

## Procurement (Procedures & Contracting), Tenders, Bids & Contract Management (4<sup>th</sup> Edition)

### Objectives & Benefits for Participating organisations

- 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 brings out a new way of looking at the procurement functions & processes involved. It helps you 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 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
- 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
- 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.

### Who should Attend

CEOs & CFOs, 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, All Managers involved in Purchasing Operations in PSUs, Defence, Railways, CPWD, Health, Aviation, Telecom, Construction and other Central & State Govt. Departments., Managers of Finance, Stores & Purchase from Municipalities, Hospitals, School Boards & Academic Institutions.

### Our Recent Participants

Cochin Shipyard Ltd	MSTC Ltd, IFCI Limited
Mangalore Refinery and Petrochemicals Ltd and Hindustan Petroleum Corporation Limited	Bayer Seeds Private Limited, Bayer CropScience Limited, Bayer BioScience Private Limited, Bayer Vapi Private Limited
Western Coalfields Ltd	Maharashtra Industrial Development Corporation
NETAFIM Irrigation India Pvt. Ltd	NLC India Limited
The New India Assurance Co. Ltd and Agriculture Insurance Company of India Ltd (AICIL)	Directorate of Industries, Pune Region
Indian Railways, National High Speed Rail Corporation Ltd., and UIDAI	National Highways & Infrastructure Development Corporation Ltd
State Bank of India & Canara Bank	Jaipuria Institute of Management
GAIL, Power Grid Corporation of India Limited	Mytrah N4 Electric Pvt. Ltd. and Glassco Laboratory Equipments Pvt. Ltd.

### PROGRAM HIGHLIGHTS

- Dedicated three days packed with interactive sessions comprising slide shows, study material and experience sharing
- The program brings together various professionals involved in public procurement from different Govt. departments, PSUs, State Governments, Private organizations to share the best practices & to discuss the critical issues of today & the future.
- A certificate of Participation will be awarded to the participants after the successful completion of the program by IICA.

### PROGRAM CHARGES

Program	Procurement (Procedures & Contracting), Tenders, Bids & Contract Management (3rd Edition)
<b>Timings</b>	10:00 am to 06:00 pm
<b>Date:</b> 22-24 August, 2018	<b>Date:</b> 26-28 September, 2018
<b>Venue:</b> Indian Institute of Corporate Affairs Plot no. :- P 6,7,8, Sec. 5, IMT Manesar, Distt. Gurgaon (Haryana) - Pin Code - 122 052	<b>Venue:</b> The Galaxy Club Brigade Gateway, 26/1 Dr. Rajkumar Rd., Malleswaram West, <b>Bangalore – 560 055</b>
<b>I. Residential Fee:</b> Rs.35,400/- (Rs.30,000/- plus GST) <b>II. Non-Residential Fee:</b> Rs.29,500/- (Rs.25,000/- plus GST)	<b>Non-Residential Fee:</b> Rs.29,500/- (Rs.25,000/- plus GST)
<ul style="list-style-type: none"> <li>➤ 5% discount for minimum two &amp; more than two attendees from one organisation</li> <li>➤ 10% discount for more than three attendees from one organisation</li> </ul>	

### **For Programme Related queries:-**

**Rajesh Batra**  
Programme Director  
Phone: 0124-2640091 / Mobile: +91 9871417394  
E-mail: [rajeshbatra.iica@gmail.com](mailto:rajeshbatra.iica@gmail.com)

**Nitin Wahi**  
Programme Assistant  
Phone: 0124 - 2640136 / Mobile: +91 9818891007  
E-mail: [nitin.iica@gmail.com](mailto:nitin.iica@gmail.com)

### **For Queries Regarding In-Company Programme**

**Rajesh Batra**  
Head-Centre for MSME  
Phone: 0124-2640091 / Mobile: +91 9871417394  
E-mail: [rajeshbatra.iica@gmail.com](mailto:rajeshbatra.iica@gmail.com)