

Advanced Procurement Training for Large London Borough Council

CHALLENGE

Our client was a large London borough council who required advanced intensive procurement training for some of their staff.

Using their extensive experience of public sector procurement along with specialist input from our training partner ArcBlue, Apsiz was able to develop and deliver a bespoke one-day advanced training course which was made available on three different dates within the client's training programme for delegates to attend.

SOLUTION

In conjunction with ArcBlue, Apsiz attended a planning meeting with the client in order to commence the design phase of the advanced training. This involved reviewing internal training materials, as well as updating materials based on new experience, knowledge, case studies, activities and templates.

Following the completion of the design phase, the intellectual property of all material developed for the course was assigned to the client so that they were legally entitled to use it internally.

Apsiz and ArcBlue then delivered the course on three dates using the agreed training materials which consisted of powerpoint presentations and workbooks as well as flipchart, videos, role-play, and case studies.

The course consisted of group and individual exercises along with business 'games', debates and discussions on scenarios or situational dilemmas.

RESULTS THAT SPEAK FOR THEMSELVES

- ⇒ Bespoke advanced training course designed, developed and agreed with the client.
- ⇒ All intellectual property assigned to the client enabling them to use the material internally.
- ⇒ Course delivered using two trainers both with over 25 years' experience in procurement:
 - 1st Trainer - Specialising in procurement start-ups, change, transformation, and outsourcing.
 - 2nd Trainer - Specialising in supplier management, internal customer relations, business process re-engineering, and implementation of quality management programmes (gained whilst working within the fields of project management, engineering, and environmental management).