / Engineering
- ▶ Asset / Facilities Management
- ▶ Supply Chain and Logistics
- ▶ Commercial
- ▶ Business Development
- ▶ Corporate Services

## YOUR FACILITATOR

Founder and Managing Director of Spire Consulting Limited specialising in providing strategic planning, asset & facilities management advisory and supply chain consulting services. Paul has worked on and managed numerous projects, across the globe, with a focus on strategic planning, facilities management (FM) performance improvement programmes, and supply chain optimisation, particularly in the successful provision of service supply and partnering strategies.



**Paul Rogers**  
Managing Director  
Spire Consulting Limited



### WE ARE GOING VIRTUAL!

Events will be delivered live with the assistance of Video Streaming technology to allow delegates and speakers to participate and interact from their office, their home or wherever they may be. Some events may include both in person and remote access elements depending on the situation. Information regarding these arrangements will be sent to affected delegates and speakers directly.

## Book Early and Save

### VALUE PLUS

Save up to \$300

Book before 11 February 2020

### SUPER SAVER

Save up to \$200

Book before 3 March 2020

### EARLY BIRD

Save up to \$100

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## ALSO AVAILABLE



## FINANCE & ACCOUNTING PROFESSIONALS LEADERSHIP WORKSHOP

OPTIMISE LEADERSHIP  
EFFECTIVENESS IN A CHANGING  
ENVIRONMENT

**13 - 14 MAY 2020**

ONLINE DELIVERY

## Registration Information

Organisation Name				
Address		Suburb	State	Postcode
Booking Contact Information				
Title	Full Name	Position	Email	Phone

## Delegate Information

#	Title	Full Name or TBA	Position	Email
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

## Your Investment

Options (per person)	Value Plus Rate	Super Saver Rate	Early Bird Rate	Standard Rate
Qty	Register and pay by 11 February	Register and pay by 3 March	Register and pay by 31 March	
___ Workshop	\$995 + GST = (\$1144.25)	\$1095 + GST = (\$1259.25)	\$1195 + GST = (\$1374.25)	\$1295 + GST = (\$1489.25)
<b>Discounted off standard rates :</b>				
	<b>Save up to \$300</b>	<b>Save up to \$200</b>	<b>Save up to \$100</b>	All Prices listed in Australian Dollars

<b>Group Discounts Available:</b>	<b>10% off Standard Rate</b> Team of 3 - 4	<b>15% off Standard Rate</b> Team of 5 - 7	<b>20% off Standard Rate</b> Team of 8+
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<b>TOTAL incl GST</b>	
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**Note:** Course materials included. Registration Options are per person only.



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## Authority

Authorising Manager's Details: This registration is invalid without a signature

Name	Position	Phone
Email		Signature
		X
		Date

**Email this form to: [registration@liquidlearning.co.nz](mailto:registration@liquidlearning.co.nz) or Call us on: +64 927 1500**

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