

Virtual (Online) Capacity Building Programme: (15th Edition)

*“Procurement (Policy & Procedures based on GFR, GeM & E-Procurement)
and Contract Management for Good Governance:
Challenges in Implementation”*

27 April, 2021 - 8 May, 2021 (11 Webinars)

About Indian Institute of Corporate Affairs

Indian Institute of Corporate Affairs (www.iica.nic.in) is a 21st century unique world class institution established by the **Ministry of Corporate Affairs, Government of India**. Its aim is to provide holistic treatment of all issues that impact corporate functioning to help today's business and shape tomorrow's. **The Hon'ble Minister of State for Finance & Corporate Affairs is the President of IICA. Secretary, Ministry of Corporate Affairs is the Chairperson of the Board of Governors**, which has many eminent personalities. The state-of-the-art campus of IICA is located at IMT Manesar, Dist. Gurugram, Haryana.

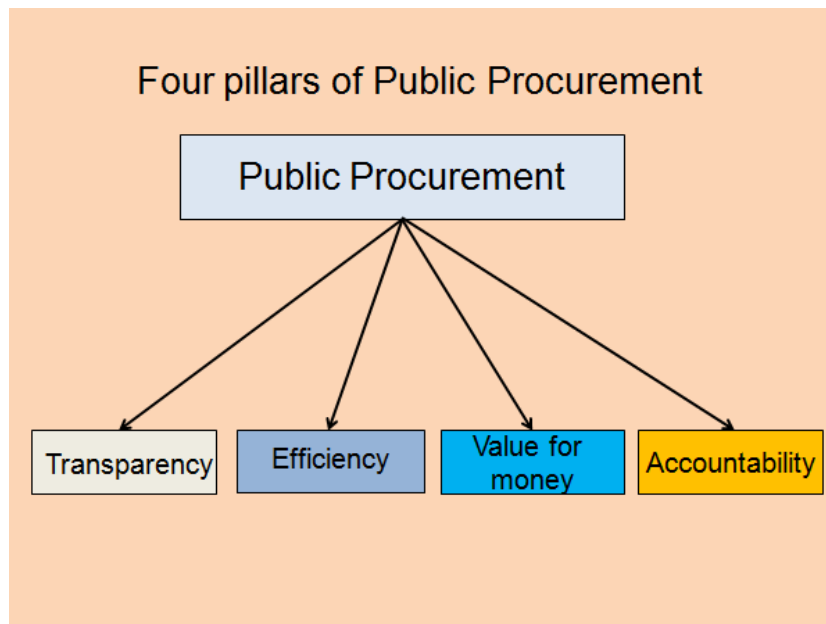
The **Centre for MSME**, an integral part of **Indian Institute of Corporate Affairs (IICA)**, has been established to foster understanding of the regulatory framework, encourage innovative responses to business environments and focus on all other relevant issues affecting the MSMEs. It enables capacity building through training and interactions such as seminars and workshops, engages in documentation and research on MSMEs practices, encourages cluster development initiatives and uses its pivotal crosscutting position to create synergy among various facets of the MSME sector.

About the Capacity Building Program

Exclusive Virtual (Online) Training: As our professional lives shift online, IICA is here to ensure your professional development is not interrupted. We are conducting virtual/online instructor-led courses to maximize your learning. You will experience interactive learning led by subject-matter experts to give you in depth knowledge of topics relevant to Procurement Procedures, Policies and Contract Management. Training details, schedule and costing is already mentioned in the detailed program outline.

Procurement has always been a vital function of the governments and large amounts are spent in public procurement by the Central & State governments, municipal and other local bodies, statutory corporations and State-Owned Enterprises (SOE) in India. The procurement of goods, works and services is very vast both in terms of variety & volume. Considering the size of the country, the number of procurement entities as well as products / service categories, the task is highly onerous and challenges are multifarious. These challenges need to be addressed.

In India, Public buying procedures and policy instructions are based on the **General Financial Rules (GFR)** of the Dept. of expenditure, Ministry of Finance, Government of India. The General Financial Rules have been amended in March 2017 and Rule 149 has also been introduced in this regard. These are a compendium of general provisions to be followed by all offices of Government of India while dealing with matters of the financial nature.



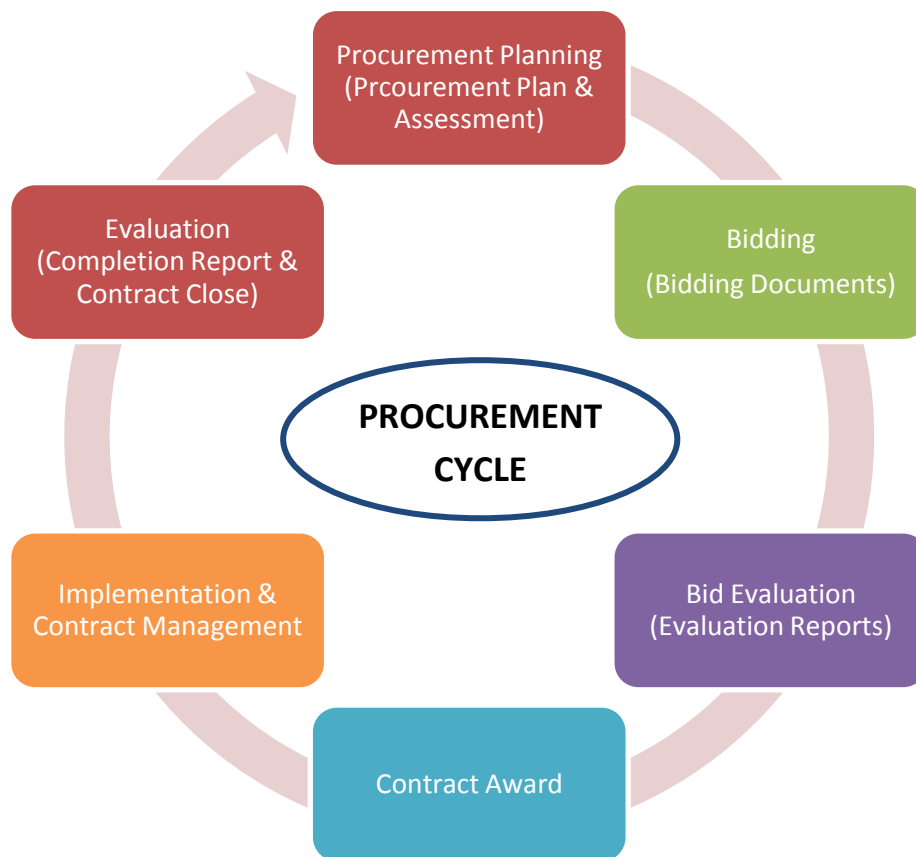
India is a large country and has a very large public institutions / bodies at national & state level besides PSUs and other autonomous organizations. Public bodies are involved in construction of roads, canals, hospitals, bridges, schools, government buildings / offices etc. The procurement of goods vary for Defence, Railways, Health, Paramilitary forces etc. and the range are enormous.

Procurement has become a specialized function in the era of globalization. The changing business environment calls for efficient, responsive and transparent purchase procedures. Today the world class organizations talk about the dedicated suppliers and emphasize on need of an efficient, transparent and effective supply chain management.

India spends up-to 20% of its GDP on Public Procurement, with some government departments earmarking as much as 50% of their annual budgets for such expenditure. In the manufacturing sector, the cost of material is sometimes up to 65% - 70% of the product cost and the quality of the finished product is heavily dependent upon the quality of material purchased, hence the impact of the procurement functions on cash flow & profitability is very high.

Sound Public Procurement policies and practices are among the essential elements of Good Governance, significantly impact the economy by generating demand and consumption, promote local industry and improve SMEs access to public procurement. Good practices reduce costs and produce timely results, poor practices lead to wastage of public funds and delays and are often the cause for allegations of corruption and inefficiency. The big question is "How to enhance efficiency & accountability becomes even more important.

Essentially, procurement means timely acquisition, purchase & delivery of goods, works and services at the best possible total cost of ownership to the customer. It includes estimate or indent preparation, tendering, contract management, catalogue management and auction and caters to procurement of all types – works, goods and services.



3 - Cs

<p>Central Vigilance Commission (CVC) Issues guidelines and instructions to curb corruption in PPS – SOP issued by all Govt. Departments and PSUs</p>	<p>Comptroller and Auditor General (CAG) Monitors the deficiency and violations in the procedures and mechanism of PPS</p>	<p>Competition Commission of India (CCI) Regulates competition in PPS – prevents and punishes anti-competitive conduct or practices by Govt. Departments and enterprises</p>
--	---	---

E-procurement - A Fully Digitized Procurement Process

E-procurement increases transparency as well as competition, simplifies and speeds up tendering process, eliminates human error, helps in seamless sharing of information, provides ease of operation and leads to quicker decision. It also facilitates pre and post contract management. A fully digitized Procurement process is imperative for the Government striving to minimize disruptions in delivering the day-to-day necessities to the people. E-Procurement plays the critical role in enabling a digital government. From increasing transparency, value for money, communication, and innovation, E-Procurement not only ensures continuity but can drive value.

- E-Procurement plays the critical role in enabling Digital Procurement Processes and support the entire procurement value chain
 - ✓ Digital requests for quotations
 - ✓ Sourcing to contract negotiations
 - ✓ E-signatures and verification
 - ✓ Supplier risk management
 - ✓ Supplier financial analysis
 - ✓ Procurement risk analysis
 - ✓ Digital procurement network collaboration

Adoption of Government e-Marketplace (GeM) in Procurement

GeM - Government e-Marketplace is the national portal to make public procurement transparent & simple. Conceived by Government of India, GeM is an end-to-end e-commerce platform for procurement of goods & services by Government organizations. GeM offers all modes of procurement (direct purchase, L1, bid & reverse auction) in a paperless and cashless manner. The GeM portal is currently being used by almost all departments/ organizations of Central and State Governments as mandated mandatory by the Government of India.

Key Stakeholders of GeM

Buyers

- Central Govt.
- Central PSUs
- State Govt.
- State PSUs
- Autonomous Bodies

Sellers

- OEMs
- MSE
- Startup
- Authorized Resellers
- Service Providers

With the Central Government Ministries and undertakings buying goods & services of at least Rs.5 lacs to Rs 7 Lacs crore worth of every year, **the big question is "How to enhance efficiency & accountability of public & private sector through "Procurement (Procedures & Contracting), Tenders, Bids & Contract Management"** becomes even more important. Considering the size of the country, the number of procurement entities as well as products / service categories, the task is highly onerous and challenges are multifarious. **India is therefore an important market for Multi-nationals & Foreign Companies looking to engage in new business and diversify into India's potential roadmap of 5 trillion markets for business.**

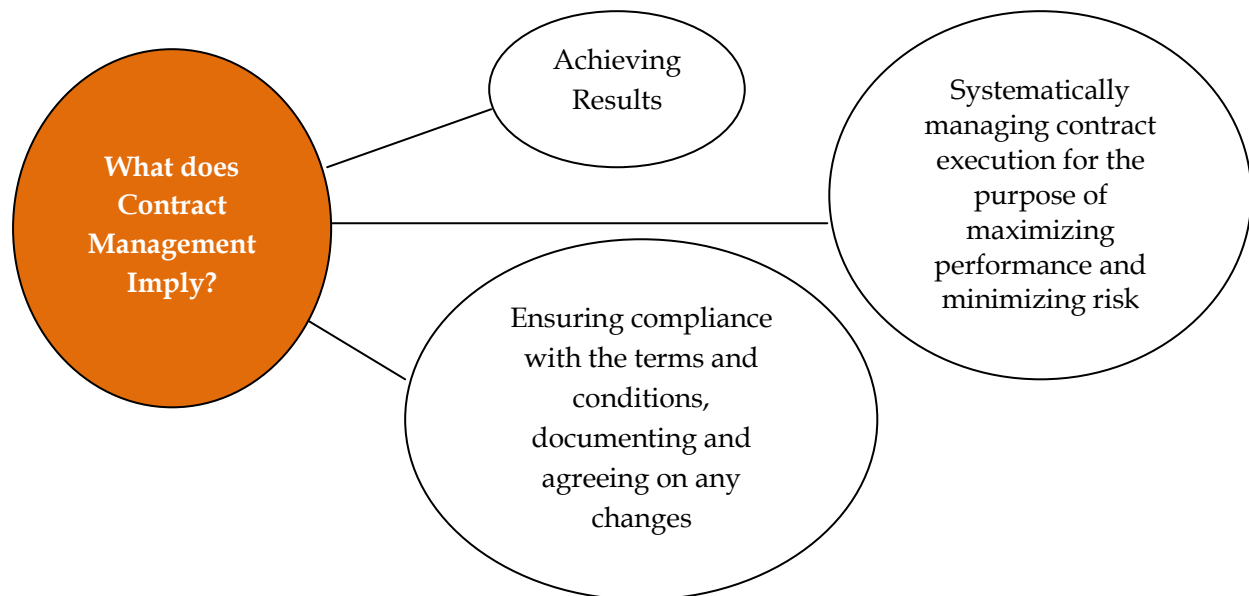
Make in India

\$ 4.8 T opportunity by 2025

\$ 300 B AUTO	\$ 115 B AUTO COMP	\$ 82 B AVIATION	\$ 100 B BIOTECH	\$ 112 B CAPITAL GOODS
\$ 400 B CHEMICAL	\$ 640 B CONSTRUCTION	\$ 130 B DEFENCE	\$ 400 B ELECTRONICS	\$ 320 B FOOD PROG.
\$ 350 B IT & BPM	\$ 30 B LEATHER	\$ 30 B MEDIA & ENT.	\$ 80 B MINING	\$ 110 B OIL & GAS
\$ 55 B PHARMA	\$ 150 B PORTS	\$ 142 B RAILWAYS	\$ 260 B RENEWABLES	\$ 150 B ROADS
\$ 40 B SPACE	\$ 223 B TEXTILES	\$ 125 B THERMAL POWER	\$ 419 B TOURISM/ HOSP.	\$ 7 B WELLNESS

What does Contract Management Imply?

Every contract seems to provide adequate protection when it is negotiated and signed. However, during contract performance, disputes often arise between buying organizations and their suppliers. Not having a good contract management process in place has consequences to both the buying organization and the consuming departments. If no one is managing the performance of the contract, an organization is likely to fail to meet its goals that it had for the project associated with the contract. Such failures may include delayed timelines, cost overruns, and more.



In view of demand from potential organizations/delegates for this program and with a view to clarifying and discussing various important issues that will ensure maximum efficiency & economy in public & private purchasing and to share the best procurement practices and to discuss the critical procurement issues of today and future, **Indian Institute of Corporate Affairs (IICA) is proposing to organize Capacity Building Program on “Procurement (Policy & Procedures based on GFR, GeM & E-Procurement) and Contract Management for Good Governance: Challenges in Implementation” through Intensive Webinar/Online Sessions**, to ensure that:-

- Participants will get the detailed picture of the business environment & policy support & become more aware of the benefits & be better prepared to face them.
- The program will help the participants understand intricacies of the procurement in **PSUs, Railways, Defence, Port Trusts & other Central & State Govt. Departments**.
- Identify & prevent common risks & inherent risks allocated between seller & purchaser & how these risks mitigated.
- Align understanding of the principles for writing contract language that is clear & ideally suited for international procurement situations.
- Drafting effective commercial contracts
- Understanding how the importance of contracts will differ among international suppliers and Improve risk management.
- Navigating Contracts at such times (new-found risks created by COVID-19)
- Strategic negotiation of commercial contracts
- Managing variation and modification of contracts
- Managing breach and termination of contracts
- Negotiating alternative dispute resolution clauses
- Effective risk control measures to minimize legal exposure and avoid disputes

Other Benefits

- **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
- Deliver Capacity building on Contracting Procedures and carrying out Procurement reviews and audit.
- 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.

Learning Objectives

- 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 will help you in improving purchasing operations and suggest effective means for enhancing efficiency & transparency in procurement.
- The program will help you strengthen the performance of your vendor base by enabling them to acquire the skills and capacities to raise the product quality, on-time delivery, improve the working capital besides cost competitiveness.
- The program takes through various scientific methods of vendor rating & capability assessment in order to develop a healthy vendor base which will help you improve your working capital and lead time of your products.
- The program will help you in managing resources effectively, prioritizing work place demands whilst maintaining value for money concepts.
- The program will provide insights about latest developments in Government purchase policies & practices and help you understand various aspects of e-procurement & its underline benefits.
- The program will help the participants understand intricacies of procurement in PSUs, Railways, Defence and other Central & State Govt. Departments.
- The program will equip the participants with required competencies to carry out / supervise commercial / financial evaluations & have an insight on the technical bids.
- The program will provide insights to foresee risks and take informed decision on running high value contracts on a Value for Money (VFM) basis.
- How to Renegotiate Contract in changing scenarios.
- Ensure that Suppliers and / or contractors comply with obligations that have to be performed by them under the contract.
- Identify the document that becomes a legally enforceable part of a contract
- Identify and prevent common risks and inherent risks allocated between Seller and Purchaser and how these risks can be mitigated.
- Reduce the risk of delaying a project by using contract negotiations.
- Learn to write a contract's key legal provisions such as indemnities and limits of liability
- Learn to write a contract's key commercial provisions such as pricing and delivery
- Learn to write a contract's key technical provisions such as specifications and warranties
- Understand how the importance of contracts will differ among international suppliers
- Align understanding of the principles for writing contract language that is clear and ideally suited for international procurement situations

Program Highlights

The program on *“Procurement (Policy & Procedures based on GFR, GeM & E-Procurement) and Contract Management for Good Governance: Challenges in Implementation”* has been divided into 11 modules of 2.5 hours each over two weeks. This program can be conducted **Through - Intensive Webinar / Online Sessions.**

- Dedicated 11 online sessions.
- A certificate of Participation will be awarded to the participants after the successful completion of the program by IICA.

Program Learning Content / Coverage

Webinar (1) -27 April, 2021 (Tuesday)

Timings	Sessions
10:10 am- 10:25 am	Login to IICA BlackBoard Platform
10:25 am - 10: 35 am	Setting the Context & Welcome Remarks by Mr. Rajesh Batra, Head-Centre for MSME and IP&CC - IICA
	Introduction to Government e Marketplace (GeM) <ul style="list-style-type: none">• What is GeM• Evolution of GeM• Benefits to Buyer• How to raise Incident• Buyer Ratings
10:35 am - 1:00 pm (10 minutes break during the webinar)	GeM Procurement Process Registration Process <ul style="list-style-type: none">• Primary User Registration• Secondary User Registration• Buyer• Consignee• DDO/PAO• Sign up to catalogue management and Payments.• How to take timely payments advantages.• How to get timely delivery acceptance Procurement Methods <ul style="list-style-type: none">• Direct Purchase• L1• BD/RA (Tender)• How to Award Creation of CRAC Payment Methods

Webinar (2) -28 April, 2021 (Wednesday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Existing Public Procurement Guidelines - Challenges & Areas of concern <ul style="list-style-type: none">• Fundamental principles of Public Procurement• Financial Prudence• Risk perspective• Intricacies in Government procurement• Trends in procurement procedures• The Process Accelerator : How E-procurement & GeM -Government e-Market Place can bring efficiencies in Government & PSUs
	Present Regularly Framework for Public Procurement <ul style="list-style-type: none">• CVC Guidelines• General Financial Rules (GFR)• Limitations of existing procurement procedures• Preventive Vigilance & Public Procurement

Webinar (3) -29 April, 2021 (Thursday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Drafting of Commercial Contracts <ul style="list-style-type: none">• Essentials of drafting a contract• Importance of structuring contract and legal aspects relating to L/D, B/G, Indemnity, Force Majeure, Dispute Resolution, termination, jurisdiction etc.• Structuring the Agreement• Types of contract (contract of guarantee and indemnity, wagering and contingent)• Review of relevant clauses of the agreement before signature
	Contd... session : Drafting of Commercial Contracts <ul style="list-style-type: none">• Essentials of drafting a contract• Importance of structuring contract and legal aspects relating to L/D, B/G, Indemnity, Force Majeure, Dispute Resolution, termination, jurisdiction etc.• Structuring the Agreement• Types of contract (contract of guarantee and indemnity, wagering and contingent)• Review of relevant clauses of the agreement before signature

Webinar (4) -30 April, 2021 (Friday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Procurement Process <ul style="list-style-type: none">• Procurement planning• Tendering / Bidding process• Risk management at tender stage• Need for dynamic tendering procedures• Strategic decisions• Firm / Variable Price, Price Variation Clause• Determining Qualifying Criteria• Deciding the Mode of Procurement, Bid System, Pre-bid Conference
	Bid documentation and Bid invitation (NIT) <ul style="list-style-type: none">• Basic structure of Tender• General Conditions of Contract (GCC) and Special Conditions of Contract (SCC)• Critical areas in tender documentation
	Make in India & Public Procurement <ul style="list-style-type: none">• Procurement of goods & services from MSMEs & Startups• How Purchase Preference linked with Local Content (PP-LC) encourage suppliers & service providers & add value to goods & services by adopting Make in India

Webinar (5) -1 May, 2021 (Saturday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Contract administration & management <ul style="list-style-type: none">• Ensuring submission of pre-conditions under the contract (BG, PG, Indemnity Bond etc.).• Periodic review and checklist• Indemnification• Insurance• Amendments, addendum• Ensuring fulfillment of contractual obligations including warranty obligations by the supplier• Monitoring of Contract, Termination, extension, waiver, notice for damages etc.• Installation, Testing and Commissioning, Delay analysis• Determination of Purchaser's L/D Claim, Settlement of Price Variation in terms of PVC• Release Performance Security• Breach, Remedy

Webinar (6) -3 May, 2021 (Monday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Navigating Contracts at such times (new-found risks, created by COVID-19) <ul style="list-style-type: none">• Revising & Reviewing Contractual Obligations / SLAs• Issues being faced in performance of existing contracts• Issues in execution of new contracts.• Essential Steps for Navigating Contracts• Contract Negotiation to deliver Value for Money (VFM)• How to Reduce the risk of delaying a project by using contract negotiations• Contract Negotiations steps• How to Renegotiate Contract in changed market forces.• Process for negotiating• Revising & Reviewing Contractual Obligations / SLAs
	Cyber Contracts <ul style="list-style-type: none">• Contracts in the information technology era; importance of E-Contracts; Digital signature and contract formation; Asymmetric key encryption, digital signature certificates; legal issues involved in control of private key

Webinar (7) -4 May, 2021 (Tuesday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Contract Management & issues of Restoring & Regenerating Sourcing & Supply Chain
	Contract termination/renewal decision <ul style="list-style-type: none">• Periodic Review of contract.• Economic evaluation of business Contracts, monitoring the price contracts.• Establish and improve work System for Continuous review and maintenance of all standard documents and evaluate existing contracts• Evaluate Supplier Performance, your requirements and the Market price and competition for Contract termination/renewal decision

Webinar (8) -5 May, 2021 (Wednesday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	EPC (Engineering, Procurement and Construction) Contract <ul style="list-style-type: none">• Issues and Challenges of EPC Contract• Scope of work and technical specifications• Payment and Price• Time;• Cost• Variations• Quality• Assignability and sub-contracting• Reporting

Webinar (9) -6 May, 2021 (Thursday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	E-Auction & Disposal <ul style="list-style-type: none">• Broad E-Auction methodology• Broad parameters under E-Auction<ul style="list-style-type: none">✓ Scale of auction✓ Competition✓ Price uncertainty✓ Standardization• Framing the auction design and the Reserve Price• Steps required to expedite the disposal
	Effective Strategic Procurement Sourcing & Process Management <ul style="list-style-type: none">• KPIs for effective sourcing• Drivers of improved procurement performance• Category Management - Aligning resources, developing a category strategy and engaging stakeholders for successful category management.• Just In Time (JIT)Procurement• EOQ (Economic Order Quantity) concept and its application• Supplier Selection and Relationship Management - Developing relationships during renegotiation, supplier relationship management, the financial impact on supplier management and vested outsourcing.• Vendor Selection and Evaluation• Vendor Development - Value drivers

Webinar (10) -7 May, 2021 (Friday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Indian Contract and Dispute Resolution Mechanism and Resolution of Disputes- Arbitration proceedings <ul style="list-style-type: none">• Dispute resolution (emphasis on arbitration)• Jurisdiction• Court views on amended Arbitration Act• Need for Arbitration,• Arbitration clause• Amendment in The Arbitration Act• Strategies for successful arbitration

Webinar (11) –8 May, 2021 (Saturday)

Timings	Sessions
10:30 am - 1:00 pm (10 minutes break during the webinar)	Risk Management in Public Procurement For Good Governance <ul style="list-style-type: none">• The importance of Sound Public Procurement policies and practices.• Various concerns in Public Procurement and “How to enhance efficiency & accountability.• How to Best Manage Bid Evaluation Process and Bid Evaluation Sequence• Overview of Procurement Sequence / Procurement Actions.• Various concerns in Public Procurement• Assessing the Impact of Procurement Practices during Procurement process.• How the degree of transparency of the tender process and the choice of bidding procedure can influence the likelihood that collusion or corruption could occur during the procurement process.
	Futuristic Opportunities for SMEs & Corporate houses in Public Procurement through Offset policy and multiplier provisions <p>The size of the Defence Industry, including Aerospace and Naval Shipbuilding Industry, is currently estimated to be about Rs 80,000 Cr (2019-20). While the contribution of Public Sector is estimated to be Rs 63,000 crores, the share of Private Sector has steadily grown to Rs 17,000 crores over the years.</p> <p>In the private sector, many engineering majors have diversified and joined the Defence sector. More than 460 licenses have so far been issued to private companies for production of defence equipment.</p> <p>Offset Policy for Defense Procurement - Offset under defense purchases are suitably focused to support the SMEs & Indian Corporate houses in the country, in upgrading their capacities, capabilities & technology.</p> <ul style="list-style-type: none">• Understanding of off-set proposals.• Fulfillment of off-set obligations in terms of direct purchases and direct foreign investments• Offset Procedure• Defence offset Obligations• Compliance with the offset obligations

Who Should Attend

- CEOs & CFOs/Government Officials and Decision Makers from various countries, Ministerial Departments including audit and vigilance agencies, State transport authorities, international financial institutions, unilateral agencies, Embassies officials etc.
- 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, Managers involved in Purchasing Operations in PSUs, Defence, Railways, CPWD, Health, Aviation, Telecom, Construction and other Central & State Govt. Departments., Managers/Department/Division Heads of Finance, Stores & Purchase from Municipalities, Hospitals, School Boards & Academic Institutions.
- Contract Administration & Management Professionals, Legal Heads / General Counsels, Legal Managers / Legal Executives, Corporate Legal Advisors, Company Secretaries, Corporate Lawyers, Arbitrators & Mediators

Registration & Program Charges

Mode of Training	Intensive Webinar Series / Online Sessions
Date	27 April, 2021 - 8 May, 2021 (11 Webinars)
Program Fee	INR 23,600/- (INR 20,000/- + GST) per participant <ul style="list-style-type: none">• 5% discount for 2 to 4 attendees from one organization• 10% discount for 5 to 9 attendees from one organization

Schedule of Webinar/Online Sessions

Webinar	Date	Timings
Webinar 1	27 April, 2021	10:30 am - 1:00 pm
Webinar 2	28 April, 2021	10:30 am - 1:00 pm
Webinar 3	29 April, 2021	10:30 am - 1:00 pm
Webinar 4	30 April, 2021	10:30 am - 1:00 pm
Webinar 5	1 May, 2021	10:30 am - 1:00 pm
Webinar 6	3 May, 2021	10:30 am - 1:00 pm
Webinar 7	4 May, 2021	10:30 am - 1:00 pm
Webinar 8	5 May, 2021	10:30 am - 1:00 pm
Webinar 9	6 May, 2021	10:30 am - 1:00 pm
Webinar 10	7 May, 2021	10:30 am - 1:00 pm
Webinar 11	8 May, 2021	10:30 am - 1:00 pm

Payment Mechanisms:

• NEFT Details:-

S. No.	Particulars	Details
1.	Name of the Beneficiary	Indian Institute of Corporate Affairs
2.	Account Number	604810210000007
3.	Type of Account	Saving Account
4.	Name & Address of Bank Branch	Bank of India, Electronic Niketan, CGO Complex, Lodhi Road, New Delhi-110003
5.	NEFT IFSC Code	BKID0006048

- **Demand Draft:** The programme fee may also be paid through a demand draft drawn in favour of "Indian Institute of Corporate Affairs" payable at New Delhi.

Major Participants & their experience in our earlier Capacity Building Program - “Procurement (Procedures & Contracting), Tenders, Bids & Contract Management”

Encouraged with the success of our earlier capacity building programmes on “Procurement (Procedures & Contracting), Tenders, Bids & Contract Management”, we feel immense pleasure to share with you list of some of the major participants representing PSUs, Government Departments, Corporate and other private organizations:-

SME's & CORPORATES			
1)	Daksha Imaging Technologies Pvt. Ltd.	2)	Mohali Industries Association
3)	M/s IAC Electricals Pvt. Ltd.	4)	Rangсутra Crafts India Ltd
5)	M.P. Small Scale Industries Organization (MPSSIO)	6)	Udaipur Chamber of Commerce and Industries (UCCI)
7)	Sirohi Agro Foods Pvt. Ltd.	8)	Evonne Industries Pvt Ltd.
9)	BeriUdyog Pvt. Ltd.	10)	Hind Pharma
11)	SavioTexcone Pvt. Ltd.	12)	Vindas Chemical Pvt. Ltd
13)	T.C. Agro Food Industries	14)	M/s. Yamuna Cable Accessories Pvt. Ltd.
15)	Gautam Buddha University	16)	M/s Pooja International
17)	Orica	18)	Bayer Bio Science Pvt. Ltd.
19)	Primo Foods Pvt. Ltd.	20)	Neetee Clothing Pvt. Ltd.
21)	Devans Modern Breweries Ltd.	22)	Chelsea Mills
23)	Royal Enfield (A Unit of Eicher Motors Ltd.)	24)	Elcomponics Sales Pvt Ltd
25)	Goodie International Pvt. Ltd.	26)	Hyundai Motor India Engineering Private Limited
27)	Bookmyooh.com	28)	SGA Power Systems (P) Ltd
29)	Bovian Health Care Pvt. Ltd.	30)	Sakata Seed India Pvt Ltd.
31)	R.S Infraprojects Pvt. Ltd.	32)	Unicon Human Power Pvt. Ltd.
33)	mtandt Rentals Limited	34)	FIS Payment Solutions & Services India Pvt. Ltd.
35)	Jotwire India Pvt Ltd	36)	Financial Software & Systems Pvt. Ltd.
37)	Oasis Electronics	38)	Glassco Laboratory Equipments Pvt. Ltd
39)	Indian Industries Association	40)	LIC of India
41)	GKB Rx Lens Pvt. Ltd	42)	Ranvik Exports Pvt. Ltd.
43)	Adkindia LLC	44)	BIORx Venture Advisors Pvt. Ltd
45)	Visa Info World Pvt Ltd	46)	Parihar Enterprises
47)	Apex Cluster Development Services Pvt Ltd	48)	VLCC Personalcare Ltd.
49)	Japan Art Press	50)	Vaishno Merchandise Pvt. Ltd.
51)	WEBTEL ELECTROSOFT PVT. LTD.	52)	ManavRachana University
53)	Amity University	54)	Rus Exim Pvt. Ltd.
55)	IPE Global Limited	56)	Oxford University Press
57)	Council for Leather Exports	58)	Satvastu Consulting Group
59)	Indian Industry Experts Network	60)	Okhla Garment & Textile Cluster
61)	R Bhargav& Associates	62)	Federation of Madhya Pradesh Chambers of Commerce and Industry
63)	JCB India Limited	64)	IL&FS Clusters
65)	Cresigns Studio	66)	Federal Bank
67)	AVQI	68)	PC Solutions Pvt. Ltd.
69)	IKIGAI	70)	Ambuja Overseas

71)	Karvy Financial Services Ltd.	72)	Ignited Business Network
73)	SMBConnect	74)	Suparna Herbs (India) Pvt. Ltd.
75)	Confederation of Horticulture Associations of India	76)	Marvelaa
77)	Top Surveying (India) Pvt. Ltd.	78)	AICOSMIA
79)	WWSO	80)	Weaverbird Engineering & Technology
81)	Buzzaria	82)	Adastra
83)	Personalive IT Solutions	84)	ennovationsTechserv Pvt. Ltd.
85)	Regnant Group	86)	IamSMEofIndia
87)	Parashvanaath Insurance Solutions	88)	G Next Media Pvt. Ltd.
89)	The NorthCap University	90)	Al-AzharTechnocrafts (P) Ltd.
91)	Quality Services & Training Pvt. Ltd.	92)	SatyugDarshan Technical Campus
93)	Solution Platter	94)	Power2SME
95)	NSE Emerge	96)	BRICS International Forum
97)	BRICS CCI	98)	CMAI Association of India
99)	Indian Startups	100)	Swan Industries Pvt. Ltd.
101)	Combustion Research Associates	102)	City Union Bank Ltd.
103)	Securico Electronics India Ltd.	104)	Change Alliance Pvt. Ltd.
105)	Bayer Vapi Private Limited	106)	Bayer BioScience Private Limited
107)	Bayer CropScience Limited	108)	Bayer Seeds Private Limited
109)	Mytrah N4 Electric Pvt. Ltd.	110)	Jaipuria Institute of Management
111)	Yutaka Autoparts India Pvt Ltd	112)	PTC India Financial Services Limited
113)	HDFC Bank Ltd.	114)	Yes Bank
115)	M/s Resync Auto Solutions Private Limited.	116)	SKG Consultants
117)	Global FoodTech Consultants	118)	Nandani Medical Laboratories Pvt. Ltd.
119)	DiasparkInfotech	120)	Dubey Associates
121)	Margdarshan Management & Measurement Pvt. Ltd.	122)	Super Tech Environmental Services
123)	Royal Sundaram General Insurance Co. Limited	124)	NETAFIM Irrigation India Pvt. Ltd.
125)	NavkarTechtexPvt Ltd	126)	Popular Vehicles And Services Ltd
127)	Fiitjee Limited	128)	Bluetown India Private Limited
129)	Goods And Services Tax Network	130)	Royal Norwegian Embassy

GOVERNMENT, PSUs & AUTONOMOUS

131)	Ministry of MSME	132)	DC-MSME, New Delhi
133)	Directorate of Industries, Uttarakhand	134)	Office of Development Commissioner (Handicrafts)
135)	Bridge and Roof Co. (India) Ltd.	136)	HEC Ltd.
137)	State Bank of Hyderabad	138)	The Institute of Company Secretaries of India
139)	RITES Ltd.	140)	Haryana Power Generation Corporation Ltd.
141)	Central Bank of India	142)	Cochin Special Economic Zone (CSEZ)
143)	Indian Institute of Public Administration	144)	Regional Centre for Biotechnology
145)	State Bank of India	146)	DGS&D
147)	SIDBI	148)	Oriental Bank of Commerce

149)	NSKFDC	150)	GAIL Training Institute
151)	District Industries Centre, Lunglei, Mizoram	152)	National Highways & Infrastructure Development Corporation Ltd
153)	Indian Railways Institute of Signal Engineering and Telecommunications	154)	Unique Identification Authority of India (UIDAI)
155)	Green Gas Ltd.	156)	Bank of Maharashtra
157)	Rail Vikas Nigam Ltd.	158)	DSIIDC
159)	National Handloom Development Corporation Ltd.	160)	Indian Renewable Energy Development Agency Limited
161)	Syndicate Bank	162)	The Jammu & Kashmir Bank Ltd.
163)	Vijaya Bank	164)	United Bank of India
165)	Utkarsh Micro Finance Ltd.	166)	AU Small Finance Bank Ltd.
167)	NLC India Limited	168)	BHEL
169)	NEPA Ltd.	170)	Cochin Shipyard Ltd.
171)	Agriculture Insurance Company of India Ltd	172)	Mangalore Refinery and Petrochemicals Ltd
173)	IFCI Limited	174)	Western Coalfields Ltd.
175)	Maharashtra Industrial Development Corporation	176)	The New India Assurance Co. Ltd.
177)	MSTC Ltd.	178)	Canara Bank
179)	National High Speed Rail Corporation Ltd.	180)	Hindustan Petroleum Corporation Limited
181)	Power Grid corporation of India Limited	182)	Directorate of Industries (Pune)
183)	Kerala state Rubber Co-operative Ltd	184)	RailTel Corporation of India Ltd.
185)	Employees Provident Fund Organisation	186)	NMDC LIMITED
187)	Ministry of Skill Development And Entrepreneurship	188)	Mahanadi Coalfields Limited
189)	Power Finance Corporation Ltd	190)	Central Mine Planning & Design Institute Limited
191)	National Cooperative Development Corporation	192)	Eastern Coalfields Limited
193)	United India Insurance Co. Ltd.	194)	Bharat Dynamics Ltd.
195)	Steel Authority of India Ltd	196)	Container Corporation of India
197)	Ministry of Finance, Department of Expenditure	198)	MOIL Limited
199)	Rashtriya Chemicals & Fertilizers Ltd.	200)	India Government Mint
201)	Security Paper Mill	202)	SJVN Limited
203)	National Aluminium Company Limited	204)	ECGC Ltd
205)	Indian Oil Corporation Limited	206)	National Atlas & Thematic Mapping Organisation
207)	Handicrafts Development Corporation of Kerala Ltd.	208)	Goa Shipyard Ltd.
209)	Inland Waterways Authority of India	210)	Broadcast Engineering Consultants India Ltd
211)	Physical Research Laboratory	212)	The Automotive Research Association of India
213)	MECON Limited	214)	GSPL India Gasnet Ltd.
215)	Pension Fund Regulatory and Development Authority	216)	THDC India Ltd.
217)	Indian Port Rail & Ropeway	218)	General Insurance Corporation of

	Corporation Limited		India
219)	Chennai Petroleum Corporation Limited	220)	Mumbai Metro Rail Corporation Ltd.
221)	Chennai Metro Rail Limited	222)	Kholongchhu Hydro Energy Limited
223)	Bharat Petroleum Corporation Limited	224)	Oil India Ltd.
225)	Ministry of Development of North Eastern Region	226)	Engineers India Limited
227)	Airport Authority of India	228)	Mazagon Dock Shipbuilders Limited
229)	New Space India Limited	230)	Land Ports Authority of India
231)	Uttarakhand Tourism Development Board	232)	India Infrastructure Finance Company Limited
233)	Department for Promotion of Industry and Internal Trade	234)	The Institute of Chartered Accountants of India
235)	Pawan Hans Ltd.	236)	Ministry of Tribal Affairs
237)	Jawaharlal Nehru Port Trust	238)	Antrix Corporation Ltd
239)	Numaligarh Refinery Ltd.	240)	South Eastern Region Pipelines
241)	Hindustan Steelworks Construction Limited	242)	Chennai Mathematical Institute
243)	Narcotics Control Bureau	244)	Oil Industry Development Board
245)	Balmer Lawrie & Co. Ltd	246)	NABARD
247)	Indian Overseas Bank	248)	RailTel Corporation of India Ltd
249)	Bharat Electronics Ltd.	250)	Indian Oil Corporation Ltd.
251)	REC Ltd.	252)	Damodar Valley Corporation
253)	Bhakra Beas Management Board	254)	Ministry of External Affairs
255)	Bangalore Metro Rail Corporation Limited	256)	The Institute of Secretariat Training & Management (ISTM)
257)	Ministry of Housing and Urban Affairs	258)	Kochi Metro Rail Limited
259)	Town and Country Planning Organization	260)	Agriculture Insurance Company of India Ltd
261)	National Buildings Organisation (NBO)		

Participants Voice & Experience Sharing

Some of the feedback we have received on the recent capacity building program - Procurement (Procedures & Contracting), Tenders, Bids & Contract Management is given below:

Company Name	Designation	Feedback
REC Ltd.	Chief Manager (Finance)	"The Presenter, efficiently made an impressive presentation"
NABARD	DGM	"Thank you, the training was useful" "Sessions are interesting and clarified most of the things"
RailTel Corporation of India Limited	AGM	"Information shared in training was useful. Good to learn some new terms" "Topic was well covered & Explained"
Bhakra Beas Management Board	AD(Procurement)	"Learnt a lot with your experience"
Balmer Lawrie & Co. Ltd.	Sr. Manager (HR & OL)	"Really an excellent programme"
Balmer Lawrie & Co. Ltd.	Senior Manager	"Understanding the procedure logically and in easy language with examples. Particularly the session on GFR is useful. Consolidation of all the provisions in a single session"
Balmer Lawrie & Co. Ltd	Senior Manager	"Clear explanation and updation on recent circulars"
RailTel Corporation of India Limited	Senior Manager	"Increased knowledge and alertness towards Tender process"
Damodar Valley Corporation	EE(E)	"A very eventful and wonderful training program"
Balmer Lawrie & Co. Ltd	Assistant Manager (Commercial)	"Valuable advice on clauses of contracts"
New Space India Limited	Finance Head	"The practical examples of the Faculty based on his vast experience was helpful"
Mazagon Dock Shipbuilders Limited	AGM	"Excellent experience & in-depth knowledge"
Airport Authority of India	AGM	"Very good informative programme"
Airport Authority of India	Senior Manager	"Gave a better idea about Procurement processes with examples" "Really amazed at the in-depth knowledge of faculty"
THDC India Limited	Sr. Manager (Contracts)	"Faculty is well versed with the legal issues in contract and replied all my queries. The session is very informative, it certainly helped me in my working in dealing contract" "Faculty is very experience in their field and learning from this programme is certainly helpful in my working. They have clarified all my doubts. It meets my expectations"
General Insurance Corporation of India	Senior Manager	"Lots of learning from the experiences of a highly interactive and experienced participants group" "Most queries/doubts were cleared in an effective manner by the faculty"

General Insurance Corporation of India	Deputy Manager	"The Programme had more potential approach with relatable examples and situations giving relatable solutions to issues faced in our working"
Bharat Petroleum Corporation Limited	Procurement Officer CPO(M)	"Lot of examples were explained, Real life experience, Good knowledge on each topic"
Bharat Petroleum Corporation Limited	Sr. Manager Fin.(CPOMktg.)	"Very useful & informative"
Chennai Metro Rail Limited	Deputy Manager (CM)	"Speaker was very interactive and covered the topics in interesting manner"
Mumbai Metro Rail Corporation Limited	Sr. DGM (IT)	"Very well organized programme by Mr. Rajesh Batra, IICA. Interested to attend more programmes in future"
Power Grid Corporation of India Ltd.	Sr.GM (CS), CC	"Overall programme is very good and refreshing"
Indian Port Rail & Ropeway Corporation Limited	Jt. General Manager (Finance)	"Enjoyed and learnt the content of the programme"
RailTel Corporation of India Ltd.	Executive Director	"Very good"
Power Finance Corporation Ltd	General Manager	"Programme has been conducted with expected professionalism"
Bharat Dynamics Ltd.	AGM	"Training program is excellent to comply the manual and to meet in time procurement"
GAIL India Limited	Chief Manager	"Excellent Program"
Hindustan Petroleum Corporation Ltd	Chief Procurement Manager	"Very informative touching upon every aspects of Procurement"
MOIL Limited	Sr. Manager	"Overall program is excellent and lectures delivered by guest is very helpful in our working area"
Mahanadi Coalfields Limited	Sr. Manager	"Excellent program. I am fortunate to have attended the program. I will recommend people to attend programs of IICA"
Hindustan Petroleum Corporation Ltd	Category Manager	"All faculties were knowledgeable and good orators who made session interesting"
Mangalore Refinery and Petrochemicals Ltd	Manager	"Program was Well organised in a effective manner for enhancing the knowledge of procurement"
Eastern Coalfields Ltd.	Manager	"Thank You IICA"
Eastern Coalfields Limited	Asst. Manager	"Thank You IICA for the good and well-designed training program conducted with great professionalism"
Central Mine Planning & Design Institute Ltd.	Assistant Manager	"Overall good"
NHIDCL	Assistant Manager (HR)	"It was a well-designed and well organized program"
Ministry of Finance, Department of Expenditure	Section Officer	"The program has been well structured for enhancing the knowledge of procurement and dealing with the issues faced during such procurement"
United India Insurance Co. Ltd.	AO	"Sessions are very helpful for our work profile and many queries were clarified with interaction"

World Class Training





Program Director & Facilitator



Mr. Rajesh Batra
Head-Centre for MSME and IP&CC
Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs)

Rajesh Batra is currently responsible for several development activities through Capacity Building measures by taking serious initiatives in Entrepreneurship Education, Information, Research and Consultancy, Collaboration for Policy Facilitation, professional endeavors for institutional strengthening, Sector guidelines and advocacy to develop best practices for SMEs.

He has long experience of dealing with promotion, development and financing of Micro, Small and Medium Enterprises as well as Agriculture Rural Industries segments, SME competitiveness enhancement and institutional strengthening. Over the last 25 years, he has worked extensively in the Policy development work, Business Strategy, Project Management, Imports, Programme management, Procurement & Logistics / Supply Chain Management (SCM) and Business development. He was appointed Sole Arbitrator under the Arbitration & Conciliation Act 1996 by the Chairman-cum- Managing Director of NSIC Limited for adjudication of disputes and differences between NSIC Ltd. and Private Business units. Besides, as a member of core team, he worked closely to lead / oversee the matters related with large scale implementation of Activity Plan / Programmes including govt. grant monitoring and administration under the Centrally Sponsored large Schemes of Govt. of India.

Rajesh has done his masters in commerce and postgraduate management courses in the areas of Foreign Trade and Marketing. Currently, Rajesh is with Indian Institute of Corporate Affairs (IICA) as Head, Centre for MSME since 25th April 2014. He is working very closely with the industry and with different GOI offices at the Ministry level, State bodies, industry associations/chambers of commerce, entrepreneurship development institutes, SMEs, national and international supporting partners and banks/financial institutions to ensure capacity building at both ends: at the government level as well as at the industries. He gets invited to speak and chair sessions by organizations such as Ministry of MSME and its constituent institutions, Industry Associations and other leading Institutions as well as for select interaction meeting.

Before joining IICA - an autonomous institution under the Administrative Control of Ministry of Corporate Affairs, Government of India, he was working as Dy. General Manager with India's apex SME development organization - The National Small Industries Corporation Ltd. (NSIC) - The Premier Mini - Ratna Government of India Enterprise under Ministry of Micro, Small & Medium Enterprises.



Rajesh Batra is conferred with "National Award for Excellence in the field of Public Services - MSMEs taking into Global Arena" by H.E. Governor of Mizoram on 7th February, 2020