



Best Practices in Contract Development and Management

Achieve improved levels of procurement and supply chain management.

COURSE DESCRIPTION

High quality contract development and management tools are essential activities in achieving improved levels of performance for all Procurement and Supply Management practitioners. Providing robust contracts and process oversight for your organization is critical for success in the Procurement and Supply Management profession.

Experienced professionals involved in supplier bidding, supplier selection, and contract preparation activities usually have a good understanding of key contractual terms applicable and the appropriate contract type needed for the job. Therefore, this program is designed to increase the contracting preparation and execution competencies of practitioners focusing on contractual terms, types, and structure.

All in all, Best Practices in Contract Development and Management will better prepare practitioners for driving cost savings and mitigating supplier risk through contracting activity. This course is perfect for practitioners responsible for acquisition of materials, labor, equipment and/or professional services.

THIS COURSE WILL ENABLE YOU TO

- Understand the contracting process and manage contract documents
- Learn essential elements of a contract and the key forms of contracts used in procurement
- Understand commercial risks in the bidding and contracting process
- Learn the key standard contract terms and conditions
- Be exposed to the key contracting strategies
- Interpret the types, and importance of, commercial contract clauses
- Understand basic principles in contract formation
- Comprehend contracting controls and management
- Be exposed to the various legal aspects of contracting
- Know when to use short-term and longer term contracts
- Recognize the requirements for and process of incorporating and managing risk in contracting

COURSE TOPICS

- Understanding of Contract Law and Legal Aspects
- Common Agreement Types
- Contract Framework and Terminology
- Managing Risk
- Contract Structure and Development
- Contract Award Preparation and Management
- Supplier Selection Overview
- Performance Monitoring

COURSE INFORMATION

DATE	November 7, 2016
LOCATION	Mitsubishi-Hitachi Power Systems (MHPS) - 1000 Pine Meadow Dr. Pooler, GA 31322 Phone: (912) 629-7187
REGISTER	pe.gatech.edu/contract-dev

COURSE FEES

Standard Course Price	\$950
SCL and GT Alumni/ Organization Discount Price*	\$855
Certificate Price Per Course [‡]	\$807.50
Multi-Team Members Discounts	CALL 404-385-8663

*Members of APICS, AST&L, CSCMP, INFORMS, Supply Chain Leadership Council, and WERC receive the "Organization Discount Price" for each course.

[‡]To receive the "Certificate Program Course Price" for this course, you must prepay in one payment for all courses required to earn a certificate.

Professional Development Units

Professional Society members may be able to apply course attendance to meet certification or recertification requirements.

Space is Limited! Reserve Your Seat Today
at pe.gatech.edu/contract-dev



SCM EARN A GEORGIA TECH SUPPLY CHAIN & LOGISTICS CERTIFICATE

SUPPLY CHAIN MANAGEMENT (SCM) CERTIFICATE

Developed to provide participants with both a solid cross-domain understanding of supply chain, as well as an opportunity to expand knowledge in specific domains or techniques of interest. Gain essential industry skills to advance your career and start applying practical knowledge, tools, and techniques immediately at your organization.

Complete this course and earn 2.1 CEUs toward the Supply Chain Management Certificate.

HOW THE SCM CERTIFICATE WORKS

Take any four courses within four years to receive your Georgia Tech Supply Chain Management Certificate. Participants may substitute any two courses in the DOAD, SDP, LSCP, SCPM, or SCF certificate series.

COURSE INSTRUCTORS

Andrew Kwok, CPSM, CPSD is a Strategic Sourcing Manager at Eaton Corporation, a global technology leader in power management solutions for electrical, hydraulic and mechanical power. Andrew has more than 15 years of professional supply chain experience, which includes global strategic sourcing, supplier development, category management, supplier risk management, material management, procurement, new product introduction, project management, and team building.

Andrew holds a Bachelor degree in Mechanical Engineering from Nanyang Technological University, Singapore and a MBA in Operations and Finance from Moore Business School, University of South Carolina. He also holds multiple designations: Certified in Production and Inventory Management (CPIM), Certified Supply Chain Professional (CSCP), Certified Professional in Supply Management (CPSM), and Certified Professional in Supplier Diversity (CPSD).

Andrew currently serves on the board of ISM West Georgia affiliate as the President for the previous five years. Andrew is an ISM Certified Trainer for the CPSM and has been conducting CPSM review classes since 2009.

Sean Williams, CPSM is the Executive Director of SMS-Advisors' Supply Chain and Supplier Performance group. He is an experienced Fortune 500 Business Project Manager, Trained International Business-to-Business Negotiator, Global Supply Chain Industry Speaker/Trainer, and 2014 Charlotte Chamber Emerging Under 40 Finalist Award Winner.

Educated at Michigan State University in Business & Supply Chain Management, G. Sean is currently a Certified Professional in Supply Management, was SCOR-P trained for corporate project management oversight through the Supply Chain Counsel in 2009, and earned his Certified Purchasing Manager designation through the Institute for Supply Management in 2005. He is currently the Vice President for ISM Carolinas-Virginia and extremely active in leading University Relations and Strategic Partnerships.

Prior to becoming a Partner at SMS-Advisors, G. Sean held various Procurement & Supply Mgmt. Manager and Director level positions in Corporate America for companies including; Intel, MeadWestvaco, and Bristol Myers Squibb.

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Georgia Tech Conference Services Voted "Best College or University to Hold a Meeting or Event" †



SCL is a Unit of Georgia Tech's #1 Industrial Engineering Program—25 years in a Row‡

Sources: *Business Insider; †Unique Venues, Winter 2015; ‡U.S. News and World Report.