Agile Contracting in Public Sector Training Course

Professional Development Training Course Outline

Category	Public Sector Innovation	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Agile Contracting in the Public Sector is a modern procurement and contract management approach designed to increase flexibility, responsiveness, transparency, and value for money in government projects. Traditional public sector contracting models often struggle to keep pace with rapidly changing policy needs, digital transformation initiatives, and complex service delivery environments. This course introduces agile contracting principles, adaptive procurement frameworks, iterative delivery models, and collaborative supplier engagement strategies that support innovation while maintaining compliance with public accountability requirements. Participants will explore how agile contracting improves project outcomes, reduces delivery risks, and enhances service quality across public sector programs.

Agile Contracting in Public Sector Training Course provides a comprehensive understanding of how agile principles can be legally and practically applied within public procurement systems. Participants will gain skills in modular contracting, outcome-based specifications, incremental delivery, performance-based payments, and adaptive risk management. Through practical tools, policy-aligned methodologies, and real-world case studies, learners will develop the capacity to design, manage, and govern agile contracts that balance flexibility with transparency, auditability, and regulatory compliance in public sector environments.

Programme Curriculum

Agile Contracting in Public Sector Training Course

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Course Objectives

1. Understand agile contracting principles and their relevance to public sector procurement.
2. Compare traditional procurement models with agile and adaptive contracting approaches.
3. Apply agile values to public sector contract planning and design.
4. Develop outcome-based and user-centered contract specifications.
5. Structure modular and phased contracts to reduce delivery risk.
6. Integrate agile contracting within existing public procurement laws and regulations.
7. Manage supplier relationships using collaborative and partnership-based models.
8. Implement performance-based payment and incentive mechanisms.
9. Apply risk-sharing and adaptive governance frameworks in public contracts.
10. Monitor contract performance using agile metrics and KPIs.
11. Ensure transparency, accountability, and audit readiness in agile contracts.
12. Address ethical, legal, and compliance considerations in adaptive procurement.
13. Design institutional roadmaps for scaling agile contracting practices.

Organizational Benefits

- Improved project delivery speed and responsiveness
- Enhanced value for money through iterative procurement
- Reduced risk of contract failure and cost overruns
- Stronger collaboration between public entities and suppliers
- Increased innovation in public service delivery
- Better alignment of contracts with user and citizen needs
- Improved contract performance monitoring and control
- Greater flexibility within compliant procurement frameworks
- Enhanced staff capacity in modern procurement practices
- Stronger governance and accountability outcomes

Target Audiences

- Public sector procurement officers
- Contract managers and administrators
- Policy makers and regulatory officials

- Project and program managers
- Internal audit and compliance officers
- Legal advisors in public institutions
- Digital transformation and IT managers
- Consultants supporting public sector reform

Course Duration: 10 days

Course Modules

Module 1: Foundations of Agile Contracting

- Overview of agile principles and values
- Limitations of traditional public sector contracting
- Drivers of agile procurement adoption
- Key differences between agile and waterfall contracting
- Benefits of adaptive contracting models
- Case Study: Public sector project failure under rigid contracts

Module 2: Public Sector Procurement Frameworks

- Overview of public procurement laws and regulations
- Flexibility provisions within procurement rules
- Compliance requirements for contract modification
- Transparency and accountability obligations
- Aligning agile practices with legal frameworks
- Case Study: Regulatory adaptation for agile procurement

Module 3: Agile Contracting Models

- Time-and-materials versus outcome-based contracts
- Framework agreements and call-off contracts
- Modular and phased contracting approaches
- Incremental delivery and contract renewals
- Selecting appropriate agile contract types
- Case Study: Modular contracting for government IT systems

Module 4: Outcome-Based Specifications

- Defining outcomes instead of detailed requirements
- User-centered and service-oriented specifications
- Managing scope flexibility and change
- Measuring outcomes and service value

- Aligning specifications with policy objectives
- Case Study: Outcome-based contracting in public services

Module 5: Contract Planning and Market Engagement

- Early market engagement strategies
- Co-creation with suppliers and stakeholders
- Managing competition in agile procurement
- Designing fair and open procurement processes
- Avoiding vendor lock-in
- Case Study: Supplier engagement improving procurement outcomes

Module 6: Supplier Selection and Evaluation

- Agile-friendly evaluation criteria
- Assessing supplier capability and maturity
- Evaluating teams, methods, and past performance
- Balancing price and quality considerations
- Managing evaluation transparency
- Case Study: Selecting suppliers for agile delivery

Module 7: Contract Governance and Oversight

- Governance structures for agile contracts
- Roles and responsibilities in adaptive oversight
- Decision-making authority and escalation paths
- Documentation and audit trails
- Managing governance across multiple iterations
- Case Study: Governance failures in adaptive contracts

Module 8: Performance Management and KPIs

- Defining agile performance indicators
- Monitoring progress through iterations and sprints
- Managing service levels and deliverables
- Using data and dashboards for oversight
- Linking performance to payments
- Case Study: KPI-driven contract performance improvement

Module 9: Risk Management in Agile Contracts

- Identifying risks in adaptive procurement
- Shared risk and reward mechanisms
- Managing uncertainty and change
- Contractual safeguards and controls
- Continuous risk monitoring
- Case Study: Risk-sharing models in public contracts

Module 10: Payment and Incentive Mechanisms

- Performance-based payment structures
- Milestone and iteration-based payments
- Incentives for innovation and quality delivery
- Managing cost control and budget predictability
- Preventing misuse of flexible payments
- Case Study: Incentive-based payments improving delivery outcomes

Module 11: Change Management and Contract Adaptation

- Managing scope evolution legally and transparently
- Change control mechanisms in agile contracts
- Documentation and approval processes
- Stakeholder communication during change
- Maintaining compliance during adaptations
- Case Study: Contract variation management in agile projects

Module 12: Legal and Ethical Considerations

- Legal risks in flexible contracting
- Ethical procurement and fairness principles
- Conflict of interest management
- Data protection and confidentiality clauses
- Dispute resolution mechanisms
- Case Study: Legal challenges in adaptive procurement

Module 13: Digital and IT Contracting

- Agile contracting for digital transformation projects
- Managing software development and services contracts
- Intellectual property considerations
- Cybersecurity and data governance clauses
- Managing vendor ecosystems
- Case Study: Agile contracting for e-government platforms

Module 14: Capacity Building and Institutionalization

- Building agile procurement skills and competencies
- Change management within public institutions
- Updating policies, templates, and guidelines
- Leadership and cultural transformation
- Measuring organizational maturity
- Case Study: Institutional adoption of agile contracting

Module 15: Scaling and Sustaining Agile Contracting

- Developing organizational roadmaps for scale
- Integrating agile contracting into procurement strategies
- Continuous improvement and learning mechanisms
- Cross-agency collaboration and standardization
- Long-term monitoring and evaluation
- Case Study: National rollout of agile contracting reforms

Training Methodology

- Instructor-led presentations and guided discussions
- Practical group exercises and simulations
- Real-world public sector case study analysis
- Role-playing procurement and contract scenarios
- Workshops using templates and contract tools
- Action plan development and peer feedback

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.
f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

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