JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

# Supplier Risk Tiering, Onboarding and Exit Planning Training Course

29 August – 2 September 2027
Manama

# Supplier Risk Tiering, Onboarding and Exit Planning Training Course

**Ref:** 3017_114404 **Date:** 29 August – 2 September 2027 **Location:** Manama **Fees:** 4900 GBP

Supplier Risk Tiering, Onboarding and Exit Planning is a 1-week training course for procurement, risk and compliance officers who onboard and monitor outsourced providers, ending with a supplier tiering and exit dossier. Organisations now depend on long provider chains, so one weak contractor can halt operations or expose customer records. Jupiter Prime Training delivers this course on Supplier Risk Tiering, Onboarding and Exit Planning.

## Why Supplier Risk Tiering, Onboarding and Exit Planning Matters Now

Outsourcing has moved payroll, hosting and logistics outside the organisation, yet boards and examiners expect the same control over them as over in-house work. Disruption at a subcontractor now spreads quickly along the chain, and business units want providers signed in weeks. An organisation that tiers well spends scrutiny where exposure is highest and leaves a failing provider in order; one that does not finds hidden dependencies only when a contract collapses. The course rests on recognised risk management guidelines and internal control principles.

## Who Gains Most from Supplier Risk Tiering, Onboarding and Exit Planning

- Officers running supplier selection and pre-contract due diligence
- Specialists scoring supplier exposure and keeping the provider inventory current
- Compliance staff checking outsourcing against policy and external rules
- Contract owners tracking service levels and performance disputes
- Continuity coordinators planning for loss of a key contractor

A procurement function gains most when its sourcing, risk and contract staff attend together and leave with one shared tiering method.

## Supplier Risk Tiering, Onboarding and Exit Planning Capabilities

Participants rank suppliers by potential harm, then build controls from first questionnaire to final handover.

- Assess inherent supplier exposure by criticality and substitutability — tiering decisions for procurement
- Design onboarding questionnaires scaled to each tier — due diligence effort set by the risk owner
- Specify audit, subcontracting and termination clauses — negotiation positions for legal teams
- Build indicators joining performance and risk signals — escalation choices for contract owners
- Calculate concentration and fourth-party exposure — dependency reports for senior management
-

Test exit plans against realistic failure scenarios — continuity decisions for operations heads

## Key Supplier Risk Tiering, Onboarding and Exit Planning Terms

- Inherent supplier risk — exposure a supplier carries before controls, set by criticality, data access and ease of replacement.
- Risk tier — a band such as critical, high or low that sets due diligence and oversight depth.
- Fourth party — a supplier's subcontractor whose failure can disrupt the organisation without a direct contract.
- Right to audit — a clause letting the buyer inspect a supplier's controls, records and premises.
- Concentration risk — exposure created when many critical services rely on one provider or location.
- Exit plan — a documented route for moving a service to another provider or in-house without losing service or records.

## Supplier Risk Tiering, Onboarding and Exit Planning Day by Day

### Day 1: The Outside Provider Landscape

- Supplier Inventory and Service Mapping — Which Providers Support Critical Business Services
- Outsourcing Policy and Risk Appetite Statements — Limits on What May Leave the Organisation
- Supplier Lifecycle Stages — Where Control Effort Sits From Sourcing to Exit
- Roles of Procurement, Risk and Business Owners — Who Signs Off Each Supplier Decision
- Contractor Failures in Logistics and Hosting — Patterns Behind Service Loss

### Day 2: Inherent Risk Tiering

- Criticality and Substitutability Scoring — Ranking Suppliers by Operational Harm
- Data Access and Information Sensitivity Factors — Weighting Exposure of Customer Records
- Financial Stability and Geographic Exposure Indicators — Flagging Fragile or Distant Providers
- Tiering Matrix Calibration — Setting Thresholds Between Critical, High and Low
- Tier Exceptions and Override Logs — When Judgement Overrules the Score

### Day 3: Onboarding and Contract Controls

- Tier-Scaled Due Diligence Questionnaires — Depth of Evidence Requested Before Signature
- Evidence Validation and Site Visits — Confirming What Suppliers Claim About Controls
- Audit Rights, Subcontracting and Notification Clauses — Leverage Kept After the Contract Starts
- Service Level and Key Indicator Schedules — Measures That Trigger Remedies
- Termination and Step-In Provisions — Contract Routes for Leaving a Failing Provider

## Day 4: Ongoing Monitoring and Fourth-Party Exposure

- Performance and Risk Dashboards — Spotting Deterioration Before Service Breaks
- Periodic Reassessment Cycles by Tier — Frequency of Review for Each Band
- Fourth-Party Disclosure and Mapping — Hidden Dependencies Behind Direct Suppliers
- Concentration Analysis Across the Provider Base — Shared Points of Failure
- Issue Escalation and Remediation Tracking — Closing Supplier Findings on Time

## Day 5: Practising the Supplier Tiering and Exit Dossier

- Tiering a Live Supplier Case — Applying the Calibrated Matrix to Real Data
- Drafting the Onboarding Evidence Pack — Matching Questionnaire Depth to the Assigned Tier
- Stress Scenarios for Provider Failure — Testing Clauses and Monitoring Signals Together
- Exit Route Options and Transition Timelines — Choosing Between Replacement and Insourcing
- Completing the Supplier Tiering and Exit Dossier — Sign-Off Ready for the Risk Owner

## Applying Supplier Risk Tiering, Onboarding and Exit Planning After the Course

- Re-tier the ten most critical suppliers with the calibrated matrix.
- Run a tabletop exit test on one critical provider's termination clauses and data return.

## Supplier Risk Tiering, Onboarding and Exit Planning Questions FAQ

### What is supplier risk tiering, onboarding and exit planning, and why does it matter now?

It ranks outside providers by exposure, admits them with proportionate checks and prepares an orderly way out. It matters now because outsourced services carry core operations.

### Which roles gain most from supplier risk tiering, onboarding and exit planning?

Procurement, risk, compliance and contract staff who select and watch suppliers gain most, along with continuity coordinators who rely on exit plans.

### How does supplier risk tiering, onboarding and exit planning differ from a general procurement course?

It focuses on exposure rather than price. A general purchasing course covers tenders and negotiation; this one covers tiering, control clauses, monitoring, subcontractor chains and safe exit.

## What do you bring back from supplier risk tiering, onboarding and exit planning?

You bring back a calibrated tiering matrix, tier-scaled questionnaires, a clause checklist and a tested exit route, combined into one reusable dossier.

## Supplier Risk Tiering, Onboarding and Exit Planning: The Way Forward

The supplier tiering and exit dossier first informs which providers need the deepest scrutiny at renewal. Procurement leads, risk owners and contract managers use it to set review frequency and negotiation priorities. After its first use, revisit the fourth-party map, because subcontractor chains change quietly and can push a moderate supplier into the critical tier.