



Indian Institute of
Corporate Affairs

Partners in Knowledge. Governance. Transformation.

(Under Ministry of Corporate Affairs, Govt. of India)

IICA's Flagship Four Day Capacity Building on

"Advance Procurement (Policy & Procedures based Strategic Sourcing, Cost Reduction Techniques) Navigating Solutions to Present & Future Challenges"

05-08 August, 2024 at Leh,

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

- Based on best practices
- Procurement
- Topic covered with examples
- Will help
- Gave insight
- Will help
- understand
- Both pre
- resolution
- experience
- Case study
- topic more
- Will help
- procurement
- Will enhance
- Deeper understanding
- procurement
- All concepts
- with easy
- Several benefits
- clarified by

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With Warm Regards,

राजेश बत्रा / Rajesh Batra

प्रमुख- सेंटर फॉर एमएसएमई / Head - Centre for MSME

भारतीय कॉर्पोरेट कार्य संस्थान / Indian Institute of Corporate Affairs,

कॉर्पोरेट कार्य मंत्रालय, भारत सरकार / Ministry of Corporate Affairs (Govt. of India)

प्लॉट नंबर -6,7,8, सेक्टर-5, आईएमटी मानेसर / Plot no. P-6,7,8, Sector-5, IMT Manesar,

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▪ **For Standard Group of min. 2 & upto 3 nominations from one orga**
Program Fee

▪ **For Prime Group of minimum 4 & above nominations from one org**
for the *additional* participants. (Example: in case of 6 nominations from one
for 10% discount)

PROGRAMME DIRECTO

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

IICA/MSME/04062024

04 June, 2024

Sir / Ma'am,

IICA's Flagship Four-Day Capacity Building Program (34th Edition) - Call for Nominations:

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

(05-08 August, 2024 at Leh, Ladakh)

Indian Institute of Corporate Affairs (IICA) has a focused **Centre for Micro, Small & Medium Enterprises**, established to foster understanding of the Regulatory Framework, encourage innovative responses to business environment and focus on issues affecting MSMEs. The Hon'ble Minister of Finance and Corporate Affairs is the President of IICA. Secretary, Ministry of Corporate Affairs is the Chairperson of the Board of Governors, which has many eminent personalities.

Encouraged with the overwhelming response and success of our recent program held at Shillong, we are conducting again our next **Four Day Capacity Building Program on "Advance Procurement (Policy & Procedures based on GFR, GeM & E-Procurement), Strategic Sourcing, Cost Reduction Techniques & Contract Management: Navigating Solutions to Present & Future Challenges"** scheduled during **05-08 August, 2024 at Leh, Ladakh** to give you in-depth knowledge of topics relevant to Procurement Procedures, Policies and Contract Management. Training details, schedule and costing is also mentioned in the detailed program outline.

As you are aware that Government procurement has become a specialized function in the era of globalization. The changing business environment calls for efficient, responsive and transparent purchase procedures. Today, the world class organizations talk about the dedicated suppliers and emphasize on need of an Efficient, Transparent and Effective Supply Chain Management.

Procurement training is crucial for any business plan. It affects customer satisfaction, product quality, cash flows, and profitability. As supply chains become more intricate and limited, having essential skills is vital to succeeding in today's business environment. Besides, **Risk management is an essential component of procurement training. In today's challenging business environment, Procurement professionals must be equipped with the skills to identify, assess and mitigate the different types of risks that could impact their organizations. These include supply, price, financial, legal, and safety risks.**

This forthcoming capacity building program will be attended by various professionals at the senior level in public procurement from different Government departments, Central & State PSUs, Public & Private sector organizations to discuss the critical issues & concerns having direct impact in Procurement process.

The aim of this program is to provide a common platform for all stakeholders to identify various factors to improve overall efficiency & effectiveness of public procurement. The capacity building program will discuss major issues like need for policy review, regulatory issues, innovative purchasing partnerships, role of changing technologies, the process accelerator: e-procurement, GeM-Government e-Market Place, environmental aspects and many other related issues.

We have also included a session on Existing Public Procurement Guidelines – The Process Accelerator: E-Procurement challenges & GeM – Government e-Market Place.

In view of the importance of the subject, **may we seek your support for this capacity building program by nominating delegates from different offices under your Ministry / Department / Esteemed organization by sending the nominations along with Program Fee as below:-**

Venue / Location	Hotel Northern Singge, Leh Old Road Leh, Ladakh 194101
Training Date	05-08 August, 2024
Residential Program Fee	INR 61,301/- (INR 51,950 + 18% GST) per participant
Non-Residential Program Fee	INR 40,415/- (INR 34,250 + 18% GST) per participant
▪ For Individual Nomination - No Discount is applicable	
▪ For Standard Group of min. 2 & upto 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)	

- **IICA's Residential Program Fee includes** 4 nights' accommodation, Breakfast, Lunch, Dinner on Buffet set up, AM & PM Tea/Coffee with cookies.
- **IICA's Non-Residential Program Fee includes** Buffet Lunch, AM & PM Tea/Coffee with cookies.
- The above program fee does not include transfer to the hotel/venue and airport, local travel and air-travel.
- Seats are limited & on a first-come first-serve basis. The last date for receiving nominations is 31st July, 2024.

Your participation will prove very helpful to your Professional Development. You will experience interactive learning led by subject-matter experts to give you in depth knowledge of topics relevant to Procurement Procedures, Policies and Contract Management.

Looking forward to receiving your confirmation.

Yours Sincerely,



(Rajesh Batra)

Head, Centre for MSME

Mobile no- 9871417394, 8595690458

Encl.:

- Detailed Programme Outline
- Registration Form