Technology Sourcing and Contract Negotiation Training Course

3 – 7 October 2027
Nairobi

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Training Center

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Ref: 1694_227386 **Date:** 3 – 7 October 2027 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Technology Sourcing and Contract Negotiation Training Course is a one-week professional course for IT procurement managers, sourcing specialists, contract managers, vendor professionals, and project leaders, who leave with a Technology Sourcing and Contract Decision Pack. The course connects technology sourcing and contract negotiation, technology supplier evaluation, software and cloud contract terms, cybersecurity contract clauses, service protections, risk allocation, governance, renewal, and a technology contract exit plan. Agile Leaders Training Center presents the course on contracting for technology products and services.

Who Should Attend

- Teams responsible for sourcing technology products, platforms, cloud services, and managed services
- Functions responsible for supplier evaluation, due diligence, and commercial recommendations
- Teams responsible for drafting requirements, schedules, service levels, and acceptance evidence
- Functions responsible for negotiating risk, data, cyber, licensing, change, and exit terms
- Leaders responsible for supplier performance, renewal, transition, and contract governance

The course assumes participants already contribute to sourcing, commercial, legal, technical, project, or supplier decisions and leaves out introductory purchasing administration and jurisdiction-specific legal advice.

Departments and Industries

The course supports cross-functional sourcing and contracting decisions for technology-dependent services and operations.

- Technology procurement and strategic sourcing departments
- Legal, commercial, and contract management functions
- Cybersecurity, data, architecture, and service-management teams
- Banking and insurance technology operations
- Healthcare systems and digital service functions
- Energy, logistics, and industrial technology portfolios

Learning Objectives

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

- Build sourcing requirements and supplier evaluation criteria for technology
- Analyze total cost, commercial models, and licensing assumptions
- Evaluate service, data, cyber, continuity, and assurance provisions
- Apply negotiation planning to priorities, positions, and tradeoffs
- Use risk-allocation principles across change, liability, and dependency
- Build governance, renewal, transition, and exit decision controls

Course Agenda

Day 1: Sourcing Strategy and Requirements

- Technology Sourcing Strategy and Make-or-Buy Decision Map
- Business, Functional, Technical, and Service Requirement Pack
- Supplier Market Analysis and Sourcing Route Matrix
- Total Cost and Commercial Model Assumption Log
- Sourcing Governance, Roles, and Decision Rights Matrix

Day 2: Supplier Evaluation and Risk

- Technology Supplier Evaluation Scorecard and Weighting Method
- Financial, Operational, Technical, and Delivery Due Diligence
- NIST SP 800-161 Supply Chain Risk Assessment
- Supplier Criticality and Dependency Classification
- Demonstration, Reference, Proof, and Clarification Evidence Plan

Day 3: Technology Contract Architecture

- Contract Front Sheet, Core Terms, and Schedule Architecture
- Software License, Subscription, Usage, and Audit Terms
- Cloud Shared Responsibility and Data Processing Terms
- Service Level, Credit, Acceptance, and Performance Regime
- Cybersecurity, Incident, Assurance, and Information-Sharing Clauses

Day 4: Negotiation and Lifecycle Governance

- Negotiation Objective, Priority, and Tradeoff Matrix
- Position, Interest, Alternative, and Concession Planning
- Risk Allocation, Liability, Dependency, and Remedy Map
- Change Control, Indexation, Renewal, and Benchmarking Mechanism
- Transition, Termination, Data Return, and Exit Plan

Day 5: Sourcing and Negotiation Practice

- Requirement Pack and Sourcing Route Exercise
- Supplier Evaluation and Supply Chain Risk Exercise
- Software, Cloud, Service, and Cyber Clause Review Exercise
- Negotiation Plan and Concession Exchange Exercise
- Technology Sourcing and Contract Decision Pack Capstone Exercise

Practical Exercises

The course uses suggested activities to connect technical, commercial, legal, and operational decisions.

- Suggested activity: turn a managed-service need into weighted requirements, evidence requests, and supplier-evaluation criteria.
- Suggested activity: compare subscription, usage, implementation, support, change, and exit costs across supplier offers.
- Suggested activity: review cloud, service-level, data, cyber, incident, assurance, and transition terms for risk gaps.
- Suggested activity: conduct a negotiation exchange using priorities, alternatives, concessions, dependencies, and approval limits.

FAQs

Who suits technology sourcing and contract negotiation training and what does it assume?

Technology sourcing and contract negotiation training suits professionals who contribute to supplier, commercial, legal, technical, project, or governance decisions. It assumes workplace exposure to procurement or contracts and does not provide jurisdiction-specific legal advice.

How does technology sourcing differ from general procurement training?

Technology sourcing addresses software licensing, cloud responsibility, technical requirements, integration dependencies, data, cyber risk, service levels, acceptance, change, and exit. General procurement training applies broader purchasing principles across many categories.

What should technology supplier evaluation include?

Technology supplier evaluation should combine requirement fit, delivery evidence, architecture, security, data, continuity, support, financial position, commercial model, total cost, dependencies, assurance, and exit feasibility using documented weightings and evidence.

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Why are cybersecurity contract clauses important in technology sourcing?

Cybersecurity contract clauses define supplier responsibilities, security requirements, evidence, reporting, incident coordination, information sharing, monitoring, vulnerability handling, subcontractor expectations, and transition duties in proportion to supplier criticality and risk.

What belongs in a technology contract exit plan?

A technology contract exit plan defines transition roles, notice triggers, service continuity, knowledge transfer, data return or deletion, asset and access handling, supplier assistance, dependencies, costs, evidence, acceptance, and completion governance.

Conclusion

Participants take a Technology Sourcing and Contract Decision Pack back to work. The pack connects requirements, supplier scoring, total cost, risk assessment, contract schedules, service and cyber clauses, negotiation positions, governance, renewal, and exit controls. It changes disconnected technical and commercial inputs into traceable decisions for selection, negotiation, operation, change, and transition.