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COURSE BROCHURE

# Whole-Life Cost and Value for Money in Procurement Training Course

20 – 24 June 2027
Sharm El-Sheikh

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Registered in the United Kingdom and Saudi Arabia

# Whole-Life Cost and Value for Money in Procurement Training Course

**Ref:** 2726_104116 **Date:** 20 – 24 June 2027 **Location:** Sharm El-Sheikh **Fees:** 4500 GBP

Whole-Life Cost and Value for Money in Procurement is a 1-week training course for procurement managers, category buyers and cost analysts who leave with a category cost and value improvement plan. Budget holders now ask buyers to show where money is lost after the contract is signed, through energy, upkeep, downtime and disposal. Jupiter Prime Training runs this course for teams that own that question.

## Why Whole-Life Cost and Value for Money in Procurement Matters Now

Three pressures meet in this subject. Finance directors want spending decisions that hold up when running bills arrive. Operations leaders feel every cheap purchase that breaks early or burns more power and spares. Sustainability teams need disposal counted at sourcing. An organisation that prices offers on the invoice alone tends to buy twice; one that models ownership cost openly wins budget trust. The course rests on cost-driver modelling, life-cycle costing, value analysis of specifications and spend segmentation.

## Who Gains Most from Whole-Life Cost and Value for Money in Procurement

- Category owners who decide how a spend area is sourced and which offers are shortlisted
- Cost analysts who build the models behind award recommendations
- Buyers who write evaluation criteria and score supplier responses
- Specification authors who set technical requirements
- Budget and finance partners who approve spending cases and track savings

Sourcing groups that send a buyer, a cost analyst and a technical user together gain most, sharing one costing method.

## Whole-Life Cost and Value for Money in Procurement Capabilities

Participants move from price comparison to ownership arithmetic and value judgement that budget holders can audit.

- Build a should-cost model from material, labour, overhead and margin drivers — fair price challenge in supplier talks
- Calculate ownership cost across acquisition, operation, maintenance and disposal — award recommendations to approval boards
- Test specifications with value analysis — requirement owners and budget holders
- Segment a spend cube by supplier, item and business unit — choice of which category to attack first
- Weigh price against quality, risk and running cost in scored evaluation — evaluation panels and audit reviewers
- Communicate cost and value findings as a sourcing case — finance partners and senior sponsors

## Key Whole-Life Cost and Value for Money in Procurement Terms

- Whole-life cost — the total spent on an item from purchase through operation, upkeep and disposal.
- Should-cost model — an estimate of what a product ought to cost, built from its material, labour, overhead and margin.
- Value for money — the best mix of quality, cost over the item's life and fitness for purpose, not simply the lowest price.
- Value analysis — a test of each function in a specification to remove cost users do not need.
- Spend cube — spending sliced by category, supplier and business unit.
- Cost driver — a factor such as energy use, wage rate or failure frequency that pushes an item's cost up or down.

## Whole-Life Cost and Value for Money in Procurement Day by Day

### Day 1: Spend Visibility and Cost Pressure

- Spend Cube Construction — Where Category Money Concentrates
- Spend Concentration Ranking of Suppliers and Items — Priority Categories for Review
- Purchase Price Versus Ownership Cost Gap — Scale of Hidden Spending
- Stakeholder Cost Concerns Map — Finance, Operations and Sustainability Expectations
- Category Baseline Sheet — Starting Figures for Later Savings Claims

### Day 2: Should-Cost Modelling

- Cost Breakdown Request Templates — What Suppliers Must Disclose
- Material and Labour Driver Estimates — Fair Price Ranges
- Overhead and Margin Benchmarks — Challenge Points in Supplier Quotes
- Index-Linked Price Adjustment Logic — Contract Price Review Clauses
- Should-Cost Gap Summary — Agenda for Supplier Price Talks

### Day 3: Ownership Cost Across the Asset Life

- Life-Cycle Cost Stages — Acquisition, Operation, Maintenance and Disposal Budgets
- Discounting Future Running Costs — Comparing Offers With Different Timing
- Energy, Spares and Downtime Estimates — Operating Cost Line Items
- Sensitivity Testing on Key Drivers — Robustness of Award Choices
- Ownership Cost Comparison Sheet — Ranking of Shortlisted Offers

### Day 4: Value Analysis and Evaluation Design

- Function Listing of Specifications — Essential Versus Optional Features
- Cost-to-Function Ratios — Features to Remove or Simplify
- Price-Quality Weighting Choices — Balance Set in Tender Criteria
- Scoring Scales and Evidence Rules — Defensible Panel Judgements
- Value for Money Statement — Justification Recorded for Award Files

## Day 5: Practising the Category Improvement Case

- Applying Spend Cube Findings — Selecting the Target Category
- Applying Should-Cost Gaps — Negotiation and Re-Sourcing Levers
- Applying Ownership Cost Comparison — Specification and Contract Changes
- Savings Tracking Measures — Proof of Benefit for Finance Partners
- Category Cost and Value Improvement Plan — Sponsor Sign-Off Pack

## Applying Whole-Life Cost and Value for Money in Procurement After the Course

- Lead a should-cost review of the three largest quotes for one category.
- Rebuild one tender's evaluation criteria so that running, maintenance and disposal costs carry a stated weight beside price.

## Whole-Life Cost and Value for Money in Procurement Questions FAQ

### What is whole-life cost and value for money in procurement, and why does it matter now?

It is judging purchases on total cost over their working life and on fitness for purpose. It matters now because budget holders expect buying decisions to survive later running and repair bills.

### Which roles gain most from whole-life cost and value for money in procurement?

Category owners, cost analysts, buyers who score tenders, specification authors and finance partners gain most. A shared costing method lets them agree awards quickly.

### How does a whole-life cost and value for money in procurement course differ from a negotiation course?

It builds the cost evidence that comes before any negotiation. A negotiation course trains bargaining behaviour; this one trains should-cost modelling, ownership cost comparison and value analysis, so you know what a fair price looks like.

### What do you bring back from whole-life cost and value for money in procurement training?

You bring back a costed improvement case for one real spend category. It combines a spend baseline, should-cost gaps and an ownership cost comparison.

## Whole-Life Cost and Value for Money in Procurement: The Way Forward

The category cost and value improvement plan first informs which offers to re-source or renegotiate in the chosen spend area. Category owners and finance partners use it to set savings targets and to defend award choices. After first use, revisit running cost assumptions against actual energy, spares and downtime figures.