BOOST
THE LEADING TRAINING PROVIDER

Project & Contract Management

Agile Contracting and Vendor Management

Course Introduction

In today's fast-paced business environment, traditional contracting and vendor management approaches often struggle to keep up with changing requirements. Agile contracting provides a flexible framework that fosters collaboration, responsiveness, and value-driven partnerships. This course will equip participants with the knowledge and tools to implement Agile principles in contracting and vendor management, ensuring efficiency, adaptability, and strategic alignment with business goals.

Target Audience

- Vendor Managers
- Contract Managers
- Procurement Managers
- IT Service Managers
- Agile Coaches
- Project Managers
- Program Managers
- Supply Chain Managers
- Legal Managers
- Sourcing Managers

Learning Objectives

- Understand the fundamentals of Agile contracting and how it differs from traditional approaches.
- Apply Agile principles to vendor selection, negotiation, and contract management.
- Foster collaboration and continuous improvement in vendor relationships.
- Implement performance-driven contract structures that support business agility.

• Manage risks and compliance in Agile contracts.

Course Outline

- **Day 01**

  Introduction to Agile Contracting & Vendor Management

  - What is Agile Contracting?
  - Differences between traditional and Agile contracting approaches
  - Key principles of Agile procurement
  - The role of vendor management in Agile environments
- **Day 02**

  Structuring Agile Contracts

  - Characteristics of Agile contracts (flexibility, collaboration, outcome-based)
  - Types of Agile contracts (Time & Materials, Fixed-Price with Scope Flexibility, Incremental Deliverables)
  - Negotiating Agile contracts with vendors
  - Legal and compliance considerations in Agile contracting
- **Day 03**

  Agile Vendor Selection & Collaboration

  - Agile vendor selection process (evaluating responsiveness, adaptability, and capability)
  - Creating a vendor evaluation framework
  - Managing vendor expectations in Agile projects
  - Building trust and fostering collaboration with vendors
- **Day 04**

  Performance Management & Risk Mitigation

- Setting Key Performance Indicators (KPIs) for Agile vendors
- Continuous monitoring and feedback loops
- Managing risks and uncertainties in Agile contracts
- Handling contract modifications and scope changes

- **Day 05**

  Case Studies, Best Practices & Practical Application

- Real-world examples of Agile contracting success stories
- Common challenges and how to overcome them
- Hands-on workshop: Creating an Agile contract framework
- Final discussion and Q&A

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 4, 2025	May 8, 2025	5 days	4250.00 $	Morocco - Casablanca
May 11, 2025	May 15, 2025	5 days	4250.00 $	KSA - Riyadh
Aug. 3, 2025	Aug. 7, 2025	5 days	2150.00 $	Virtual - Online
Sept. 15, 2025	Sept. 19, 2025	5 days	4250.00 $	UAE - Abu Dhabi
Sept. 29, 2025	Oct. 3, 2025	5 days	4250.00 $	UAE - Abu Dhabi
Nov. 3, 2025	Nov. 7, 2025	5 days	5950.00 $	USA - Los Angeles
Nov. 17, 2025	Nov. 21, 2025	5 days	4950.00 $	Austria - Vienna