

OPERATIONS & DELIVERY — MODULE 17

Contract Audit Checklist

Review any supplier contract and identify negotiation opportunities.

Name:	Date:
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Supplier	Contract End Date

Current Terms

Element	Current Terms	Better Terms Achievable?	Action
Trade margin (%)			
Payment terms			
Training provision			
Marketing support			
Stock terms (SOR, consignment)			
Minimum order values			
Contract length			
Exit/break clause			

TOP 3 RENEGOTIATION PRIORITIES

COMMERCIAL JUSTIFICATION FOR RENEGOTIATION