

MASTERING CONTRACT SCORECARD AND KPI DEVELOPMENT

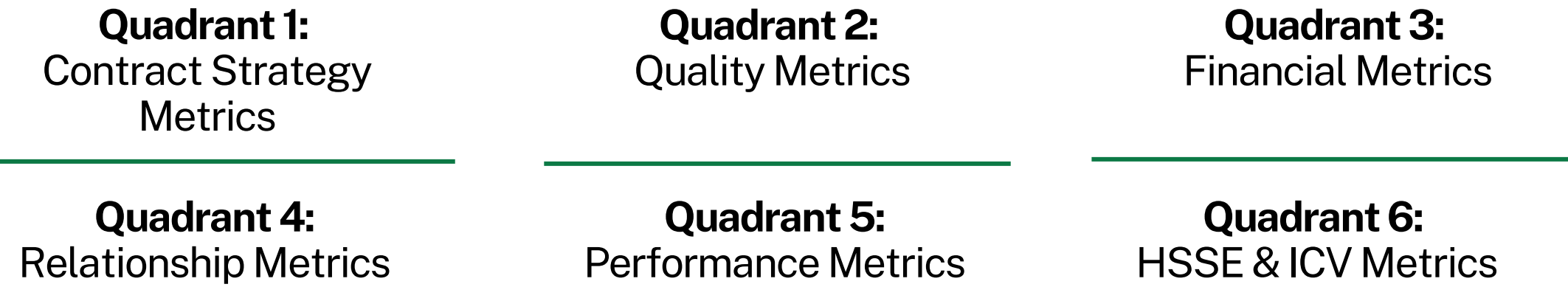
Learn the essentials of developing contract scorecard and KPIs to achieve superior results in contract management

3-Day Intensive Training Program



Key Learnings

6 Quadrants to Blueprint Contract Scorecard



The 3 Essential Zones of KPI Development



Meet the Course Author and Director



Lan Srinivasan
Indian New Zealander

Qualified CA AU & NZ, MFM, London Business School and IMD Switzerland

Lan, an Indian New Zealander, is a highly qualified and accomplished senior executive in finance and strategy. With a remarkable 30-year career in global multinational corporations like Shell, Lan has developed KPIs and scorecard for numerous international projects. His extensive global journey has taken him through diverse regions, including the UK, Australia, New Zealand, Japan, South Korea, China, Germany, Greece, North America, Canada, Nigeria, and the Middle East.



Course Objective

This program equips participants with the knowledge and skills to design effective contract scorecard and KPIs.

The course focuses on strategic metrics, quality, financial health, relationship management, and performance tracking using KPIs.

Through case studies and hands-on exercises, participants will develop practical tools to ensure contract success, compliance, and long-term value creation.

30

KPIs prepared as part of the course

10

Real World Case Studies

9

Practical Exercises Included

6

Quadrants to blueprint contract scorecard

Real-World KPIs Application on procurement of:



Your Learning Journey

| Module | | Topic Coverage | Case Studies | Technical & Soft Skills Acquired |
|--------|---|--|---|---|
| Day 1 | Designing Best Practice Contract scorecard and KPIs | <ul style="list-style-type: none"> Welcome and Introduction to Mastering Contract scorecard and KPI Development Overview of program objectives and structure. Introduction to participants and trainers. | <ul style="list-style-type: none"> Case Study 1: Global Contract Performance Management Failures | <ul style="list-style-type: none"> Contract Performance Evaluation Contract Scorecard Architecture Contract Scorecard Implementation Process Integrated Contract Scorecard Development KPI Development Principles KPI Formulation Techniques KPI Framework Design Multi-Domain KPI Creation Strategic KPI Alignment Regulatory & Compliance KPIs Strategic Analysis Effective Communication Data-Driven Decision Making Complex Problem Solving Collaborative Teamwork |
| | Introduction to Contract scorecard and KPIs | <ul style="list-style-type: none"> Understanding the significance of KPIs in contract management. The connection between KPIs and scorecard. Key elements of effective contract scorecard. | <ul style="list-style-type: none"> Case Study 2: Company vs. Supplier Performance Review Exercise 1: Designing contract scorecard quadrants. | |
| | Developing Contract scorecard | <ul style="list-style-type: none"> Step-by-step guide to creating effective contract scorecard. Detailed process for developing meaningful KPIs. | <ul style="list-style-type: none"> Case Study 3: Blueprint Best Practice Contract scorecard. Team Exercise 2: Agreeing on key scorecard and KPI items. Team Exercise 3: Customers vs. Suppliers | |
| Day 2 | Designing KPIs for the 6 Quadrants | <ul style="list-style-type: none"> Quadrant 1: Contract Strategy Metrics - Define strategic KPIs for long-term value creation. Quadrant 2: Quality Metrics - Define KPIs to differentiate good from poor deliverables. Quadrant 3: Financial Metrics - Define financial KPIs to track contract financial health. Quadrant 4: Relationship Metrics - Define relationship KPIs for contract partnership success. | <ul style="list-style-type: none"> Case Study 4: Exploring strategic options in Catalyst Contract. Exercise 4: Strategic KPI worksheet (5 KPIs). Case Study 5: Determining quality standards and performance indicators in Chemical Contract. Exercise 5: Quality KPI worksheet (5 KPIs). Case Study 6: Financial performance measurement and cost optimization in Refinery Capital Project Contract Exercise 6: Financial KPI worksheet (5 KPIs). Case Study 7: Measuring supplier-customer relationships and collaboration in Refinery Maintenance Contract Exercise 7: Relationship KPI worksheet (5 KPIs) | |
| | | <ul style="list-style-type: none"> Quadrant 5: Performance Metrics - Define performance KPIs to monitor contract execution. Quadrant 6: Health, Safety, Security, and Environment (HSSE) / In-Country Value (ICV) Metrics - Define HSSE & ICV KPIs to ensure regulatory compliance & local value creation. | <ul style="list-style-type: none"> Case Study 8: Tracking performance against agreed deliverables. Exercise 8: Performance KPI worksheet (5 KPIs). Case Study 9: HSSE and ICV metrics in contract management. Exercise 9: HSSE/ICV KPI worksheet (5 KPIs) | |
| Day 3 | Advanced Case Study | <ul style="list-style-type: none"> Wildcard Contract Scorecard and KPI Development Wrap-Up and Q&A | <ul style="list-style-type: none"> Case Study 10: A new contract case where participants develop a complete end to end contract scorecard and KPIs. | |



Start Your Learning
Journey Now

Contact us:
+968 7192 6277
+968 9355 9738

Write to us:
duaa@lanticsus.com
lan@lanticsus.com