Commercial Offer

With value-added optional items

Good Spending

Practical Intelligence for Better Decisions

Sergii Dovgalenko, FCIPS

Independent procurement and process automation consultant, CIPS Tutor (Direct Associate)

I deliver in-depth practical training and workshops, CIPS certification and skills curriculum

23+ yrs

🏅 Supply chain Practical experience

360°

🔎 Full scope of Procurement and Supply Management trainings and workshops

CIPS

🎓 Applied CIPS standards and best practice

🧠 **Practitioner • Tutor • Researcher • Developer**

PROFILE AT A GLANCE

https://www.goodspending.com/about-me
https://www.linkedin.com/in/sergiidovgalenko/

⭐ 23+ years in procurement, sourcing, contracts, and governance-heavy environments
🎓 Chartered Fellow and Direct Associate (Tutor) of the Chartered Institute of Procurement & Supply
📚 Procurement book author, researcher, and blogger
🤖 Microsoft Power Automate and AI practitioner

CIPS
Chartered Institute of Procurement & Supply

This is to certify that:

Sergii Dovgalenko

has been licensed as a tutor to deliver teaching and learning on behalf of the Chartered Institute of Procurement and Supply

Valid to: **Date**

Ian Scholar
Head of Teaching and Learning

Chartered Institute of Procurement & Supply
Easton House, Easton on the Hill,
Stamford, PE9 3NZ, UK

Duncan Brock
Group Director

Chartered Institute of Procurement & Supply
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licence

Commercial Offer

Initial Gap Assessments (Optional)	Duration	Cost	
Staff assessment as per CIPS Global Standard (staff skill-gap analysis) https://www.cips.org/intelligence-hub/global-standard-for-procurement-supply	3 hours/person	$240	includes an interview, personal scoring, and report
Training program recommendation based on assessment outcomes		Included	for the group but detailed to individuals
Basic SCM courses	1 day = 6 hours + 2 breaks		
Supply Chain strategy and operating model	1 day	$800	
SCM Advanced (ex. Inventory Management)	2 days	$1 600	
Category management	2 days	$1 600	
Strategic sourcing	2 days	$1 600	
Supplier Relationship Management (SRM) and Supplier Performance Management (SPM)+ Contract Management	2 days	$1 600	
Procure-2-Pay and Benefit Management	1 day	$800	
Inventory Management Fundamentals	1 day	$800	
Logistics	1 day	$800	
Optional courses			
Kraljic Matrix in Category Management and Strategic Sourcing	1 day	$800	
Stakeholder management and cross-functional coordination	1 day	$800	
Technology (IT) Procurement (my personal course for CIPS UK)	2 days	$1 600	
Value-based Procurement	1 day	$800	
Digital Transformation of Procurement	1 day	$800	
Skills courses			
Practical EPC Contracts workshop (ex FIDIC) + Supplier Management in EPC	2 days	$1 600	
AI in Procurement (LLMs/Prompts, Data and Statistical Models)	1 day	$800	
AI-enabled Process Automation in Microsoft 365 (Power Apps + AI Builder)	2 days	$1 600	
Team Leadership and Management Fundamentals	1 day	$800	
Negotiations (Behavioural Theory + Prospect Theory + Game Theory)	1 day	$800	

Commercial Terms

- **Delivery format:** Online (default) / In-person (optional)
- **Online delivery daily rate:** USD 800 (online, excl. local taxes)
  - **In-person delivery**
    - Either:
      Actual travel cost (air + hotel) + USD 80 per diem
    - OR:
      Fixed surcharge of **20% of the total training cost**
- **Volume discount: 10% discount on the daily rate** for contracted commitments of 10+ training days
- **Payment terms**
  - 50% advance
  - 50% upon delivery (or milestone-based, by agreement)
- **Group size:** Recommended ≤12 participants
- **Contracting entity**

Services provided via a Ukrainian-registered Private Entrepreneur (CIPS UK contractor since 2021 with USD/EUR/GBP business IBAN accounts)

Microsoft 365 environment, AI tools, and GPT components are optional and subject to Client IT approval.

Optional items

Optional Competence Assessment

Service	Deliverables	Time estimate
Competence assessment as per the Framework "CIPS Global Standard for Procurement and Supply Management."	• Online interview with each employee subjected to the evaluation • Interview report with marks on 11 groups of criteria • Recommendation for the group of employees as to the competence development • Online meeting with the Customer to discuss the assessment results.	3 hours per employee

	Infrastructure Pillar			Process Pillar			Performance Pillar		People Development Pillar		
	Position and Influence	*External Environment*	*Technology*	*Spend management*	*Contracting*	*Sourcing*	*Delivering outcomes*	*Metrics and measurement*	*Developing Individuals and Teams*	*Developing Self and Professional Skills*	*Ethics*
Employee 1	3,5	4,0	1,8	5,0	2,8	3,5	2,8	2,5	3,3	2,5	2,0

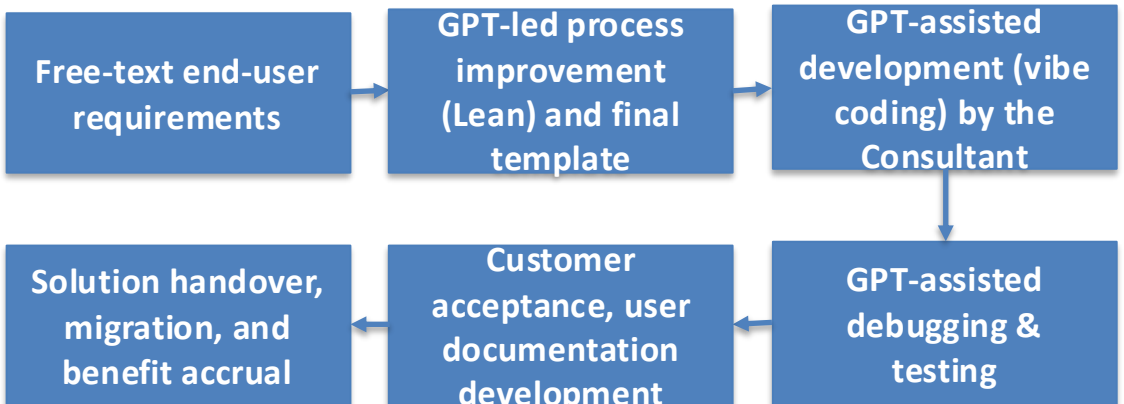
Range	Level
0 - 0.99	N/A
1.0 - 1.99	Tactical
2.0 - 2.99	Operational
3.0 - 3.99	Managerial
4.0 - 4.99	Professional
5.0 - 6.0	Advanced Professional

CIPS Level	3	4	5	6	MCIPS, FCIPS
Position	Jr. Buyer, Controller	Buyer, engineer, specialist	Sr. Buyer, Lead Buyer, Sourcing manager	Category manager, Sr. Manager	Head, VP
Competencies	Tactical	Operational	Managerial	Professional	Advanced Professional
1. Position and Influence of Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
1.1. Understanding the Role of Procurement and Supply	N/A				
1.2. Apply Procedures that Regulate Procurement and Supply	N/A				
1.3. Advising Stakeholders on the Role of Procurement and Supply		N/A			
1.4. Improving the Role of Procurement and Supply within the Organisation		2,5			
1.5. Developing Supply Chain Management			3,0		
1.6. Leading the Procurement and Supply Function				N/A	
1.7. Developing the Strategy for Procurement and Supply within the Organisation				N/A	
1.8. Building Strategic Relationships with Stakeholders					5,0
2. External Environment in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
2.1. Recognise the Different Sectors of Procurement and Supply	N/A				
2.2. Recognise the Importance of the External Environment on Procurement and Supply	N/A				
2.3. Understanding Market Management in Procurement and Supply		2,5			
2.4. The Impact of Globalisation on Supply Chains			N/A		
2.5. Contexts of Supply Chain Management				4,0	
2.6. Managing the Challenges of Global Supply Chains				N/A	
2.7. Strategy in the Organisation and its Supply Chain					N/A
2.8. Finance in the Organisation and its Supply Chain					5,5
3. Technology in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
3.1. Understanding Systems for Procurement and Supply	1,5				
3.2. Using Systems for Procurement and Supply		2,0			
3.3. Developing Systems for Procurement and Supply			N/A		
3.4. Develop the Use of Technology for Effective Procurement and Supply Chain Management				N/A	
3.5. Improving Systems Capabilities for Supply Chain Management					N/A
3.6. Improving Data Integrity in Supply Chains					N/A
4. Spend Management in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
4.1. Effective Purchasing Practice	N/A				
4.2. Effective Inventory Control	N/A				
4.3. Effective Logistics Control	N/A				
4.4. Controlling Expenditures on Goods and Services		N/A			
4.5. Category Management			N/A		
4.6. Improving the Roles of Procurement and Supply within the Organisation				N/A	
4.7. Developing Operational Expertise in Procurement					5,0
4.8. Developing Organisational Expertise in Category Management					5,0
5. Contracting	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
5.1. Contract administration	N/A				
5.2. Developing Contracts with Suppliers		N/A			
5.3. Specifying Goods and Services		2,5			
5.4. Legal Aspects of Procurement and Supply			N/A		
5.5. Managing Contractual Risks			3,0		
5.6. Contracting for Major Programs and Projects				N/A	
5.7. Leading Improvements in Contracting Practice					N/A
6. Sourcing in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
6.1. The Stages of a Sourcing Process	N/A				
6.2. Effective Tendering	N/A				
6.3. Effective Communication in Procurement and Supply	N/A				
6.4. Sourcing Processes and Systems in Procurement and Supply		N/A			
6.5. Conducting Supplier Appraisal		N/A			
6.6. Effective Negotiation in Procurement and Supply		N/A			
6.7. Strategic Sourcing			3,5		
6.8. Developing Outsourcing			N/A		
6.9. Developing Global Sourcing				N/A	
6.10. Evaluating and Advising on Risks in Strategic Procurement and Supply					N/A
7. Delivering Outcomes in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
7.1. Delivering Value in Procurement and Supply	N/A				
7.2. Effective Expediting in Procurement and Supply	N/A				
7.3. Achieving Competitive Pricing in Procurement and Supply	N/A				
7.4. Achieving Added Value Outcomes in Procurement and Supply		2,5			
7.5. Effective Contract Management in Procurement and Supply		2,5			
7.6. Achieving Effective Supply Chain Management			3,5		
7.7. Achieving Supply Chain Improvements				N/A	
7.8. Applying Improvement Methodologies for the Supply Chain					N/A
8. Metrics and Measurements in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
8.1. Delivering Value	N/A				
8.2. Measuring Operational Performance of the Procurement and Supply Function		2,5			
8.3. Measuring the Performance of Contracts		2,0			
8.4. Managing Risks in Procurement and Supply			3,0		
8.5. Measuring and Developing Performance in the Supply Chain			N/A		
8.6. Developing the Performance of the Procurement and Supply Chain Function				N/A	
8.7. Developing Metrics for the Supply Chain					N/A
9. Developing Individuals and Teams in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
9.1. People in Procurement and Supply	N/A				
9.2. Teams in Procurement and Supply	N/A				
9.3. Working with Stakeholders in Procurement and Supply		2,5			
9.4. Developing the Capabilities of Individuals in Procurement and Supply			3,0		
9.5. Motivating Individuals in Procurement and Supply			N/A		
9.6. Developing the Capabilities of Teams in Procurement and Supply			3,0		
9.7. Effective Leaders for Procurement and Supply Chain Management				N/A	
9.8. Leading and Influencing Stakeholders in Procurement and Supply				4,5	
9.9. Championing Culture Change					N/A
9.10. Managing Ambiguity in Procurement and Supply					N/A
10. Developing Self and Personal Skills in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
10.1. Develop Your Capabilities for Procurement and Supply	N/A				
10.2. Develop Your Capabilities for Procurement and Supply		2,0			
10.3. Develop Your Capabilities to Manage Procurement and Supply			3,0		
10.4. Develop Your Capabilities to Lead Procurement and Supply				N/A	
10.5. Strategic Leadership in Procurement					N/A
11. Ethics in Procurement and Supply	*Explain*	*Advise*	*Contribute*	*Lead*	*Design*
11.1. Maintaining Ethical and Sustainable Procurement and Supply	N/A				
11.2. Developing Approaches for Ethical and Sustainable Procurement and Supply		N/A			
11.4. Achieving Ethical and Sustainable Sourcing		2,0			
11.4. Managing Ethical and Sustainable Practice in Procurement and Supply			N/A		
11.5. Leading Ethical and Sustainable Practice in Procurement and Supply				N/A	
11.6. Establishing Strategic, Ethical and Sustainable Procurement and Supply					N/A

End user-defined GPT-shaped automated workflows that make practical sense.

CHALLENGE

- A customer spots that any business process around them requires optimisation and automation.
- Software vendors cannot afford to solve customers' niche problems other than by including them in the next edition of the mass software release (not guaranteed).
- A customer doesn't want to wait for the corporate digital transformation project – no time, budget, resources or all of those. They want simple, quick, inexpensive, and plug-and-play solutions to improve everyday business process efficiency.
- Any such solution must be secure and acceptable to the IT department and easy to use.
- Such a solution must demonstrate its benefits to any concerned party.



SOLUTION

- A customer briefly describes a legacy process and formulates a free-text automation requirement for the custom GPT.
- A custom GPT prepares a standardised lean-optimised solution description to be approved by the client before automation. IT may review and accept/edit it, as well.
- A solution is based on a familiar and readily-available Microsoft 365 ecosystem (Power Apps, SharePoint, Outlook, Teams) with its embedded AI tools (AI Builder).
- Data security and governance are not compromised, as no third party enters the corporate IT environment.
- Based on the customer's internally approved solution, the Consultant prepares the automation-first Power App solution, with AI functionality, only if required and acceptable for a customer.
- The Consultant hands over the Power App portable "managed" solution (zip file with the solution description and user instructions), which the end-user can implement or ask the IT to, and start using in minutes.
- **Power Apps naturally track time and cost savings**, which the end user can report as additional benefits.
- Each workflow includes an audit trail of critical artefacts and evidence.

2-3 weeks from an idea to the benefits

Proposed commercial model (with demo rates)

Scenario 1: Cash payment

Typical estimate

1. GPT-assisted process analysis, improvement, and standardized definition: $500 fixed fee (GPT execution)
2. Process analysis, end-user interview and final process sign-off: 4 hours x $100 = $400
3. Solution development: 20 hours x $100 = $2,000
4. Debugging and testing: 10 hours x $100 = $1,000
5. Acceptance and user documentation: 4 hours x $100 = $400

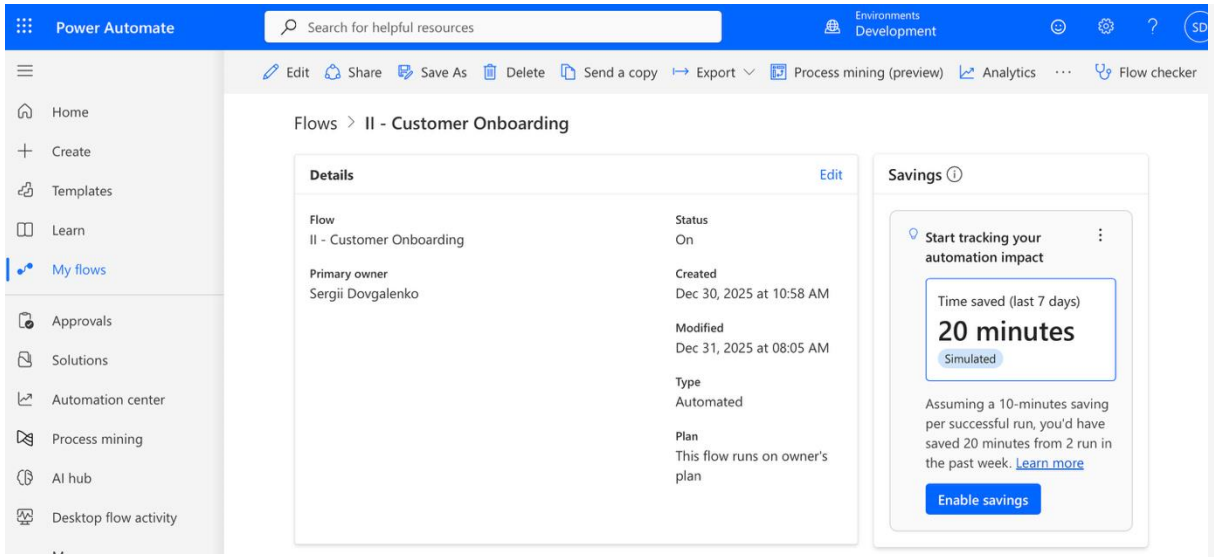
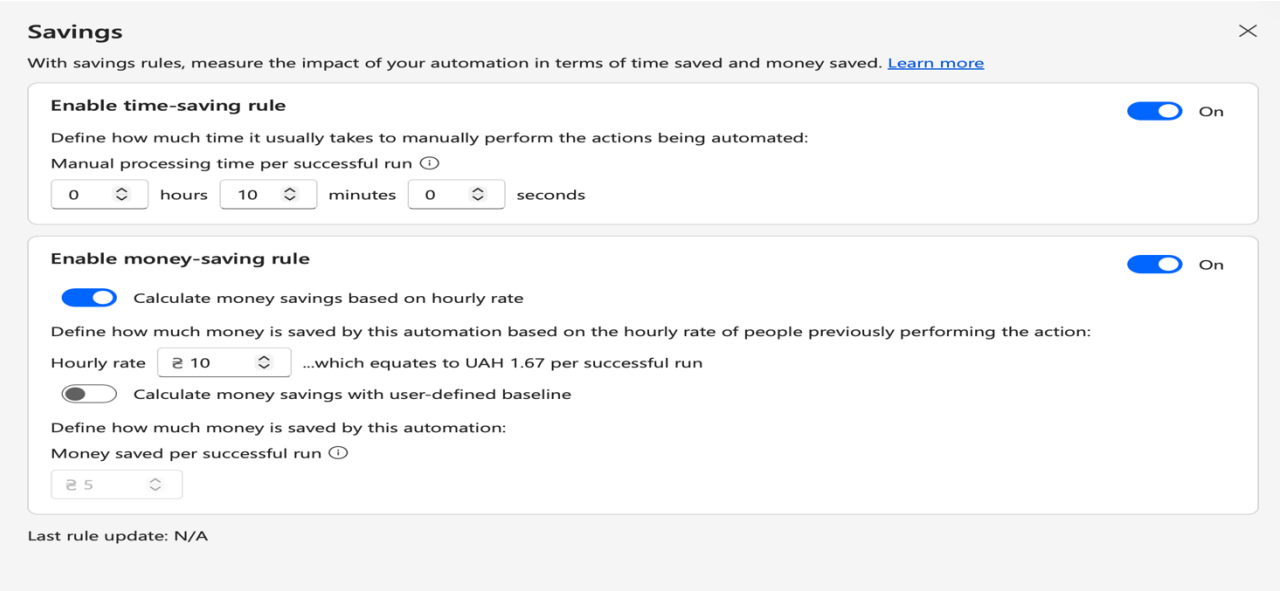
TOTAL: $4,300 (one-off) **+ 20% annually** (bugfixes and updates/improvements).

Scenario 2: Savings share*

Typical estimate

1. Time savings per flow run (agreed with the Client) = 10 min
2. Flow runs per day = 5
3. Flow runs per annum = 250 w.d. x 5 = 1,250
4. Total time savings = 12,500 min = 208,33 hours
5. Average hourly rate of back-office staff = $30
6. Savings share = 50%/50%

TOTAL: ($3,125 + 20%) annually (bugfixes and updates/ improvements, billed quarterly, based on Power App flow stats)

* Savings assumptions and measurement methodology to be agreed and documented prior to delivery.

Client is responsible for providing Microsoft 365 licenses, including Outlook, Teams, Power Apps, SharePoint, AI Builder/Copilot Studio