

## Procurement (Procedures, Tenders, Bids) and Contract Management (7<sup>th</sup> Edition)

11-14 June, 2019 – The Galaxy Club, Bangalore

### Objectives & Benefits for Participating organisations

- The program helps you to align your procurement strategies with management expectations and to identify actionable points, which can have an immediate effect on improving the performance of the organization in the short term, & are consistent with strategic imperatives in the long term.
- The program brings out a new way of looking at the procurement functions & processes involved.
- The program focuses on how your organization can minimize its exposure to risk, reduce costs and the potential for disputes by discussing the **key aspects of understanding, drafting and negotiating contracts of all types—works, goods and services.**
- The program features how to monitor & manage performance failures and provides tools, tips & techniques on effective resolution of disputes to minimize costs and reputational risk exposure to your organization
- Ensure maximum efficiency and economy as well as to maintain competitiveness and transparency through contract administration.
- Evaluate Supplier Performance, your requirements and the Market price and competition for Contract termination/renewal decision.
- Protect your company from undue price increases.
- Improve risk management.
- Map and improve processes.
- Facilitating pre & post contract management.

### Who should Attend

CEOs & CFOs, Heads of Procurement, Purchasing & Supply Managers, Finance & Accounts Managers, Contract Managers, Procurement Managers, Business Development Managers, Operation Managers, Project Managers, Commercial Managers, Auditors & Supply Controllers, Administrative Officers, All Managers involved in Purchasing Operations in PSUs, Defence, Railways, CPWD, Health, Aviation, Telecom, Construction and other Central & State Govt. Departments., Managers of Finance, Stores & Purchase from Municipalities, Hospitals, School Boards & Academic Institutions.

### Our Recent Participating Organisations

Container Corporation of India, Indian Railways, Rites Ltd., RailTel Corporation of India Ltd.	National Highways & Infrastructure Development Corporation Ltd
Cochin Shipyards Ltd	MSTC Ltd
Western Coalfields Ltd, Eastern Coalfields Limited, Mahanadi Coalfields Limited, Central Mine Planning & Design Institute Limited	Bayer Seeds Private Limited, Bayer CropScience Limited, Bayer BioScience Private Limited, Bayer Vapi Private Limited
Mangalore Refinery and Petrochemicals Ltd	Maharashtra Industrial Development Corporation
IFCI Limited	NLC India Limited
The New India Assurance Co. Ltd	Directorate of Industries, Pune Region
Security Paper Mill, India Government Mint	NETAFIM Irrigation India Pvt. Ltd
State Bank of India, Syndicate Bank, Canara Bank	Jaipuria Institute of Management
GAIL	Mytrah N4 Electric Pvt. Ltd.
Ministry of Skill Development And Entrepreneurship	Employees Provident Fund Organisation
Goods And Services Tax Network	Power Finance Corporation Ltd
Ministry of Finance, Department of Expenditure	National Cooperative Development Corporation
MOIL Limited	United India Insurance Co. Ltd.
Bharat Dynamics Ltd.	Steel Authority of India Ltd
Hindustan Petroleum Corporation Limited	Glassco Laboratory Equipments Pvt. Ltd.
Power Grid Corporation of India Limited	National High Speed Rail Corporation Ltd.
NMDC Limited	Agriculture Insurance Company of India Ltd
Unique Identification Authority of India (UIDAI)	Rashtriya Chemicals & Fertilizers Ltd

✓ **Participants feedback & their experience sharing is incorporated in the program brochure attachments.**

### PROGRAM HIGHLIGHTS

- Dedicated four days packed with interactive sessions comprising slide shows, study material and experience sharing etc.
- A certificate of Participation will be awarded to the participants after the successful completion of the program by IICA.

### PROGRAM CHARGES & VENUE

**Venue:** The Galaxy Club  
Brigade Gateway,  
26/1 Dr. Rajkumar Rd., Malleswaram West,  
Bangalore – 560 055

**Non Residential Fee – Rs.37,760/- (Rs.32,000/- plus 18% GST)**

- 5% discount for minimum two attendees from one organization
- 10% discount for minimum three attendees or more from one organization

### For Programme Related queries:-

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### For Queries Regarding In-Company Programme

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