



Making Your Statements of Work *Work Better*

What You'll Learn

You'll learn how to draft a statement of work (SOW) built around outcomes, results, outputs, and solutions rather than activities and efforts. You'll discover the best way to handle and properly document supplier assumptions. You'll hear about risk allocation and mitigation techniques to reduce your exposure. In addition, principles for determining what goes in the SOW and what goes in the underlying agreement will be presented (along with a customizable checklist). Finally, you'll understand how a poorly drafted SOW will haunt you long after it has been signed (and how to prevent this from happening to you!).

Should You Attend?

If you review, negotiate, draft, or sign SOWs and want to improve their effectiveness, this Workshop is for you.

Skills, Tips, and Insights You'll Leave With

- How to improve supplier accountability
- How to avoid common drafting mistakes
- How to enhance your negotiation position
- How to use rolling estoppel to avoid supplier surprises
- How to develop better, more comprehensive requirements
- How to identify and avoid key words that shift the performance risk to customers

Included Templates and Documents

- Sample provisions that should be in every SOW
- A list of words and phrases that increase performance risk
- A SOW negotiation tool – Customer SOW goals v. Supplier SOW goals
- A checklist of which provisions belong in the agreement and which ones belong in the SOW

Workshop Length and Delivery Model

1.5 days of live training conducted at your site...at your convenience

No Hagggle/No Hassel Pricing

\$14,500 USD for continental US sites (all travel and other expenses included); contact us for pricing outside of the continental US

Contact Us Today to Schedule This Workshop at Your Site

Ph: 844-443-6678

Email: info@4degreesnorth.com