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COURSE BROCHURE

Cloud Procurement and Vendor Governance in the Public Sector

Professional Training Course



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info@skillslab-training.com | +966 55 965 3447 | www.skillslab-training.com

Course Description

Introduction

Cloud Procurement and Vendor Governance in the Public Sector is an executive-level training course designed to help government entities, ministries, public sector organizations, and large corporations procure, manage, and govern cloud services with confidence, transparency, and strategic control. As public institutions increasingly adopt cloud computing, digital transformation, cloud infrastructure, software as a service, platform as a service, and managed technology services, procurement decisions have become more than purchasing activities; they are critical governance decisions that affect data sovereignty, cybersecurity, regulatory compliance, cost optimization, service continuity, vendor performance, and national digital resilience. This course provides a practical and strategic framework for managing the full cloud procurement lifecycle, from needs assessment and market engagement to contract evaluation, service-level agreements, supplier risk management, performance monitoring, and exit planning. The executive value proposition of this program lies in enabling decision-makers and procurement professionals to secure better cloud contracts, reduce vendor lock-in, strengthen accountability, improve public value, and ensure that cloud investments support institutional priorities, compliance obligations, and long-term digital government objectives. Participants will gain the tools, language, and governance insight required to negotiate with cloud service providers, evaluate vendor capabilities, align procurement with cybersecurity and data protection requirements, and build a vendor governance model that supports efficient, secure, and sustainable cloud adoption.

Course Objectives

- Understand the strategic role of cloud procurement in public sector digital transformation and government modernization.
- Evaluate cloud service models, deployment models, and vendor offerings from a procurement and governance perspective.

- Develop effective cloud procurement strategies aligned with institutional objectives, regulatory requirements, and public value outcomes.
- Identify key risks in cloud vendor selection, including data sovereignty, compliance, cybersecurity, resilience, pricing, and vendor dependency.
- Design procurement criteria for cloud services, managed services, software platforms, infrastructure solutions, and digital government systems.
- Assess cloud contracts, service-level agreements, pricing models, support obligations, performance indicators, and supplier accountability mechanisms.
- Strengthen vendor governance through structured performance monitoring, risk reporting, escalation procedures, and contract management controls.
- Apply practical methods for managing multi-cloud, hybrid cloud, and outsourced technology environments.
- Reduce vendor lock-in through better exit planning, interoperability requirements, data portability clauses, and transition governance.
- Improve collaboration between procurement, legal, information technology, cybersecurity, finance, compliance, and executive leadership teams.

Course Content

Day 1: Strategic Foundations of Cloud Procurement in the Public Sector

- The role of cloud procurement in digital government transformation
- Public sector cloud adoption drivers, challenges, and governance expectations
- Understanding cloud service models, including infrastructure, platforms, software, and managed services
- Public procurement principles applied to cloud services and technology sourcing
- Key stakeholders in cloud procurement: procurement, technology, legal, finance, compliance, cybersecurity, and business units
- Aligning cloud procurement with institutional strategy, service delivery, public value, and risk appetite
- Common mistakes in cloud procurement and how to avoid costly vendor dependency

Day 2: Cloud Market Assessment, Vendor Selection, and Evaluation Criteria

- Building a structured cloud procurement strategy for government and enterprise environments
- Market research and vendor landscape analysis for cloud service providers
- Developing request documents, technical specifications, evaluation criteria, and scoring models
- Evaluating vendor capability, financial stability, service maturity, security posture, compliance readiness, and public sector experience
- Assessing data residency, data sovereignty, localization requirements, and cross-border data considerations
- Comparing single-cloud, multi-cloud, hybrid cloud, and sovereign cloud procurement options
- Practical vendor evaluation exercises and cloud sourcing decision frameworks

Day 3: Cloud Contracts, Service-Level Agreements, and Commercial Governance

- Key clauses in cloud contracts for public sector organizations
- Service-level agreements, availability commitments, uptime guarantees, response times, and support models
- Pricing models, consumption-based billing, reserved capacity, hidden costs, renewal terms, and cost control mechanisms
- Contractual controls for cybersecurity, privacy, audit rights, incident notification, subcontracting, and regulatory compliance
- Negotiating performance obligations, liability terms, service credits, termination rights, and change control procedures
- Building contract governance structures for cloud vendors and managed service providers
- Practical review of cloud procurement risks, contract gaps, and negotiation priorities

Day 4: Vendor Risk Management, Compliance, and Operational Oversight

- Cloud vendor risk management for government entities and large organizations
- Managing third-party risk, fourth-party risk, supplier concentration risk, and outsourced service dependencies
- Cybersecurity requirements in cloud procurement, including access control, encryption, monitoring, logging, vulnerability management, and incident response
- Compliance considerations for data protection, privacy, audit readiness, regulatory reporting, and institutional policy alignment

- Vendor performance dashboards, key performance indicators, service reviews, and governance committees
- Escalation management, dispute resolution, corrective action plans, and continuous improvement
- Practical governance model for monitoring cloud vendors throughout the contract lifecycle

Day 5: Cloud Exit Planning, Optimization, and Long-Term Vendor Governance

- Managing vendor lock-in through procurement design, contract structure, and technical requirements
- Data portability, interoperability, migration planning, transition support, and exit clauses
- Cloud cost optimization, usage monitoring, demand forecasting, and budget governance
- Managing contract renewals, service expansion, supplier changes, and technology roadmap alignment
- Building a mature cloud vendor governance framework for public sector organizations
- Integrating procurement governance with enterprise architecture, cybersecurity governance, and digital transformation strategy
- Final practical exercise: designing a public sector cloud procurement and vendor governance action plan

Target Audience

- Government procurement officers and public sector purchasing professionals
- Ministry and public authority executives involved in digital transformation
- Information technology leaders, chief information officers, and digital strategy managers
- Cybersecurity, compliance, risk, and governance professionals
- Legal advisors and contract managers responsible for technology agreements
- Finance and budgeting teams involved in cloud cost control and vendor spending
- Project managers and program directors managing cloud-based initiatives
- Enterprise architects, cloud governance specialists, and technology sourcing teams
- Public sector leaders responsible for vendor performance, service continuity, and institutional accountability

Course Requirements

- A general understanding of public sector procurement, technology sourcing, or contract management is recommended.

- Basic familiarity with cloud computing concepts will be helpful but is not mandatory.
- Participants should have an interest in improving cloud procurement, vendor governance, supplier risk management, and digital transformation outcomes.
- No advanced technical cloud engineering experience is required, as the course focuses on strategic, commercial, governance, and operational dimensions.

Training Methodology

- Executive briefings supported by real-world public sector cloud procurement examples
- Practical case studies on vendor selection, contract risks, cloud governance, and supplier performance
- Interactive discussions on regulatory compliance, cybersecurity obligations, and procurement challenges
- Hands-on exercises for developing evaluation criteria, governance models, service-level indicators, and risk controls
- Scenario-based learning focused on negotiation, escalation, contract review, and exit planning
- Group activities that encourage cross-functional collaboration between procurement, technology, legal, risk, and finance teams
- Action planning sessions to help participants apply the learning directly within their organizations

Learning Outcomes

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

- Build a structured cloud procurement strategy suitable for public sector and large enterprise environments.
- Define clear procurement requirements for cloud services, managed technology services, and digital platforms.
- Evaluate cloud service providers using practical, transparent, and risk-based selection criteria.
- Identify contractual, operational, cybersecurity, compliance, and financial risks in cloud vendor relationships.
- Review and strengthen cloud service-level agreements, performance obligations, pricing terms, and support commitments.
- Establish effective vendor governance mechanisms for monitoring service quality, accountability, and compliance.

- Manage third-party and fourth-party cloud risks through practical controls, reporting, and escalation processes.
- Reduce vendor lock-in by applying stronger exit planning, data portability, interoperability, and transition requirements.
- Improve coordination between procurement, technology, cybersecurity, legal, finance, and executive stakeholders.
- Develop a practical cloud procurement and vendor governance action plan aligned with institutional priorities.

Instructor Profile

The training will be delivered by an internationally certified expert with extensive practical and consulting experience. The instructor brings deep expertise in cloud procurement, public sector governance, technology sourcing, vendor risk management, contract oversight, cybersecurity alignment, digital transformation, and enterprise service management. The delivery approach combines strategic insight, practical implementation guidance, and real-world consulting experience to ensure that participants gain knowledge they can immediately apply within government entities, ministries, public institutions, and large corporate environments.

Contact Us

For registration inquiries, upcoming dates, or group pricing, please contact us:

Website	www.skillslab-training.com
Email	info@skillslab-training.com
WhatsApp	+966 559 653 447

Generated by Skillslab Training

info@skillslab-training.com | WhatsApp: +966 559 653 447

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