Local Content in Procurement and Supply Chains: Tenders, Supplier Development and Reporting

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Paris - Right Bank business hotel



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Introduction:

Local content in procurement and supply chains often fails at the working level: tender clauses nobody can verify, evaluation weightings that reward promises, local suppliers who cannot meet specifications and reports built from inconsistent spend data. This Core Concept course equips procurement and supply chain practitioners to run local content as a measurable buying activity, from defining what counts as local through tender requirements, bid scoring, supplier development and SME inclusion to monitoring and reporting. Participants apply each method to case material and leave with a Category Local Content Delivery Plan.

Course Objectives:

- Define local content programme objectives and a measurement basis covering local spend, workforce, supplier development and localised goods and services
- Draft local content requirements, submission forms and contract clauses for tenders and purchase orders
- Apply local content weighting and scoring rules in bid evaluation alongside price, technical and delivery criteria
- Assess local supplier capability and build supplier development and localisation roadmaps by category
- Monitor, verify and report local content performance using consistent data and KPIs
- Produce a Category Local Content Delivery Plan that balances cost, quality, lead time and localisation targets

Target Audience:

- Procurement practitioners who prepare tenders, requests for proposal and purchase orders with local content requirements
- Category specialists responsible for sourcing plans in categories with localisation targets
- Supply chain planners who manage lead times, inventory and supplier capacity for local sources
- Contracts administrators who draft and monitor local content clauses and contractor obligations
- Supplier development and local content officers who work with local suppliers and SMEs on capability
- Analysts who compile local spend and workforce data for internal and external reporting

Course Outline:

Day 1: Local Content Programme Foundations and Measurement Basis

- Local Content, In-Country Value and Localisation Terms Compared
- Local Content Programme Objectives and Theory of Change Map
- Defining Local Suppliers and Significant Locations of Operation Under GRI 204
- Four Measurement Dimensions: Local Spend, Workforce, Supplier Development and Localised Goods and Services
- Current-State Local Content Baseline From Purchase Order and Vendor Master Data

Day 2: Local Content Requirements in Tenders and Bid Evaluation

- Local Content Requirement Options: Minimum Thresholds, Preferences, Reserved Lots and Plans
- Tender Document Clauses and Bidder Local Content Submission Forms
- Bid Evaluation Weighting Matrix With Local Content Scoring Scales
- Evidence Rules for Local Content Claims in Bids
- Contract Flow-Down Clauses, Local Content Undertakings and Remedies

Day 3: Supplier Capability, Supplier Development and SME Inclusion

- Local Supplier Market Scan and Capability Assessment Scorecard
- Category Localisation Roadmap: Import Substitution Stages and Milestones
- Supplier Development Plan: Quality Upgrading, Technical Assistance and Qualification Support
- SME Inclusion Measures: Lot Sizing, Payment Terms and Simplified Prequalification
- Supplier Onboarding and First-Article Approval for New Local Sources

Day 4: Monitoring, Verification and Trade-Off Decisions

- Local Content KPI Set and Monthly Performance Dashboard
- Supplier Local Content Declarations, Sampling and Verification Checks
- Proportion of Spending on Local Suppliers Reporting Under GRI 204-1
- Total Cost of Ownership Comparison of Local and Imported Sources
- Localisation Trade-Off Analysis: Cost Premium, Quality Risk and Lead-Time Exposure

Day 5: Case Work and the Category Local Content Delivery Plan

- Construction Materials Case: Setting Tender Requirements and Scoring Local Content Bids
- Healthcare Consumables Case: Developing Local Suppliers to Qualification
- Facilities Services Case: Measuring Workforce and SME Content in a Service Contract
- Category Local Content Delivery Plan Drafting
- Procurement Review Panel and Plan Defence

Skills You Will Gain:

- Local Content Measurement
- Tender Requirement Drafting
- Bid Evaluation Scoring
- Supplier Capability Assessment
- Supplier Development Planning
- SME Inclusion in Sourcing
- Local Content Verification
- Localisation Trade-Off Analysis

Why Attend This Course:

- Return with a Category Local Content Delivery Plan built for a category from your own organisation
- Know how to write local content clauses and scoring rules that bidders can meet and evaluators can check
- Separate verified local content from claims by testing declarations against supplier evidence
- Compare practice with procurement and supply chain peers from construction, healthcare, services and industrial sectors

Conclusion:

Local content targets are met or missed in tender documents, evaluation sheets and supplier development work. This course moves from programme objectives and a clear measurement basis, through tender requirements and bid evaluation weighting, to supplier capability assessment, localisation roadmaps and SME inclusion, and then to monitoring, verification and the trade-offs between cost, quality, lead time and local content. The final day applies these methods to multi-sector cases and produces a Category Local Content Delivery Plan for the participant's own category.