



## IICA's Flagship Four Day Capacity Building Program (26<sup>th</sup> Edition) on

# “Advance Procurement (Policy & Procedures based on GFR, GeM & E-Procurement), Strategic Sourcing, Cost Reduction Techniques & Contract Management: Challenges in Implementation”

**20-23 June, 2023 at Nanu Resorts, Goa**

**ENROL NOW**

### A step-by-guide to Learn Essential Skills and Build Capacity to:-

- Identify & Prevent Risks (common & inherent) allocated between Supplier & Purchaser.
- Understand, draft and negotiate key aspects (commercial, technical & legal) of Contracts and minimize exposure to risk, reduce costs and the potential for disputes.
- Ensure compliance with the terms and conditions and obligations that have to be performed under the contract.
- Identify documents that becomes a legally enforceable part of a contract
- 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.
- Evaluate Supplier Performance, your Requirements, Market price and competition for informed decision on contract termination/renewal decision.
- Essential components to effective procurement.
- Key aspects of Procurement and Sourcing.
- Effective risk control measures to minimize risk exposure and avoid disputes

### What do our Participants say:-

- Topic covered very well and learned new things with examples
- Will help in dealing with procurement related matters. Gave insights about the vendor management
- Will help in more effective discharge of duties and understanding of procurement
- Very well explained with experiences & examples. New concepts like offsets were learnt
- Case studies were helpful in getting the topic more clearly.
- Will help in better analysis and examination of procurement proposals
- Will enhance the quality of procurement work in future
- Deeper understanding of practical aspects of public procurement policy & procedures.
- All concept of sourcing procurement very well explained with easy examples.
- Several barriers of MSMEs in procurement & tendering clarified by faculty and very interactive session

### PROGRAMME FEE

<b>Training Venue</b>	<b>Nanu Resorts, Betalbatim Beach, Salcette, Goa, 403713</b>
<b>Training Date</b>	20-23 June, 2023
<b>Residential Program Fee</b>	INR 61,301/- (INR 51,950 + 18% GST) per participant
<b>Non-Residential Program Fee</b>	INR 40,415/- (INR 34,250 + 18% GST) per participant

- For **Individual** Nomination - No Discount is applicable
- For Standard Group of **2-3 nominations** from one organization - We will be offering a discount of 5% on Program Fee
- For Prime Group of **minimum 4 & above nominations** from one organization - We will be offering a discount of 10% for the additional participants. (Example: in case of 6 nominations from one organization, out of 6, 3 nominations will be eligible for 10% discount)

### PROGRAMME DIRECTOR

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