3 PHASE TRAINING



Utility Procurement & Value-Based Selling

Understand what utilities look for when they buy, and how suppliers can demonstrate value.

What is the course?

Follow a utility purchase from stakeholder needs and sourcing through proposal evaluation, contracts, delivery, and renewal. Explore how buyers and suppliers assess lifecycle value, performance, and risk.

Who should attend?

Utility procurement and supply-chain staff, engineers, project managers, supplier account teams, business development professionals, and solution providers working with electric utilities.

Eight hours of instructor-led training.

Why Choose Us?

Cost

Your organization pays one course fee with unlimited attendees at no extra cost.

Quality and Experience

Real projects and interactive discussion connect concepts to practical decisions.

Customization

Each course content is individually customized to your team and organization

Content examples

Buying context

- Utility priorities
- Stakeholders and requirements
- Sourcing methods
- Supplier qualification

Value and proposals

- Lifecycle value and business cases
- Proposal development
- Evaluation criteria
- Contracts and risk allocation

Delivery and renewal

- Supply resilience
- Implementation
- Performance and relationships
- Renewal decisions

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