

---

## **BRIEF REPORT**

### **Four Day Capacity Building Program (46<sup>th</sup> Edition):**

#### **“Procurement (Policy and Procedure based on GFR, GeM & E-Procurement), Strategic Sourcing, Cost Optimization & Contract management for Effective Project Delivery: Navigating Solutions to Emerging Challenges”**

**(25-28 November, 2025 - Udaipur)**

---

In the backdrop of India’s growing market and manufacturing potential and target of becoming a developed economy by 2047, **Indian Institute of Corporate Affairs** through its **Centre for MSME** has organised Four Day Capacity Building Program: “Procurement (Policy and Procedure based on GFR, GeM & E-Procurement), Strategic Sourcing, Cost Optimization & Contract management for Effective Project Delivery: Navigating Solutions to Emerging Challenges” during 25-28 November, 2025 at Sinclairs Palace Retreat, Udaipur.

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.

The programme organized by IICA, witnessed engaged participation of the delegates representing various stakeholders including Public Sector Undertakings (PSUs) / Govt. Departments under various Ministries of Govt. of India, majorly from:-

• Mahanadi Coalfields Limited (MCL)	• Avantika Gas Limited
• Punjab National Bank	• Hindustan Petroleum Corporation Limited
• Bank of Baroda	• Patratu Vidyut Utpadan Nigam Limited
• ONGC Petro additions Limited	

The sessions covered the pertinent areas under:-

<ul style="list-style-type: none"> <li>Managing Procurement integration, complexity and uncertainty : Strategic Choices and Options</li> </ul>	<ul style="list-style-type: none"> <li>Overview of Government e Marketplace &amp; GeM Registration Process</li> </ul>	<ul style="list-style-type: none"> <li>Vendor Management &amp; Procurement / Supply Chain Risk Assessment and Mitigation Plan</li> </ul>
<ul style="list-style-type: none"> <li>Existing Public Procurement Guidelines – Challenges &amp; Areas of concern</li> </ul>	<ul style="list-style-type: none"> <li>Present Regulatory Framework for Public Procurement &amp; Public Procurement Process</li> </ul>	<ul style="list-style-type: none"> <li>Commercial Contracts and Dispute Resolution Mechanism</li> </ul>
<ul style="list-style-type: none"> <li>Public Procurement Process</li> </ul>	<ul style="list-style-type: none"> <li>Procurement Modules for CAPEX and OPEX</li> </ul>	<ul style="list-style-type: none"> <li>Category Management / RFI / RFT / RFX / RFP / RFB</li> </ul>
<ul style="list-style-type: none"> <li>Reverse Auction Methods and Challenges</li> </ul>	<ul style="list-style-type: none"> <li>Make in India &amp; Public Procurement</li> </ul>	<ul style="list-style-type: none"> <li>Effective Strategic Procurement Sourcing &amp; Process Management</li> </ul>

### **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:-

- Mr. Rajesh Batra** - Program Director and Faculty
- Mr. Bhaskar Narang** - Guest Faculty
- Mr. Vikrant Tripathi** - Guest Faculty

The programme was started on 25<sup>th</sup> November, 2025 with welcome address by Mr. Rajesh Batra, Head-Centre for MSME, IICA followed by Technical Session - “Managing Procurement integration, complexity and uncertainty : Strategic Choices and Options”

The programme was concluded on 28<sup>th</sup> November, 2025 with Valedictory Address by Mr. Rajesh Batra, Head-Centre for MSME, IICA.

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



\*\*\*\*\*