

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Contract Logistics Tendering

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Outsourcing warehousing and distribution to logistics providers can improve cost and flexibility, but only with a well-run tender. This course covers contract logistics tendering: defining scope and data packs, provider selection, pricing models, solution evaluation, contract terms, transition planning and governance after go-live.

Logistics outsourcing failures are often caused by poor tender data and unclear contracts. You will learn to run tenders that lead to successful partnerships.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Data pack preparation exercises, pricing model comparison, case studies and negotiation role plays.

Course objectives

By the end of this course, participants will be able to:
• Decide when to outsource logistics
• Prepare tender data packs and requirements
• Select and evaluate logistics providers
• Compare pricing models
• Agree key contract terms and KPIs
• Plan transition and ongoing governance

Target audience

This course is suitable for:
• Logistics and supply chain managers
• Procurement managers for logistics
• Operations directors
• Finance business partners
• Logistics consultants



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Target competencies

Participants will develop competencies in:
- Outsourcing decisions
- Tender preparation
- Pricing analysis
- Contracting
- Transition management

Course outline

Day 1: Outsourcing Logistics

09:00–10:08	Why outsource
10:08–11:00	Risks
11:00–11:30	**Coffee break**
11:30–11:45	Risks (continued)
11:45–12:53	Provider market
12:53–14:00	Exercise

Day 2: Tender Preparation

09:00–10:08	Scope and data packs
10:08–11:00	Volumes and profiles
11:00–11:30	**Coffee break**
11:30–11:45	Volumes and profiles (continued)
11:45–12:53	Requirements
12:53–14:00	Workshop

Day 3: Evaluation and Pricing

09:00–10:08	Solution evaluation
10:08–11:00	Open book and transactional pricing
11:00–11:30	**Coffee break**



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11:30–11:45	Open book and transactional pricing (continued)
11:45–12:53	Site visits
12:53–14:00	Exercise

Day 4: Contracts

09:00–10:08	Key terms
10:08–11:00	KPIs and penalties
11:00–11:30	**Coffee break**
11:30–11:45	KPIs and penalties (continued)
11:45–12:53	Gain sharing
12:53–14:00	Case study

Day 5: Transition and Governance

09:00–10:08	Transition planning
10:08–11:00	Governance meetings
11:00–11:30	**Coffee break**
11:30–11:45	Governance meetings (continued)
11:45–12:53	Continuous improvement
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	9 Nov 2026	13 Nov 2026	**€2,450.-**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
London Confirmed dates	30 Nov 2026	4 Dec 2026	**€2,450.-**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.-**
Amsterdam Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,540.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,450.-**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.-**
Rome Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,450.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.–**
Vienna Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,940.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.–**
London Confirmed dates	22 Mar 2027	26 Mar 2027	**€2,450.–**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**€1,250.–**
Barcelona Confirmed dates	12 Apr 2027	16 Apr 2027	**€2,840.–**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**€1,250.–**
Dubai Confirmed dates	3 May 2027	7 May 2027	**€3,150.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Frankfurt Confirmed dates	17 May 2027	21 May 2027	**€2,650.-**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.-**
Istanbul Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,650.-**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.-**
Dubai Confirmed dates	28 Jun 2027	2 Jul 2027	**€3,150.-**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,250.-**
Rome Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,450.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
Cape Town Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,890.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**
Barcelona Confirmed dates	23 Aug 2027	27 Aug 2027	**€2,840.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Dubai Confirmed dates	13 Sept 2027	17 Sept 2027	**€3,150.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
Cape Town Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,890.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
Vienna Confirmed dates	25 Oct 2027	29 Oct 2027	**€2,940.-**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Paris Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,860.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
Cape Town Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,890.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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