

BRIEF REPORT

Four Day Capacity Building Program (29th Edition)

on

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

(21-24 November, 2023 at Goa)

In the backdrop of National Initiative to become 5 Trillion Economy and AtmaNirbhar Bharat, **Indian Institute of Corporate Affairs** through its **Centre for MSME** has organised Four Day Capacity Building Program (29th Edition) on “Advance Procurement (Policy & Procedures based on GFR, GeM & E-Procurement), Strategic Sourcing, Cost Reduction Techniques & Contract Management: Challenges in Implementation” during 21-24 November, 2023 at Hotel Grande Delmon, Goa.

The program was designed to provide insights on major issues like intricacies in Public Procurement, Enhancing efficiency of Public and Private sector through effective supply chain management, evolving trends in public procurement, e-procurement, Government guidelines & policies, regulatory issues and its practical aspects as well.

Besides, in view of the various amendments brought out in Public Procurement Order (PPO) of Government of India to promote domestic manufacturing and value addition in the country, the capacity building programme addressed the issues concerning various Departments, sectors with regard to the implementation of the Order. In this regard, a dedicated session was focused on “Make in India & Public Procurement”.

The programme organized by IICA, witnessed engaged participation from Professionals (Chief Manager, Deputy Director, Manager, Assistant Manager, Senior Executive) involved in public procurement from major Public Sector Undertakings (PSUs) / Govt. bodies under various Ministries of Govt. of India majorly from:-

- 1) GAIL (India) Limited
- 2) NLC India Limited
- 3) National Fertilizers Limited
- 4) Pharmaceuticals & Medical Devices Bureau of India (PMBI)
- 5) Government e-Marketplace (GeM)

The sessions covered the pertinent areas under:-

<i>Vendor Management for ensuring effective Procurement sourcing</i>	<i>Risk Management in Procurement & Contracting for Good Governance</i>	<i>Drafting of Commercial Contracts</i>
<i>Contract Administration & Management</i>	<i>Effective Strategic Procurement Sourcing & Process Management</i>	<i>Public Procurement Process</i>
<i>Existing Public Procurement Guidelines, Present Regulatory Framework for Public Procurement</i>	<i>Procurement Modules, Category Management, Reverse Auction Methods</i>	<i>Contract termination/renewal decision</i>
<i>Make in India & Public Procurement</i>	<i>Competition in Tendering and Vendor Development strategies and methods and decisions – Value drivers with case studies</i>	<i>Government e Marketplace (GeM)</i>

Major Highlights

- Each day with sharing in-depth knowledge, debating spiritedly & directing razor-sharp questions at each other enabled the participants to discover more about each other and set a baseline for future cohesiveness and bonding as a group.
- The referral of case studies followed by power point presentation and study material used as a guide during program delivery provided a source book to develop and implement appropriate Processes and tools in the organisation. It provided practical assistance and valuable inputs on best practices and analysis of the critical issues of today & the future.

In this program, in-house as well as outsource Subject Matter Experts were engaged as Resource Persons. The Resource Persons of the programme were:-

- **Sh. Rajesh Batra** - Head, Centre for MSME, IICA
- **Sh. Vinayak V. Shirodkar** - Former Additional General Manager, Goa Shipyard Ltd
- **Sh. Kenneth Alphonso** - Business Facilitator: Government e-Marketplace (GeM)
- **Sh. Chittaranjan Samantray** - Former General Manager/HOD(Materials) at CIL, under Ministry of Coal

The programme started with welcome address by Sh. Rajesh Batra, Head-Centre for MSME, IICA on 21st November, 2023 followed by two technical sessions of the day, viz. i) Vendor Management for ensuring effective Procurement sourcing and ii) Risk Management in Procurement & Contracting for Good Governance.

The programme was concluded with Valedictory Address by Sh. Rajesh Batra, Head-Centre for MSME, IICA on 24th November, 2023 followed by distribution of Certificates.

The participants appreciated the programme content, Resource Persons and training sessions.

