

CAPEX & MACHINERY PROCUREMENT

"Mastering Capital Procurement Strategies for High-Value Equipment and Machinery Investments"

Schedule

Date	Venue	Fees (Face-to-Face)
04 – 05 Aug 2026	Dubai, UAE	USD 1995 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Capital expenditure (CAPEX) projects involving machinery procurement require a robust understanding of technical specifications, procurement cycles, financial implications, and risk management. This intensive training course equips procurement and project professionals with the skills needed to navigate complex machinery acquisitions, ensuring value for money, compliance, and lifecycle performance.

Participants will gain practical strategies to manage end-to-end CAPEX procurement, including defining specifications, supplier evaluation, contract negotiation, and integrating procurement decisions into broader capital project planning.

Objectives

By the end of this course, participants will be able to:

- Understand the procurement lifecycle for capital-intensive machinery and equipment
- Develop detailed specifications and procurement plans aligned with technical and financial goals
- Conduct supplier evaluation and manage tendering processes effectively
- Negotiate contracts that balance performance, risk, and cost
- Integrate CAPEX procurement strategies into capital project delivery

Why Attend

- Gain a complete understanding of CAPEX procurement challenges and best practices
- Learn how to evaluate suppliers and technical bids effectively
- Improve negotiation outcomes through contract structuring insights
- Reduce risks and total cost of ownership in high-value equipment acquisitions
- Align procurement strategies with organizational capital investment goals

Target Audience

This program is designed for:

- Procurement managers and specialists
- Project engineers and capital project managers
- Contract and supply chain professionals
- Finance professionals involved in capital budgeting
- Technical buyers and sourcing officers in manufacturing or construction

Individual Benefits

Key competencies that will be developed include:

- Strategic procurement planning for capital investments
- Supplier qualification and risk evaluation
- Technical bid assessment and negotiation techniques
- Contract drafting and performance clauses
- Lifecycle cost analysis and total cost of ownership principles

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Enhanced control over high-value procurement decisions
- Reduced project delays through improved contract management
- Stronger supplier partnerships and risk mitigation strategies
- Better CAPEX budget allocation and spending efficiency
- Improved compliance with procurement policies and audit readiness

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings - Deep dive into CAPEX procurement planning, sourcing strategies, and risk management
- Case Studies - Real-world examples of successful and failed machinery procurement projects
- Workshops - Exercises in specification writing, bid evaluation, and contract negotiation
- Peer Exchange - Discussions on common procurement issues in machinery and capital goods
- Tools - Templates for RFPs, bid evaluation matrices, and supplier scorecards

Course Outline

Training Hours: 7:30 AM – 3:30 PM **Daily Format:** 3-4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Capital Procurement Planning and Supplier Engagement

- Module 1: Introduction to CAPEX Procurement (07:30 – 09:30)
 - Definition and types of capital procurement
 - Lifecycle approach to machinery acquisition
 - Procurement policy alignment and budgeting
- Module 2: Specification Development and Technical Evaluation (09:45 – 11:15)
 - Writing detailed machinery specifications
 - Understanding user requirements and technical standards
 - Technical bid analysis and compliance verification
- Module 3: Workshop – Building a CAPEX Procurement Plan (11:30 – 01:00)
 - Develop a procurement timeline and sourcing strategy
 - Identify key risks and mitigation steps
- Module 4: Case Study – Lessons from Major Machinery Procurement (02:00 – 03:30)
 - Analyzing a real-world procurement failure
 - What could have been done differently?

Day 2: Tendering, Contracting, and Cost Control

- Module 1: Tendering and Supplier Evaluation (07:30 – 09:30)
 - Selecting the right sourcing strategy (open, selective, negotiated)
 - Preparing and issuing RFQs and RFPs
 - Bid evaluation criteria and scoring models
- Module 2: Contract Structuring and Negotiation (09:45 – 11:15)
 - Drafting contracts for machinery supply and installation
 - Key clauses: delivery schedules, warranties, penalties, performance guarantees
 - Effective negotiation tactics
- Module 3: Workshop – Bid Evaluation Simulation (11:30 – 01:00)
 - Evaluate mock supplier proposals
 - Prepare negotiation strategies and finalize contract award
- Module 4: Cost Management and Lifecycle Planning (02:00 – 03:30)
 - Analyzing total cost of ownership
 - Managing delivery and installation timelines
 - CAPEX post-award monitoring and performance review

Certification

Participants will receive a Certificate of Completion in CAPEX & Machinery Procurement, demonstrating their ability to manage capital equipment sourcing, supplier engagement, and contract negotiation with strategic insight and operational rigor.

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<p>In-House / Customized Training</p> <p>Interested in running this course for your team?</p> <p>Please contact us:</p>	<p>TEL:</p> <p>+601116373203</p>	<p>EMAIL:</p> <p>info@mawaevents.net</p>
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