



ASSOCIATION OF PROCUREMENT PROFESSIONALS RWANDA

# TRAINING ON PROCUREMENT TACTICS DIGEST

## Topics :

1. Strategic Procurement and Sustainable Procurement
2. Negotiation Techniques and Supplier Relationship Management
3. Contract Management



**18-19 Sept 2024**  
AT 8 AM TO 17 PM

CALL FOR  
REGISTRATION NOW

+250786199791  
emile.kalinda@appr.rw  
Assistant member services



**VENUE:**  
**Lemigo Hotel, Kigali**  
KG 624 St, Kigali

### Your Investment

300,000  
Frw

for a Member  
(VAT Inclusive)

350,000  
Frw

for a Non - Member  
(VAT Inclusive)

More info :  
Scan Qr code



Association of  
Procurement  
Professionals (APP)



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APP RWANDA



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# Let's make your vision come to life

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# **TRAINING ON PROCUREMENT TACTICS DIGEST TO BE HOSTED ON SEPTEMBER 18-19, 2024 AT LEMIGO HOTEL**

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## **OVERVIEW**

**WOULD YOU LIKE TO LEARN MORE ABOUT STRATEGIC PROCUREMENT? ARE YOU LOOKING TO PUT TOGETHER KNOWLEDGE AND SKILLS RELATED TO NEGOTIATION TECHNIQUES, SUPPLIER RELATIONSHIP MANAGEMENT AND CONTRACT MANAGEMENT? DO YOU MASTER SUSTAINABLE PROCUREMENT CONCEPTS?**

**The Association of Procurement Professionals of Rwanda established by the Law N° 011/2016 of 02/05/2016 mandated to facilitate transfer of procurement knowledge to Procurement Professionals and to other Stakeholders among other duties has organized this Training therefore to respond to the Training Needs of Private Sector Procurement Practitioners both from Commercial Companies and Non-Governmental Organizations.**

**The Association is eager to promote Best Procurement Practices among Private Sector Procurement Professionals ensuring they are equipped with Technical Know-How of Conducting Effective Procurement in their respective organizations.**

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# Why Should You Attend?

APP decided to conduct a two days Event as part of the implementation of its 2024 Continuous Professional Development (CPD) Calendar to ensure its Members and Private Sector Procurement Professionals are up-to-date with pertinent skills required to executing their day-to-day duties. A Procurement Tactics Digest should be a Comprehensive Resource that offers Valuable Insights, Strategies, and Best Practices for Procurement Professionals.



**WHY SHOULD  
YOU ATTEND?**



**WHO SHOULD  
ATTEND?**



**YOUR  
INVESTMENT**



**NEXT CPD  
EVENT ON  
CALENDAR**

## **The following areas that will be covered in a form of Highly Interactive Sessions with Experts in the Profession:**

**1.Strategic Procurement: Procurement Basics and Principles, Supplier Identification and Selection, Category Management and Supplier Risk Management**

**2.Negotiation Techniques: Preparation for Negotiations, Win-Win Negotiation Strategies and Contractual Negotiations**

**3.Supplier Relationship Management: Building Strong Supplier Relationships, Performance Monitoring, and Supplier Collaboration**

**4.Contract Management: Contract Lifecycle Management, Compliance Management and Dispute Resolution**

**5.Sustainable Procurement: Environmental and Social Responsibility, Green Procurement Strategies and Ethical Procurement**

**Your  
Investment**

**Frw 300,000 for  
a Member  
(VAT Inclusive)**

**Frw 350,000 for  
a Non - Member  
(VAT Inclusive)**

# **Who should attend?**

**All APP Members; Procurement Directors, Managers, Specialists and Officers; Tender Committee Members; Contract Managers; Lawyers; Legal Directors, Managers, Specialists and Officers, Director Finance and Administration, Managers, Specialists and Officers, Accountants and Auditors, Supply Chain Directors, Managers, Specialists and Officers, Logistics Directors, Managers, Specialists and Officers, Operations Directors, Managers, Specialists and Officers and Procurement Consultants**

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**Continuous Professional Development (CPD) Hours**

**Twelve (12) CPD hours**

*All payments are done at Association of Procurement Professionals Bank of Kigali A/C No: 00049-07736270-27 Frw. Training Fee Covers Lunch, Tea breaks, Certificate and Training Materials.*

**Send your payment proof to Ms. Solange Uwimana, Assistant Finance and Administration Officer through [solange.uwimana@appr.rw](mailto:solange.uwimana@appr.rw) or call her on +250780802166 for Your EBM Receipt Provision. Our TIN is mentioned in the letter head in case of generating Purchase Code to us.**

## Headquarters

Kigali City Center, Plot No.2, KN 3 Av  
11th Floor, Grand Pension Plaza  
P.O. Box: 334 Kigali-Rwanda  
Phone:0783516411  
E-mail: [secretariat@appr.rw](mailto:secretariat@appr.rw)  
Website: [www.appr.rw](http://www.appr.rw)  
TIN: 108722467

## OFFICE HOURS

Monday to Friday  
9:00 am to 5:00 pm



**ASSOCIATION OF  
PROCUREMENT  
PROFESSIONALS - APP**



*For more details about the Program and booking for your Team's attendance contact: Mr. Emile Kalinda, Assistant Member Services Officer via [emile.kalinda@appr.rw](mailto:emile.kalinda@appr.rw) or 0786199791. Would you like to Apply for Membership with the Procurement Professional Body? Do not hesitate to contact Mr. Emile for more details and assistance.*

Next CPD Event on Calendar:

Training on Mastering Essential Procurement Tips in Bidding slated September 25-26, 2024, Program and Venue to be communicated.

## Headquarters

Kigali City Center, Plot No.2, KN 3 Av

11th Floor, Grand Pension Plaza

P.O. Box: 334 Kigali-Rwanda

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