JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Agile Contracting and Supplier Collaboration Training Course

24 – 28 January 2027
Cairo

Agile Contracting and Supplier Collaboration Training Course

Ref: 2737_104557 **Date:** 24 – 28 January 2027 **Location:** Cairo **Fees:** 3500 GBP

Agile Contracting and Supplier Collaboration is a 1-week training course for contract managers, buyers of digital services and project leads who must buy work whose scope will change, and who leave with an iterative contract outline. Fixed specifications break down when requirements emerge sprint by sprint, so organisations need agreements that pay for working increments and keep both sides honest. Jupiter Prime Training delivers this course on agile contracting.

Why Agile Contracting and Supplier Collaboration Matter Now

Three forces shape this subject. Software, data and service design projects now release in short cycles, so a scope frozen at signature is out of date within weeks. Finance and audit functions still need spending limits, evidence of value and a clear exit route. Suppliers price uncertainty into fixed bids. An organisation that contracts well pays for outcomes it can see and changes direction without dispute; one that contracts badly locks itself into a delivery it no longer wants. The course rests on recognised iterative delivery practice and on established contract principles for risk sharing and change.

Who Gains Most from Agile Contracting and Supplier Collaboration

- Contract managers who draft and administer agreements for evolving digital work
- Buyers responsible for sourcing development, data and design services
- Project leads who accept increments and approve changes to the backlog
- Commercial advisers who set payment terms, caps and incentive mechanisms
- Supplier account owners who keep the working relationship productive between releases

A digital change portfolio gains most when its buyer, contract manager and delivery lead attend together.

Agile Contracting and Supplier Collaboration Capabilities

Participants learn to shape agreements around increments, evidence and joint decision rights.

- Weigh fixed-price, time-and-materials, capped and outcome-based models — the sourcing decision
- Specify a product vision, initial backlog and acceptance criteria as contract schedules — project sponsors
- Design payment milestones tied to accepted increments — finance and audit reviewers
- Build a change control route that handles reprioritisation without formal variations — delivery leads
- Apply joint review rituals and escalation steps to keep supplier collaboration on track — account owners
-

Test exit, transition and intellectual property clauses against early termination — legal advisers

Key Agile Contracting and Supplier Collaboration Terms

- Iterative contract — an agreement that buys work in short cycles and refines scope between cycles.
- Outcome-based payment — paying the supplier for measurable results achieved rather than for hours worked.
- Definition of done — the agreed conditions an increment must meet before it becomes payable.
- Capped time and materials — paying for effort used up to an agreed ceiling, sharing the risk of overrun.
- Backlog reprioritisation — reordering planned features within the agreed budget without a contract variation.
- Termination for convenience — a right to end the agreement after any cycle.

Agile Contracting and Supplier Collaboration Day by Day

Day 1: Why Fixed Specifications Fail

- Requirement Uncertainty Mapping — Choosing How Much Scope to Fix
- Waterfall Versus Iterative Risk Profiles — Who Carries Change Cost
- Supplier Pricing Behaviour Under Uncertainty — Reading Contingency in Bids
- Product Vision and Outcome Statements — Anchoring the Agreement Purpose
- Stakeholder Decision Rights Grid — Buyer, Supplier and User Roles

Day 2: Choosing the Commercial Model

- Fixed Price per Increment — Predictable Spend With Flexible Content
- Capped Time and Materials — Sharing Overrun Risk Fairly
- Outcome-Based Payment Metrics — Linking Fees to Measurable Results
- Gain-Share and Pain-Share Mechanisms — Aligning Supplier Incentives
- Evaluation Criteria for Iterative Bids — Team Capability Over Paper Plans

Day 3: Drafting the Iterative Agreement

- Initial Backlog and Acceptance Criteria Schedule — Defining Accepted Work
- Definition of Done Clause — When an Increment Becomes Payable
- Release Milestone Payment Table — Cash Flow Tied to Value
- Intellectual Property and Code Escrow Terms — Ownership of Each Increment
- Termination for Convenience and Transition Clauses — Clean Exit Routes

Day 4: Change Control and Joint Working

- Backlog Reprioritisation Rules — Change Without Formal Variations
- Budget Burn and Velocity Reports — Spotting Drift Before Overrun
- Joint Sprint Review and Retrospective Cadence — Supplier Performance Dialogue
- Tiered Escalation and Dispute Steps — Resolving Disagreement Quickly
- Supplier Collaboration Health Check — Trust, Transparency and Responsiveness

Day 5: Practising the Iterative Contract Outline

- Uncertainty Assessment of a Live Case — Applying Day One Mapping
- Commercial Model Selection Memo — Applying Day Two Comparisons
- Clause Set Drafting Exercise — Applying Day Three Schedules and Terms
- Negotiation Role Play With a Supplier Team — Testing Change Rules
- Iterative Contract Outline — Assembling Model, Clauses and Governance Rhythm

Applying Agile Contracting and Supplier Collaboration After the Course

- Review one current digital services agreement against the definition of done and milestone payment table, and propose amendments to the supplier.
- Run a joint supplier collaboration health check at the next sprint review and agree two changes to the escalation steps.

Agile Contracting and Supplier Collaboration Questions FAQ

What is agile contracting and why does it matter now?

Agile contracting is buying evolving work through agreements that pay for accepted increments and allow scope to change between cycles. It matters now because digital projects release in short cycles and fixed specifications quickly fall out of date.

Which roles gain most from agile contracting and supplier collaboration?

Contract managers, buyers of digital services, project leads and commercial advisers gain most. Each shapes or administers agreements where scope, priorities and supplier teams change during delivery.

How does agile contracting differ from a general contract management course?

A general contract management course assumes stable scope and formal variations; agile contracting assumes scope will move. You work on increment payments, backlog-based change rules and joint review rhythms rather than standard clause administration.

What do you bring back from agile contracting and supplier collaboration?

You bring back an iterative contract outline for a real or planned purchase. It sets out the commercial model, key clauses, payment milestones and the joint review and escalation rhythm with the supplier.

Agile Contracting and Supplier Collaboration: The Way Forward

The iterative contract outline first informs which commercial model a buyer takes to market for an uncertain digital purchase. Contract managers, project leads and legal advisers use it to brief suppliers and agree terms. After its first cycles, the payment milestones and change rules are worth revisiting, because real velocity and supplier behaviour show where the risk balance needs adjusting.