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COURSE BROCHURE

# Sustainable Procurement and Life Cycle Costing Training Course

27 September – 8 October 2027
Barcelona

# Sustainable Procurement and Life Cycle Costing Training Course

**Ref:** 250_7900 **Date:** 27 September – 8 October 2027 **Location:** Barcelona **Fees:** 9500 GBP

Sustainable Procurement and Life Cycle Costing is a 2-week training course for procurement managers, category managers and contract specialists who prepare a Sustainable Category Sourcing Plan for a high-spend category. Purchasing decisions fix most of the environmental and social footprint of what an organisation buys, and lowest price at award often hides higher cost over the asset's life. Jupiter Prime Training offers this course to buyers who must justify greener choices in financial terms.

## Why Sustainable Procurement and Life Cycle Costing Matter Now

Three pressures meet at the tender stage. Boards and finance directors want evidence that spending supports published sustainability targets without wasting money. Suppliers increasingly offer lower-impact products, yet buyers struggle to compare them fairly against cheaper alternatives. Auditors and the public scrutinise award decisions for transparency and fair competition. Procurement functions that respond well cut whole-life cost and emissions together; those that do not buy assets that are cheap to acquire but costly to run, and face challenge over unclear criteria. The course rests on ISO 26000 guidance on fair operating practices and on recognised international guidance for sustainable procurement, described in general terms.

## Who Gains Most from Sustainable Procurement and Life Cycle Costing

- Category leads who set sourcing strategies for major spend areas
- Tender specialists who write specifications and evaluation criteria
- Contract owners who track delivery against agreed performance terms
- Policy staff who maintain procurement rules and approval thresholds
- Cost analysts who build business cases for purchasing decisions

A procurement function gains most when its category, tendering and contract staff attend together and agree one method for weighing cost and sustainability.

## Sustainable Procurement and Life Cycle Costing Capabilities

Participants turn sustainability commitments into specifications, evaluation models and contract terms that survive scrutiny.

- Calculate life cycle cost and total cost of ownership for competing offers — award panels
- Specify output-based and performance requirements that open the market to lower-impact solutions — tender specialists
- Design evaluation models that weigh price, quality and sustainability transparently — evaluation committees
- Build category plans that rank spend areas by impact and influence — category leads
- Apply contract performance indicators for sustainability commitments — contract owners

- Communicate procurement impact to boards with clear measures — finance directors

## Key Sustainable Procurement and Life Cycle Costing Terms

- Life cycle costing — estimating all costs of an asset from purchase through operation, maintenance and disposal to compare options fairly.
- Total cost of ownership — the full cost of acquiring and using a good or service, including hidden internal and supplier costs.
- Most economically advantageous tender — an award approach that weighs quality, cost and other criteria rather than price alone.
- Output-based specification — a requirement that describes the result needed, leaving suppliers free to propose lower-impact solutions.
- Category plan — a multi-year strategy for buying a group of related goods or services, aligned to organisational priorities.
- Pre-market engagement — structured dialogue with suppliers before tendering to test innovation, capacity and feasible requirements.

## Sustainable Procurement and Life Cycle Costing Day by Day

## Day 1: Purchasing Power and Sustainability Targets

- Spend Footprint Mapping — Where Purchases Drive Environmental Impact
- ISO 26000 Fair Operating Practices — Ethical Buying Expectations
- Procurement Maturity Assessment — Current Policy and Practice Baseline
- Board and Finance Expectations — Linking Spend to Corporate Targets
- Public Scrutiny of Awards — Transparency and Fair Competition

## Day 2: Policy and Governance of Sustainable Buying

- Sustainable Procurement Policy Drafting — Scope, Principles and Exceptions
- Approval Thresholds and Delegations — When Sustainability Review Applies
- Risk-Based Category Screening — Prioritising Impact Areas
- Roles Across Procurement, Finance and Users — Clear Accountability
- Policy Communication Packs — Briefing Budget Holders

## Day 3: Category Strategy

- Category Impact and Influence Matrix — Selecting Focus Categories
- Demand Management Options — Reducing Unnecessary Purchases
- Market Analysis for Lower-Impact Alternatives — Supplier Readiness
- Category Plan Templates — Objectives, Levers and Milestones
- Examples From Facilities and Fleet Categories — Practical Contrasts

## Day 4: Pre-Market Engagement and Specifications

- Pre-Market Engagement Events — Testing Innovation and Capacity
- Output-Based Specifications — Describing Results, Not Products
- Environmental Performance Requirements — Energy, Materials and Packaging
- Social Value Requirements — Local Employment and Fair Labour
- Variant Bids and Innovation Options — Inviting Better Solutions

## Day 5: Life Cycle Costing Methods

- Life Cycle Cost Model Structure — Acquisition, Operation and Disposal
- Discount Rates and Time Horizons — Comparing Future Costs
- Energy and Maintenance Cost Estimation — Data Sources and Assumptions
- Carbon Cost Inclusion — Shadow Pricing Emissions in Comparisons
- Sensitivity Testing — How Assumptions Change the Ranking

## Day 6: Evaluation and Contract Award

- Most Economically Advantageous Tender Models — Weighting Design
- Scoring Schemes for Sustainability Responses — Evidence Requirements
- Verification of Supplier Claims — Labels, Declarations and Tests
- Abnormally Low Bids — Detecting Unsustainable Pricing
- Award Reports — Recording Transparent Decisions

## Day 7: Contract Terms and Performance

- Sustainability Contract Clauses — Obligations, Reporting and Remedies
- Contract Performance Indicators — Measurable Delivery Commitments
- Incentive and Penalty Mechanisms — Rewarding Improvement
- Contract Review Meetings — Tracking Agreed Sustainability Outcomes
- Contract Change Control — Adding Improvements During Delivery

## Day 8: Total Cost of Ownership in Practice

- Total Cost of Ownership Worksheets — Hidden Internal Costs
- Lease, Buy or Service Models — Product-as-a-Service Comparisons
- Whole-Life Business Cases — Presenting to Budget Holders
- Case Contrasts — Lighting Upgrades and Vehicle Fleets
- End-of-Life Value Recovery — Resale, Reuse and Recycling Returns

## Day 9: Measuring Procurement Impact

- Procurement Sustainability Indicators — Spend, Emissions and Social Value
- Savings and Avoided Cost Reporting — Whole-Life Benefits
- Impact Dashboards for Leadership — Quarterly Procurement Results
- Benchmarking Against Peer Organisations — Maturity Comparisons
- Continuous Improvement Reviews — Lessons From Completed Tenders

## Day 10: Practising the Sustainable Category Sourcing Plan

- Applying Category Impact Matrix Results — Selecting the Pilot Category
- Applying Life Cycle Cost Models — Comparing Sourcing Options
- Applying Evaluation Weighting Design — Draft Award Criteria
- Peer Tender Panel — Challenging Specifications and Scoring
- Sustainable Category Sourcing Plan — Final Version for Approval

## Applying Sustainable Procurement and Life Cycle Costing After the Course

- Run a life cycle cost comparison on one upcoming purchase above the approval threshold and present the result to the budget holder.
- Rewrite the specification and award weightings for the next tender in a high-impact category using output-based requirements.

## Sustainable Procurement and Life Cycle Costing Questions FAQ

### What are sustainable procurement and life cycle costing, and why do they matter now?

Sustainable procurement and life cycle costing mean buying on whole-life cost and environmental and social performance rather than purchase price. They matter now because boards expect spending to support sustainability targets while proving value for money.

### Which roles gain most from sustainable procurement and life cycle costing training?

Category managers, tender specialists, contract owners and procurement policy staff gain most. You benefit if you write specifications, design evaluation models, approve awards or report procurement results to finance leaders.

### How do sustainable procurement and life cycle costing differ from a sustainable supply chain course?

Sustainable procurement and life cycle costing focus on the buying process itself: policy, category plans, specifications, evaluation, award and contract terms. A supply chain course concentrates on supplier networks, logistics and value chain emissions after contracts are in place.

### What do you bring back from sustainable procurement and life cycle costing training?

You bring back a category sourcing plan with life cycle cost comparisons, specification options and award criteria for one priority category. You also bring back templates for cost models, evaluation schemes and contract indicators.

## Sustainable Procurement and Life Cycle Costing: The Way Forward

The Sustainable Category Sourcing Plan supports the first decision a procurement lead faces: which category to tender differently and on what criteria. Category, tender and contract staff use it to align specifications and award models. After the first contract is awarded, the life cycle cost assumptions and evaluation weightings deserve another look against actual running costs.