



PROCUREMENT AND MATERIALS MANAGEMENT

Local Content Development in Procurement and Contracting

3 day course

Classroom, online or in-house

Course overview

Local content commitments are made at licence stage by people who will not be running the procurement, and are then met on paper by awarding to a local intermediary who subcontracts the work straight back out. This course covers delivering the intent. Delegates work through the policy and licence obligations that apply, translating a percentage commitment into category level sourcing decisions, and honest assessment of which requirements local suppliers can actually meet today. Supplier development follows: what a capable local supplier needs to become a credible bidder, and the time it takes. Contract structure is covered, including lotting, subcontracting requirements and the fronting arrangements that defeat the policy. Measurement and verification are addressed, since a spend percentage says nothing about value retained locally. The course closes on reporting to regulators.

What you will learn

- Translate a licence level commitment into category sourcing decisions
- Assess honestly what local suppliers can meet today
- Develop local suppliers into credible bidders over a realistic timescale
- Structure lots and subcontracting so work stays local
- Recognise and prevent fronting arrangements
- Measure value retained locally rather than spend placed
- Report to regulators in a way that withstands verification

Who should attend

- Procurement and contracts managers in resources, energy and infrastructure
- Local content and community relations officers
- Supply chain policy and compliance specialists
- Project managers responsible for local content reporting
- Government local content monitoring officers

Course outline

- 01 Commitments made by people who will not procure
- 02 Policy and licence obligations
- 03 From percentage commitment to category decisions
- 04 What local suppliers can actually meet
- 05 Supplier development and realistic timescales
- 06 Lotting and subcontracting requirements
- 07 Fronting and how it defeats the policy
- 08 Measurement, verification and regulatory reporting

Upcoming dates

Dates	Venue	Format	Fee per delegate
30 September to 2 October 2026	Port Louis, Mauritius	Classroom	USD 995
21 to 23 October 2026	Johannesburg, South Africa	Classroom	R14,950
16 to 18 December 2026	Online	Online	R6,500
21 to 23 December 2026	Durban, South Africa	Classroom	R14,950



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | info@afriscience.co.za | Pretoria, Gauteng, South Africa