

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Total Cost of Ownership Analysis

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

The lowest purchase price is often not the lowest cost. This course teaches total cost of ownership analysis: identifying acquisition, operating, maintenance, risk and end-of-life costs, building TCO models, comparing options, using TCO in tenders and negotiations, and communicating TCO results to stakeholders.

Decisions based on price alone can be expensive over the life of an asset or contract. You will learn to make decisions on total cost.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

TCO modelling exercises, case studies of equipment and service purchases, tender evaluation practice.

Course objectives

By the end of this course, participants will be able to:
• Explain total cost of ownership concepts
• Identify cost elements across the life cycle
• Build TCO models in spreadsheets
• Compare supplier and product options
• Use TCO in tender evaluation and negotiation
• Communicate TCO results

Target audience

This course is suitable for:
• Procurement and category managers
• Engineers and asset managers
• Finance analysts
• Project managers
• Fleet and facilities managers



Course content

Target competencies

Participants will develop competencies in:

- Cost modelling
- Life cycle analysis
- Option comparison
- Tender evaluation
- Communication

Course outline

Day 1: TCO Concepts

09:00–10:08	Price versus cost
10:08–11:00	Life cycle costs
11:00–11:30	**Coffee break**
11:30–11:45	Life cycle costs (continued)
11:45–12:53	Applications
12:53–14:00	Exercise

Day 2: Cost Elements

09:00–10:08	Acquisition costs
10:08–11:00	Operating and maintenance costs
11:00–11:30	**Coffee break**
11:30–11:45	Operating and maintenance costs (continued)
11:45–12:53	Risk and disposal
12:53–14:00	Workshop

Day 3: Building Models

09:00–10:08	Data gathering
10:08–11:00	Spreadsheet models
11:00–11:30	**Coffee break**



Course content

11:30–11:45	Spreadsheet models (continued)
11:45–12:53	Discounting
12:53–14:00	Hands-on

Day 4: Using TCO

09:00–10:08	Tender evaluation
10:08–11:00	Negotiation
11:00–11:30	**Coffee break**
11:30–11:45	Negotiation (continued)
11:45–12:53	Supplier collaboration
12:53–14:00	Case study

Day 5: Communicating

09:00–10:08	Presenting results
10:08–11:00	Sensitivity
11:00–11:30	**Coffee break**
11:30–11:45	Sensitivity (continued)
11:45–12:53	Embedding TCO
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in GBP, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (GBP)
London Confirmed dates	16 Nov 2026	20 Nov 2026	**£2,450.–**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**£1,250.–**
Vienna Confirmed dates	30 Nov 2026	4 Dec 2026	**£2,940.–**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**£1,250.–**
Dubai Confirmed dates	4 Jan 2027	8 Jan 2027	**£3,150.–**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**£1,250.–**
Rome Confirmed dates	25 Jan 2027	29 Jan 2027	**£2,450.–**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**£1,250.–**
Cape Town Confirmed dates	15 Feb 2027	19 Feb 2027	**£1,890.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**£1,250.–**
Paris Confirmed dates	8 Mar 2027	12 Mar 2027	**£2,860.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**£1,250.–**
Rome Confirmed dates	22 Mar 2027	26 Mar 2027	**£2,450.–**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**£1,250.–**
Frankfurt Confirmed dates	12 Apr 2027	16 Apr 2027	**£2,650.–**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**£1,250.–**
Dubai Confirmed dates	3 May 2027	7 May 2027	**£3,150.–**
Online Confirmed dates	3 May 2027	7 May 2027	**£1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Istanbul Confirmed dates	24 May 2027	28 May 2027	**£2,650.-**
Online Confirmed dates	24 May 2027	28 May 2027	**£1,250.-**
Dubai Confirmed dates	14 Jun 2027	18 Jun 2027	**£3,150.-**
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**£1,250.-**
Barcelona Confirmed dates	28 Jun 2027	2 Jul 2027	**£2,840.-**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**£1,250.-**
Rome Confirmed dates	19 Jul 2027	23 Jul 2027	**£2,450.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**£1,250.-**
Vienna Confirmed dates	9 Aug 2027	13 Aug 2027	**£2,940.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**£1,250.-**
Cape Town Confirmed dates	30 Aug 2027	3 Sept 2027	**£1,890.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**£1,250.-**
Barcelona Confirmed dates	20 Sept 2027	24 Sept 2027	**£2,840.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**£1,250.-**
Cape Town Confirmed dates	4 Oct 2027	8 Oct 2027	**£1,890.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**£1,250.-**
Kuala Lumpur Confirmed dates	25 Oct 2027	29 Oct 2027	**£1,450.-**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**£1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (GBP)
London Confirmed dates	15 Nov 2027	19 Nov 2027	**£2,450.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**£1,250.-**
Amsterdam Confirmed dates	6 Dec 2027	10 Dec 2027	**£2,540.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**£1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon UK certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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