



## IICA's Flagship Four Day Capacity Building Program (31<sup>st</sup> Edition) on

### “Advance Procurement (Policy & Procedures based on GFR, GeM & E-Procurement), Strategic Sourcing, Cost Reduction Techniques & Contract Management: Navigating Solutions to Present & Future Challenges”

18-21 March, 2024 – Shillong

**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.
- Foresee risks and take informed decision on running high value contracts on a Value for Money (VFM) basis.
- Reduce the Vendor Risk of Supply Chain disruption
- 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.
- Key aspects of negotiation & decision making process
- Effective risk control measures to minimize risk exposure and avoid disputes

#### What do our Participants say:-

- Based on various cases discussed, learnt about best practices to be followed towards robust Public Procurement
- 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
- Both pre & post contract management including dispute resolution mechanism very well explained with experiences & examples.
- Case studies & examples 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>	M Crown Hotel MarBa Hub, Police Bazaar Shillong - 793001, Meghalaya
<b>Training Date</b>	18-21 March, 2024
<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
<ul style="list-style-type: none"> <li>▪ <b>For Individual Nomination</b> - No Discount is applicable</li> <li>▪ <b>For Standard Group of min. 2 &amp; upto 3 nominations from one organization</b> - We will be offering a discount of 5% on Program Fee</li> <li>▪ <b>For Prime Group of minimum 4 &amp; above nominations from one organization</b> - We will be offering a discount of 10% for the <b>additional</b> participants. (Example: in case of 6 nominations from one organization, out of 6, 3 nominations will be eligible for 10% discount)</li> </ul>	

#### PROGRAMME DIRECTOR

Mr. Rajesh Batra,  
Head-Centre for MSME  
Indian Institute of Corporate Affairs

E-mail: [rajesh.batra@iica.in](mailto:rajesh.batra@iica.in) ,  
[cmsme.iica@gmail.com](mailto:cmsme.iica@gmail.com)  
Phone: 9871417394 , 8595690458