



Ministry of Finance
Government of India

AIMA
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Ministry of Electronics and
Information Technology
Government of India

Global Procurement Summit 2024



Procurement: Enabler for Sustainable Economic Development

8-9 February, 2024,
Le Meridian Hotel, New Delhi

Report



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GLOBAL PROCUREMENT SUMMIT 2024

PROCUREMENT:
ENABLER FOR SUSTAINABLE
ECONOMIC DEVELOPMENT

08-09 February, 2024
Le Meridian Hotel, New Delhi

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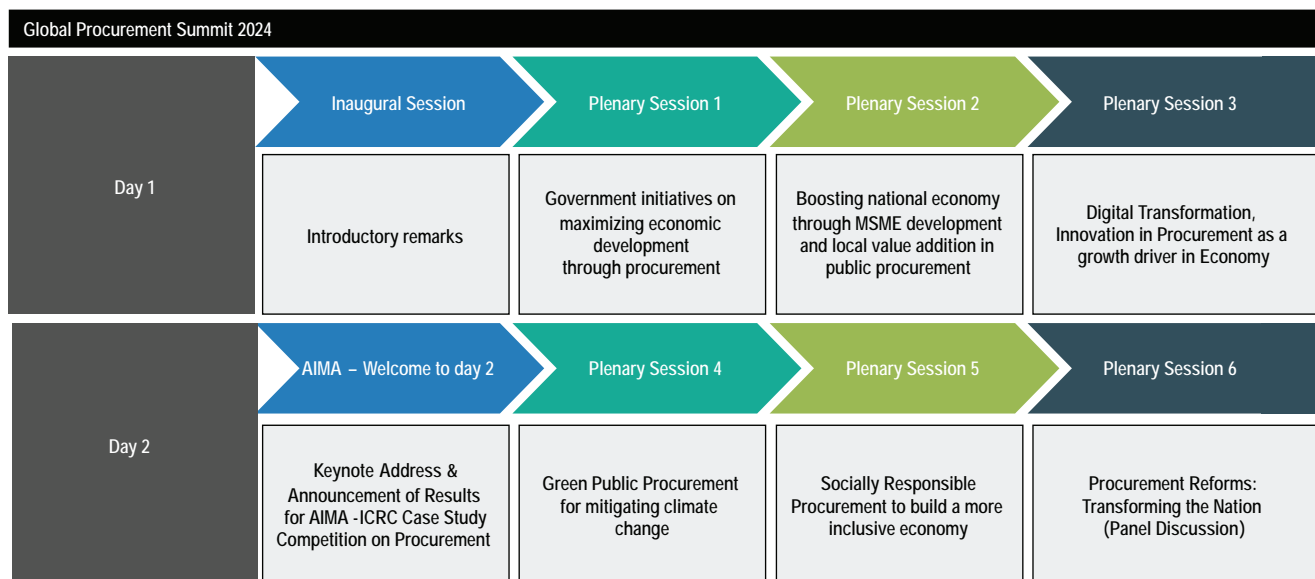
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The Summit – At a glance

India with a large population and rapidly evolving economy, has immense potential for economic development, and effective procurement practices can serve as a catalyst in harnessing this potential. Recognizing this, the Government of India and state governments have embarked on a journey to streamline procurement processes, foster transparency, and promote inclusivity, thereby driving forward its socio-economic agenda. All India Management Association (AIMA) aimed to build upon these efforts by organizing its annual flagship Global Procurement Summit in collaboration with the World Bank on 8th and 9th February 2024 in Le-Meridian Hotel, New Delhi, convening over 250 delegates from government offices, corporates, consultants, and regulators, both from India and abroad. Participants included experts from international organizations. The summit served as a platform for robust discussions, knowledge sharing, and networking opportunities, with a focus on enhancing procurement strategies to accelerate economic growth and sustainability.

The agenda was meticulously crafted to address key thematic areas such as government initiatives to maximize economic development through procurement, boosting national economy through MSME development, digital transformation, innovation in procurement, green public procurement for mitigating climate change, socially responsible procurement, and procurement reforms aimed at transforming the nation. Distinguished speakers, including government officials, industry leaders, and procurement experts offered valuable insights, best practices, and actionable strategies to advance the procurement landscape globally.

A brief overview of the sessions conducted in the two days of the summit have been illustrated below:



Day 1 commenced with an inaugural session featuring esteemed speakers who emphasized the importance of sustainable and efficient procurement practices for economic growth. Keynote addresses set the stage for dynamic discussions on government initiatives, contract management, and stimulating growth through effective public procurement.

Plenary sessions on day 1 delved into government initiatives, MSME development, and digital transformation in procurement, showcasing diverse perspectives and successful policy implementations. Speakers shared

valuable insights into achieving 'value for money', promoting MSME participation, and leveraging digital platforms for transparency and efficiency in procurement processes.

Day 2 continued the momentum with engaging sessions exploring green public procurement, socially responsible practices, and transformative reforms. Speakers highlighted the pivotal role of public procurement in shaping sustainable development, Sessions also delved into topics such as mitigating climate change and building a more inclusive economy through procurement.

Through the collective wisdom and active participation of the attendees, GPS 2024 charted a course towards a future where procurement serves as a powerful enabler for sustainable economic development, creating a more prosperous and equitable world for generations to come. Some of the board key takeaways from the summit are mentioned below:

- Increasing importance of sustainable procurement practices for economic growth.
- Government accelerating initiatives to streamline procurement processes and foster transparency.
- Significant role of public procurement in supporting MSME for boosting the national economy.
- Need for leveraging digital transformation and innovation in procurement.
- Urgency and significance of green public procurement for mitigating climate change.
- Critical role played by socially responsible procurement practices for building a more inclusive economy.
- Necessity to focus on procurement reforms to contribute to transforming the nation.

Overall, the summit provided valuable insights into the evolving landscape of public procurement, showcasing best practices, policy initiatives, and technological advancements aimed at driving economic development and ensuring accountability and efficiency in procurement processes.

Day 1 Inaugural session



(L-R) Ms. Rekha Sethi, Director General, All India Management Association; Ms Anna L Wielogorska, Regional Procurement Manager (South Asia), The World Bank; Mr Nikhil Sawhney President, All India Management Association Vice Chairman & Managing Director, Triveni Turbine Limited; Mr. S Krishnan, Secretary, Ministry of Electronics & Information Technology, Government of India; Mr. Sanjay Aggarwal, Advisor, PPD, Dept. of Expenditure, Ministry of Finance, Government of India; Mr Hideki Mori, Manager (Operations-India), The World Bank

The 9th Global Procurement Summit commenced on 8th February 2024 with an emphasis on the pivotal role of transparent and inclusive procurement practices in driving sustainable economic development. Dignitaries from diverse sectors graced the event, including government officials, representatives from the World Bank, Asian Development Bank (ADB), New Development Bank (NDB), Japan International Cooperation Agency (JICA), and industry leaders.

The session was commenced by Ms. Rekha Sethi with her introductory remarks which focused on the future of procurement and making procurement sustainable for overall economic development. She highlighted the Summit's mission to unite procurement communities, foster collaboration, and exchange knowledge. She outlined the summit's focus areas, including strategies to boost economic development, enhance inclusivity through localized procurement, embrace digital technology for efficiency, promote sustainability through green sourcing, and reform public procurement for transformative impact.

Welcome address note was given by Mr. Nikhil Sawhney, where he stressed on the pivotal role played by the Ministry of Finance in dynamics of procurement by preparing the



Mr. S. Krishnan, Secretary, Ministry of Electronics & Information Technology, Government of India



Lamp lighting (L-R): Mr Hideki Mori, Manager (Operations-India), The World Bank; Ms Anna L Wielogorska, Regional Procurement Manager (South Asia), The World Bank; Mr. Sanjay Aggarwal, Advisor, PPD, Dept. of Expenditure, Ministry of Finance, Government of India; Mr. S Krishnan, Secretary, Ministry of Electronics & Information Technology, Government of India

procurement manual and increasing the understanding of the vast topic of procurement. He also emphasizes that government procurement has great potential, and that public procurement is the power key to transform procurement practices overall. He mentioned about the importance of accountability and transparency in procurement be it public or private procurement. He ended his brief speech by highlighting the need for and importance of leveraging technology efficiently in procurement.

The Inaugural Address of the summit was delivered by Mr. S. Krishnan, Hon'ble Secretary of the Ministry of Electronics & Information Technology, Government of India. He underscored the significance of judiciously utilizing public funds as if they were our own, emphasizing the need for fiscal responsibility. Furthermore, he advocated for enhanced regulations in public procurement to ensure adherence to established norms, preventing excessive spending.

Mr. Krishnan emphasized the pivotal role of procurement in bolstering domestic industries, advocating for preferential treatment for Indian competitors. He highlighted initiatives such as procurement reserved for SMEs, stressing the importance of fostering new businesses to drive economic growth. Additionally, he underscored the imperative of transparency in procurement processes, advocating for the integration of technology, particularly through e-procurement systems. He stressed the importance of crafting



Mr Nikhil Sawhney President, All India Management Association Vice Chairman & Managing Director, Triveni Turbine Limited & Mr. S Krishnan, Secretary, Ministry of Electronics & Information Technology, Government of India

qualification criteria and technical specifications to promote sustainability and foster healthy competition. Moreover, Mr. Krishnan emphasized the necessity of ample preparation time for tender documents and bids, enabling bidders to submit competitive offers effectively. He concluded by emphasizing the crucial role of government procurement in supporting domestic industries, ultimately contributing to more inclusive economic development.

This was followed by the special address given by Mr. Hideki Mori who is the Manager (Operations India), The World Bank. He spoke about the importance of public procurement and highlighted India's role in global economic development. He also addressed the climate and gender gaps prevailing in India and the initiatives taken by the World Bank. He also mentioned that the private sector is crucial as they are the huge part of the economy as well.

Keynote Address by Mr. Sanjay Aggarwal, Adviser, PPD, Ministry of Finance, Government of India highlighted the ongoing policy changes and government initiatives in area of Public Procurement. Subsequently, theme address was presented by Ms. Anna L. Wielogorska, Procurement Manager (South Asia), the World Bank where she highlighted the importance of streamlining procurement and contract management processes and how Governments can stimulate growth and investments through effective public procurement.

The inaugural session was concluded by Prof. (Dr.) Rohit Singh, Director, AIMA by giving a vote of thanks to all the speakers in the session. Overall, the inaugural session set the stage for in-depth discussions and collaborative efforts to enhance procurement practices for sustainable economic growth and societal well-being.

Plenary Session 1

Government initiatives on maximizing economic development through Procurement



(L-R) Mr. Ghansham Bansal, Dean, Delhi Metro Rail Academy and Ex CVO; Delhi Metro Rail Corporation Limited ; Mr. R. Sharan, Director(Project), Nuclear Power Corporation India Limited; Mr. Vinay Kumar Singh, Managing Director; National Capital Region Transport Corporation; Mr. Sanjay Aggarwal, Advisor, PPD, Dept. of Expenditure ; Ministry of Finance, Government of India; Mr. K Subramaniam, Principal Accountant General, Rajasthan Comptroller and Auditor General of India

After the Inaugural session, the event started with session on “Government initiatives on maximizing economic development through procurement”. The session was chaired by Mr. Vinay Kumar Singh, Managing Director of National Capital Region Transport Corporation (NCRTC). The speakers for this session included Mr. Sanjay Aggarwal, Advisor, PPD Dept. of Expenditure, Ministry of Finance, Govt. of India; Mr. K Subramaniam, Principal Accountant General, Rajasthan Comptroller and Auditor General of India; Mr. Ghansham Bansal, Dean, Delhi Metro Rail Academy and Ex CVO, Delhi Metro Rail Corporation Limited and Mr. R Sharan, Director (Project), Nuclear Power Corporation India Limited

Initiatives of NCRTC in Public Procurement

Mr. Vinay Kumar Singh

Mr. Vinay Kumar Singh commenced the session by delving into the topic of 'Initiatives of NCRTC in Public Procurement'. Throughout his discourse, Mr. Singh emphasized key aspects concerning the implementation of the RRTS procurement strategy. He elaborated on how the procurement guidelines for NCRTC projects strictly adhere to the General Financial Rules (GFR) and the Procurement Manual established by the Ministry of Finance, complemented by guidelines from Bilateral and Multilateral Agencies for funded projects. Mr. Singh emphasized NCRTC's prioritization of objectives as presented in the figure 1, these objectives aim



Mr. Vinay Kumar Singh, Managing Director of National Capital Region Transport Corporation (NCRTC)

at filtering out inefficient bidders. Despite the challenges posed by the Covid-19 pandemic, he highlighted NCRTC's successful execution of complex projects, notably the 8 high-speed transit corridor project in the periphery of Delhi NCR. Within this intricate endeavor, procurement, project management, stakeholder management, and project timelines were intricately interlinked, and NCRTC effectively managed these aspects. Innovative strategies like tender 'prepone' and in-house execution of critical components such as designing and drawing were employed, alongside capacity building initiatives within the Government and industries to boost local content in projects. Additionally, Mr. Singh accentuated the adoption of technology for monitoring, which has significantly enhanced project execution efficiency.



Figure No: 1

Vivad Se Vishwas in Public Procurement

Mr. Sanjay Aggarwal

Mr. Sanjay Aggarwal, Advisor at the Department of Expenditure, Ministry of Finance, led an informative session on the government's recent policy initiatives concerning public procurement, particularly focusing on the Vivad Se Vishwas scheme. Vivad Se Vishwas I, Mr. Aggarwal outlined, encompasses contracts for procurement of goods and services, specifically targeting suppliers registered as MSMEs with the Ministry of Micro, Small, and Medium Enterprises (MoMSME). He elaborated on the applicability of the scheme, extending to various entities such as ministries, departments, autonomous bodies, public sector banks, financial institutions, and Central Public Sector Enterprises (CPSEs). Furthermore, he discussed the relief amount criteria, including the refund of performance security, bid security, and deductions such as liquidated damages (LD), with a provision for the revocation of debarment under specific circumstances. The FAQs section provided comprehensive insights into the eligibility criteria and relief mechanisms, emphasizing the deadline for claims submission on platforms like GeM and IREPS.

Transitioning to Vivad Se Vishwas II, Mr. Aggarwal elucidated its broader scope, encompassing all types of procurement contracts across various sectors,



Mr. Sanjay Aggarwal, Advisor, PPD, Dept. of Expenditure Ministry of Finance, Government of India

including Public-Private Partnership (PPP) contracts and earning contracts. He detailed the eligibility criteria concerning the status of disputes, timelines for awards issued, and voluntary participation for contractors. The presentation underscored the settlement amount computation methodology, considering court awards and arbitral awards, along with provisions for payment delays and applicable interest rates. Noteworthy scenarios and salient points were highlighted, including the acceptance threshold for claims exceeding Rs. 500 crores and the process for non-acceptance, underscoring transparency and accountability in dispute resolution. The session concluded with a directive emphasizing the exclusion of unsettled claims from further litigation, promoting the amicable resolution of disputes through the Vivad Se Vishwas scheme.

Oversight on Public Procurement

Mr. K Subramaniam

Mr. K. Subramaniam, Principal Accountant General of Rajasthan Comptroller and Auditor General of India delivered an insightful discourse underscoring the pivotal role of procurement emphasizing its economic implications and the susceptibility of public procurement to fraud and mismanagement. He expounded on India's oversight mechanism governing public procurement, emphasizing the attainment of 'value for money' as its core objective.

Providing an overview of the oversight framework and the roles of various authorities involved, Mr. Subramaniam elucidated how robust oversight fosters good governance by promoting the parameters mentioned in figure 2.



Mr. K Subramaniam, Principal Accountant General, Rajasthan Comptroller and Auditor General of India

He also identified challenges faced by oversight executives, particularly regarding quality and cost efficiency in Indian procurement practices, advocating for an outcome-oriented approach alongside procedural adherence. Mr. Subramaniam also spotlighted retendering as a significant flaw in India's procurement system and stressed the imperative of capacity building among executives to tackle these challenges adeptly.



Figure No: 2

Initiatives of DMRC in Public Procurement

Mr. Ghansham Bansal



Mr. Ghansham Bansal, Dean, Delhi Metro Rail Academy and Ex CVO Delhi Metro Rail Corporation Limited

Mr. Ghansham Bansal, Dean of Delhi Metro Rail Academy and Former CVO of DMRC, delved into the intricacies of contract management within the Delhi Metro Rail Corporation (DMRC). Established in May 1995 as a joint venture between the Government of India and the Government of Delhi, DMRC has been pivotal in revolutionizing urban transportation in the region. Emphasizing the principles of financial propriety, Mr. Bansal elucidated the importance of exercising prudence in expenditure, ensuring that resources are allocated judiciously and without bias. He highlighted the necessity of equitable risk allocation in contracts, stressing the significance of allocating risks to the party best equipped to manage them. In the context of DMRC, responsibilities for land acquisition and coordination with other governmental bodies are vested with the employer to mitigate uncertainties. Identifying common pitfalls in contract management, Mr. Bansal outlined issues such as unfair risk allocation, lack

of provisions for fair compensation, and liquidity problems faced by contractors. He underscored DMRC's proactive approach in addressing liquidity concerns through practices such as advance payments, timely on-account payments, and special advances to contractors facing cash flow challenges.

Furthermore, Mr. Bansal talked about DMRC's philosophy of fostering contractor success by resolving genuine problems promptly, ensuring prompt payments, and making timely decisions. He also highlighted that by prioritizing contractor welfare and adopting a collaborative approach, DMRC aims to mitigate risks, foster successful contract outcomes, and uphold its reputation as a model of effective contract management in the transportation sector.

Experience of QCBS in works initiated by NPCIL in their projects

Mr. R. Sharan

Mr. R. Sharan, Director (Projects) at Nuclear Power Corporation India Limited, provided valuable insights into the Quality Cum Cost Based Selection (QCBS) method employed for contractor/vendor selection in nuclear power projects. He detailed the department's adherence to the procurement manuals of both the Ministry of Finance and their internal guidelines for tender management. Mr. Sharan underscored the effectiveness of QCBS in facilitating the timely procurement and execution of nuclear projects. He elaborated on the QCBS tender evaluation process, involving technical and financial assessments alongside self-scoring based on explanatory questions. Additionally, he emphasized the role of bidder expertise and learning curves in determining bid success, particularly in knowledge-intensive nuclear projects where quality takes precedence over price. Mr. Sharan highlighted the role of a 'special technical committee' in scrutinizing the self-scoring and ensuring an unbiased bidding process, emphasizing the importance of knowledge and expertise in nuclear procurement.

Q&A Session

During the question-and-answer session, several inquiries were raised regarding procurement processes, oversight, and project management. One audience member queried how vendors' self-evaluation in the Quality Cum Cost Based Selection (QCBS) adds value to the process, expressing concerns about honesty and qualification. In response, it was explained that while vendors self-score in QCBS, the department's extensive vendor database allows for verification and challenges to self-assessment, thereby enhancing the selection process. Another attendee sought guidance on determining the weightage of different parameters in pre-qualification criteria (PQC). The panelist outlined that while a 30% weightage criterion is often considered best practice according to CVC guidelines, flexibility exists based on individual organizational needs. Regarding the formation of cartel-like behavior, it was clarified that adherence to the General Financial Rules (GFR) 2017 is paramount, with strict provisions against such activities. Environmental and social costs in project procurement were addressed in response to another question, with emphasis placed on existing guidelines and mandatory compliance. Furthermore, it was noted that the DMRC's proactive interventions and flexibility in mitigating risks have been instrumental in preventing contract failures and ensuring timely project execution. Additionally, the adherence to guidelines, such as those set forth by the Asian Development Bank (ADB) in the case of the RRTS project, was highlighted as essential for project success.



Mr. R. Sharan, Director(Project), Nuclear Power Corporation India Limited

Plenary Session 2

Boosting national economy through MSME development and local value addition in Public Procurement



(L-R) Mr. Sanjeev Kumar Singh, Chief General Manager (Contract services) Power Grid Corporation of India Limited; Mr. Vijay Mittal, Joint Secretary, Ministry of Heavy Industries, Government of India; Ms. Rukmani Attri, Joint Development Commissioner, Ministry of Micro Small & Medium Enterprises, Government of India; Dr Sanjiv Layek, Executive Secretary, World Association for Small & Medium Enterprises

The second plenary session of the summit was on “Boosting national economy through MSME development and local value addition in public procurement”. The session was chaired by Mr. Vijay Mittal, Joint Secretary, Ministry of Heavy Industries, Government of India. The esteemed panel for the session included Ms. Rukmani Attri, Joint Commissioner, Ministry of Micro, Small & Medium Enterprises; Dr Sanjiv Layek, Executive Secretary, World Association for Small & Medium Enterprises (WASME) and Mr. Sanjeev Kumar Singh, Chief General Manager, POWERGRID.

Make in India & its relevance for Ministry of Heavy Industry

Mr. Vijay Mittal

Vijay Mittal commenced the session by elaborating on the significance of the 'Make in India' initiative, spearheaded by the Hon'ble Prime Minister nearly a decade ago, with a multifaceted approach aimed at stimulating investment, fostering innovation, enhancing manufacturing infrastructure, easing business operations, and advancing skill development. Over the years, this initiative has propelled India to remarkable achievements, including a substantial rise in global economic ranking, significant advancements in innovation, and substantial improvements in ease of doing business metrics. Mr. Mittal underscored the pivotal role of the Ministry of Heavy Industries (MHI) in spearheading initiatives tailored to the automotive, auto components, and capital goods sectors. He delineated various schemes under the MHI umbrella, such as the Production Linked Incentive (PLI) schemes, the Faster Adoption and Manufacturing of Electric Vehicles (FAME) schemes, and the Capital Goods Scheme, each designed to overcome barriers, foster investment, and bolster indigenous manufacturing. Noteworthy achievements highlighted include substantial disbursements and deployment of electric vehicles under the FAME schemes, significant investments attracted under the PLI schemes, and strides

made in enhancing competitiveness in the capital goods sector. Furthermore, Mr. Mittal emphasized MHI's commitment to enhancing quality and safety standards through regulatory measures and fostering technological advancements through initiatives such as Machine-Oriented Learning Application (MOLA). In conclusion, he articulated the transformative potential of these schemes in establishing India as a global manufacturing hub, enhancing export competitiveness, fostering employment generation, and advancing the nation's clean energy and decarbonization goals, in alignment with the vision of a resilient and self-reliant India by 2047."



Mr. Vijay Mittal, Joint Secretary, Ministry of Heavy Industries Government of India

MSME Development in Public Procurement

Ms. Rukmani Attri

Ms. Rukmani Attri commenced her presentation by providing an insightful overview of the Public Procurement Policy Order for Micro, Small, and Medium Enterprises (MSEs) in India, highlighting the significant contributions of these enterprises to the nation's economy. She elucidated that MSMEs account for 29% of the GDP, 36% of manufacturing output, and constitute the second-largest employment sector after agriculture, with over 36 million registered MSMEs as of date. Ms. Rukmani elaborated on the legal framework provided by the Micro, Small & Medium Enterprises Development Act, 2006, which aimed to promote and nurture MSMEs, introducing the concept of "enterprises"



Ms. Rukmani Attri, Joint Development Commissioner, Ministry of Micro Small & Medium Enterprises, Government of India

encompassing both manufacturing and services. She emphasized the pivotal role of the Udyam Registration Portal, an online platform facilitating the registration of MSMEs, as a crucial step in streamlining the sector. Furthermore, Ms. Rukmani delineated the classifications of MSMEs based on erstwhile and revised criteria, highlighting the shift from investment-based to composite criteria incorporating investment and annual turnover. She emphasized the seamless nature of Udyam registration, its linkage with PAN and GSTN databases, and the elimination of the renewal requirement. Transitioning into the Public Procurement Policy for MSEs Order of 2012, Ms. Rukmani elucidated its mandates, including the stipulation for 25% annual procurement from MSEs by all Central Ministries, Departments, and Central Public Sector Enterprises (CPSEs), with sub-thresholds for procurement from MSEs owned by SC/ST and women. She detailed the preferential treatment accorded to MSEs under the policy, including provisions for pricing preferences, reservations of items for procurement exclusively from MSEs, and other benefits such as tender sets free of cost, exemption from Earnest Money Deposit (EMD), and relaxation of prior experience and turnover criteria. Ms. Rukmani

concluded by highlighting the significance of the MSME Sambandh Portal launched to monitor procurements from MSEs, offering a comprehensive platform for procuring entities to upload required products/services and facilitating transparent monitoring through dashboards providing procurement summaries.

Benefits for MSMEs. What else should be done by Govt. to help MSME

Dr Sanjiv Layek

Dr. Sanjiv Layek from World Association for Small and Medium Enterprises (WASME) commenced his session with an in-depth exploration of the pivotal role of public procurement in bolstering national economies, with a specific focus on empowering Micro, Small, and Medium Enterprises (MSMEs) in alignment with the vision and mission of the World Association for Small and Medium Enterprises (WASME). Diving into the definition of MSMEs, Dr. Sanjiv elaborated on the classifications based on Indian criteria, emphasizing the importance of these enterprises in driving economic growth and creating employment opportunities. He shed light on WASME's vision of promoting SMEs globally and its mission to serve as a platform for knowledge exchange, capacity building, and advocacy, positioning WASME as a strategic resource center for facilitating networking, business meetings, financial assistance, and technology transfer among MSMEs. Moving forward Dr Sanjiv delved into the activities and initiatives undertaken by WASME to support MSMEs worldwide, including policy advocacy, information dissemination, training programs, and collaborations with international organizations and governments. He also highlighted the success stories of SMEs facilitated through these partnerships, showcasing the positive impact on business growth and development.



Dr Sanjiv Layek, Executive Secretary, World Association for Small & Medium Enterprises

Transitioning to the Indian scenario, Dr. Sanjiv outlined the current status of MSMEs in India and the challenges they face in public procurement, such as complex procedures and limited access to information. He discussed government initiatives aimed at promoting MSME participation in public procurement, including preferential treatment and policy support, and highlighted key platforms such as the Government e-Marketplace (GeM) and the National Small Industries Corporation (NSIC) facilitating procurement for MSMEs.

Furthermore, Dr. Sanjiv underscored the collaborative efforts between GeM, NSIC, Ministry of MSME, and other stakeholders to enhance MSME access to procurement opportunities and foster digital transformation. He concluded by summarizing the key points discussed and issued a call to action for stakeholders to collaborate towards creating an enabling environment for SME development, aligning with WASME's vision of promoting SMEs as prime drivers of the global economy.

Ensuring Local development in large contracts issued by POWERGRID

Mr. Sanjeev Kumar Singh

Mr. Sanjeev Kumar Singh, Chief General Manager at POWERGRID, commenced his session by providing an overview of POWERGRID, India's largest Electric Power Transmission Utility, operating as a 'Maharatna' CPSE under the Ministry of Power (MoP). He highlighted POWERGRID's significant role in the country's power transmission network, emphasizing its substantial investments in transmission infrastructure to meet the growing demand for electricity, particularly from non-fossil fuel-based sources. Mr. Singh emphasized POWERGRID's commitment to promoting local development through its Work & Procurement Policy, which prioritizes the development of local contracting and manufacturing industries/



Mr. Sanjeev Kumar Singh, Chief General Manager (Contract services) Power Grid Corporation of India Limited

agencies. He underscored the critical role played by the Micro, Small, and Medium Enterprises (MSME) sector in driving economic growth, employment generation, and fostering innovation, with over 63 million MSMEs contributing significantly to India's GDP. Delving into initiatives for MSME development, Mr. Singh outlined the implementation of the Public Procurement Policy (PPP) for MSEs Order, 2012, which exempts MSEs from tender fee/bid security requirements and provides purchase preference in divisible packages. He highlighted various vendor development programs and special initiatives for MSEs owned by women and SC/ST entrepreneurs, aimed at enhancing their participation in procurement processes.

Moreover, Mr. Singh elaborated on additional measures undertaken by POWERGRID to encourage MSE participation, including relaxation of financial qualification criteria, establishment of an ED level committee for procurement from MSEs, and the introduction of exclusive tenders for SC/ST and Women MSEs. He provided insights into POWERGRID's procurement data, showcasing the significant contribution of MSEs to its procurement activities. Transitioning to the implementation of the Public Procurement (Preference to Make in India) Order, 2017, Mr. Singh elucidated POWERGRID's efforts to promote domestic manufacturing and production of goods and services. He highlighted provisions for preferential treatment of local suppliers and the margin of purchase preference for Class-I Local Suppliers, aimed at boosting indigenous manufacturing capabilities.

Furthermore, Mr. Singh discussed alternative routes in qualifying requirements (QR) to encourage indigenous vendors/contractors, citing examples of equipment manufacturers with Indian establishments. He elaborated on vendor development packages aimed at facilitating vendor development and reducing import dependency, showcasing recent initiatives in procuring emergency restoration systems, insulated cross arms, and other transmission-related equipment. In conclusion, Mr. Singh emphasized POWERGRID's unwavering commitment to local development and import reduction, highlighting its proactive measures to support MSMEs and promote domestic manufacturing in alignment with the government's broader initiatives for economic growth and self-reliance.

Q&A Session

During the question-and-answer segment, various aspects of funding for the World Association for Small & Medium Enterprises (WASME) were discussed, with membership fees being the primary source alongside projects and sponsorships. Additionally, the failure to meet the 3% quota for Women-led MSMEs in public procurement was addressed. The Ministry of MSME highlighted efforts to address this issue through initiatives like the National SC/ST Hub and continuous advocacy. Furthermore, discussions revolved around the pending release of a list of 350 items for procurement from MSE vendors, indicating ongoing deliberations and the need for amendments before its public release. Strategies to enhance procurement through SC/ST/Women enterprises were proposed, emphasizing the competitiveness of MSEs across different categories. Moreover, inquiries were made regarding past performance weightage in bids for MSEs, incentives for women entrepreneurs by PowerGrid, and performance appraisal criteria for MSMEs. Finally opinions were sought on the government's decision regarding the privatization of MoP transmission, with clarification provided that the sector is already privatized under tariff-based bidding, fostering competition and contributing to the growing demand of electricity.

Plenary Session 3

Digital Transformation, Innovation in Procurement as a growth driver in Economy



(L- R) Mr. Aashish Banati, Deputy Controller (Technology), Controller of Certifying Authorities, Ministry of Electronics & IT, Government of India; Mr. Prakash Mirani, Addl. CEO and Chief Marketplace Officer Services, Government e Marketplace; Ms. Usha Saxena, Senior Director (IT), National Informatics centre (NIC)

The third plenary session of the summit on “Digital Transformation, Innovation in Procurement as a growth driver in economy” was chaired by Mr. Prakash Mirani, Addl. CEO and Chief Marketplace Officer Services, Govt. e Marketplace. The speakers for this session included Ms. Usha Saxena, Senior Director (IT), National Informatics Centre, Government of India; and Mr. Aashish Banati, Deputy Controller (Technology), Controller of Certifying Authorities, Ministry of Electronics & IT, Govt of India.

Initiatives of GeM for Digitalizing Public Procurement & Future Plans

Mr. Prakash Mirani

The session chaired by Mr. Prakash Mirani underscored the imperative need for Government e-Marketplace (GeM) while delineating the shortcomings of conventional procurement systems. These limitations encompassed the absence of standardization in bidding documents, a proliferation of procurement portals, and cumbersome manual interventions. Mr. Prakash further highlighted challenges related to regulatory compliance, entry barriers restricting supplier participation, and the lack of seamless online integrations, emphasizing the significance of addressing these issues for enhanced efficiency.

Subsequently, he elucidated GeM's business



Mr. Prakash Mirani, Addl. CEO and Chief Marketplace Officer Services Government e Marketplace

landscape, depicting consistent growth in Gross Merchandise Value (GMV) and a surge in order volumes from diverse entities including Central Ministries, State Governments, and Public Sector Enterprises (CPSEs). Noteworthy achievements in the fiscal year 2023-24, such as surpassing a GMV of INR 2.5 lakh crore and collaborations with TCS to develop GeM 2.0, were highlighted. The session also delved into GeM's e-procurement modes, bid evaluation methods, and its pivotal role in facilitating cost savings, transparency, and social inclusion. Lastly, Mr. Prakash outlined the vision for GeM 2.0, leveraging new-age technologies like Artificial Intelligence (AI) and Augmented Reality (AR) to drive efficiency, while emphasizing ongoing initiatives geared towards fostering broader adoption, value-added services, and organizational enhancements for unlocking future growth opportunities.

Initiatives of NIC for Digitalizing Public Procurement & Future Plans

Ms. Usha Saxena

The next session was covered by Ms. Usha Saxena, Senior Director (IT) of the National Informatics Centre (NIC), she outlined NIC's pivotal role in digitizing public procurement in India. The session elaborated on the evolution of India's eProcurement landscape, from manual bids to the establishment of platforms like Tenders.gov.in and the subsequent adoption of the National e-Governance Plan, emphasizing the transition towards integrated mission mode projects like eProcurement. NIC's initiatives in digitizing various aspects of procurement, including crude oil and coal procurement, highlighted the organization's commitment to facilitating smooth transactions tailored to diverse requirements.



Ms. Usha Saxena, Senior Director (IT), National Informatics centre (NIC)

Ms. Usha then delved into GePNIC, NIC's flagship eProcurement software, highlighting its objective as depicted in figure 3 and also showcasing its extensive adoption across central government organizations, states, union territories, and central public sectors. With 48 live instances and impressive statistics for January 2024,



Figure No: 3

including over 2.28 lakh e-tenders processed, she highlighted that GePNIC emerged as a robust and adaptable solution driving efficiency and transparency in government procurement. She concluded the session by emphasizing NIC's commitment to innovation and efficiency, underscored by its numerous recognitions and awards, and provided stakeholders with important links to access key platforms and resources, highlighting NIC's dedication to transparency and accessibility in its initiatives.

Role of Digital Signatures in building trust for economic development

Mr. Aashish Banati

The last session of the day was taken by Mr. Aashish Banati, Deputy Controller (Technology) at the Controller of Certifying Authorities, Ministry of Electronics & IT, Government of India. He addressed the role of digital signatures in fostering trust for economic development. He emphasized the Controller of Certifying Authorities (CCA) as the trust anchor for digital transactions and highlighted its efforts in promoting digital transactions, increasing electronic signature usage, and adopting global standards. Mr. Banati provided detailed explanations of various types of e-signatures and outlined the fundamental layers of digital transformation: presence less (AADHAR), paper less (e-sign), and cash less (UPI). He discussed the Digital Public Infrastructure (DPI), encompassing industry, payment, and data layers, emphasizing their security. Mr. Banati concluded by noting the regulation of the system under the Indian IT Act 2000 and some challenges. Data protection is a challenge, but proper system and adequate measures are in place.



Mr. Aashish Banati, Deputy Controller (Technology), Controller of Certifying Authorities, Ministry of Electronics & IT, Government of India

Q&A Session

During the question-and-answer session, several key inquiries were addressed regarding the digital procurement landscape in India. Participants queried the potential interoperability between standalone e-procurement systems like crude oil with the government's centralized procurement platform. It was clarified that while there are technological capabilities for interoperability, the decision ultimately rests on policy considerations. Another query focused on the relationship between JePNIC and GeM platforms, with concerns about potential competition. It was emphasized that GeM primarily handles goods and services procurement, while JePNIC focuses on works procurement, thus they serve different purposes and are not in direct competition. Additionally, questions arose regarding consultancy tenders, GeM's suitability for government department procurement, the eligibility of NGOs as buyers on GeM, and the possibility of customized bidding. The session also addressed concerns about multiple applications from the same IP address, tender issuance to foreign suppliers on GeM, and ensuring quality control for products procured through GeM.

Day 2

Keynote address

Day 2 commenced with a keynote address delivered by Mr. Anil Kishora, Vice-President and Risk Officer at the New Development Bank (NDB). During his address, Mr. Kishora shed light on several critical facets of public procurement. He underscored the immense influence wielded by public procurement due to its sheer scale, emphasizing its potential to shape sustainable development. Mr. Kishora emphasized that progressive procurement practices could serve as catalysts for sustainability. Furthermore, he stressed the importance of adopting technology to enhance the efficiency of the public procurement process. Mr. Kishora provided insights into the initiatives undertaken by the NDB to promote sound procurement practices across its member countries. He outlined the core principles guiding NDB's procurement practices, including the pursuit of enhanced outcomes, environmental sustainability, and the establishment of research frameworks for citizen-centric procurement.



Mr. Anil Kishora, Vice-President and Chief Risk Officer, New Development Bank

In advocating for citizen-centric procurement approaches, Mr. Kishora highlighted the pivotal role of technology utilization, the establishment of centers of excellence, capacity building efforts, and the promotion of transparency. Drawing parallels with the Reserve Bank of India's research endeavors and the evolution of banking technology, Mr. Kishora concluded his address by recommending the establishment of high-quality research centers dedicated to exploring public procurement practices. Such centers, he argued, could yield significant benefits for both India and global economies.

Plenary Session 4 Green Public Procurement for mitigating climate change



(L- R) Dr. Srikanta K. Panigrahi, Director General, Indian Institute of Sustainable Development; Ms. Anna L Wielogorska, Regional Procurement Manager (South Asia), The World Bank; Mr. Vipul Mishra, Senior Development Specialist, Japan International Cooperation Agency; Mr. Tanmay Tathagat, Director, Environmental Design Solutions

The fourth plenary session of the summit on “Green Public Procurement for mitigating climate change” was chaired by Ms. Anna Wielogorska, Regional Procurement Manager (South Asia), The World Bank. The esteemed panel for discussion included Mr. Tathagat, Director, Environmental Design Solutions (EDS); Mr. Vipul Mishra, Senior Development Specialist, Japan International Cooperation Agency and Dr. Srikanta K. Panigrahi, Director General, Indian Institute of Sustainable Development.

Global experience and trends in Green Public Procurement

Mr. Tanmay Tathagat

Mr. Tanmay Tathagat from Environmental Design Solutions Pvt. Ltd. began the session by emphasizing the urgency of addressing climate change and the complexity of incorporating energy efficiency into procurement processes. He shared four case studies highlighting successful integration of green practices in public procurement: green affordable housing, energy-efficient cooling, a net-zero public utility building, and green procurement criteria for air conditioners. Mr. Tanmay stressed the importance of considering the environmental impact throughout a product’s lifecycle, from manufacturing to disposal.



Mr. Tanmay Tathagat, Director, Environmental Design Solutions Pvt. Ltd.

In the procurement process, the speaker discussed

the need to incorporate green criteria, conduct lifecycle cost analysis, and consider total cost of ownership. He described a shift from focusing solely on initial cost to considering long-term costs and benefits. Mr. Tanmay also mentioned the challenge of standardizing green definitions for products and services.

Mr. Tanmay provided examples of how green practices were incorporated into procurement, such as specifying materials and design features for energy-efficient housing and modifying selection criteria for net-zero buildings. He highlighted the role of strong leadership in driving these changes and the need for incremental, planned changes in public procurement. Market readiness and expert involvement were also emphasized as crucial factors in implementing green procurement practices. He also referenced a publication on advancing green procurement and noted the increasing adoption of energy efficiency procurement measures.

In conclusion, Mr. Tanmay expressed optimism about the transformative potential of public procurement in driving market change, particularly in India. He emphasized the need for an integrated approach to green procurement and highlighted the role of strong leadership, incremental change, market readiness, and expert involvement in achieving this transformation.

Green Public Procurement Initiatives by JICA

Mr. Vipul Mishra

Mr. Vipul Mishra, representing Japan International Cooperation Agency (JICA), discussed the organization's efforts in green public procurement for mitigating climate change. JICA focuses on promoting sustainable development globally, aligning with the Paris Climate Agreement. He highlighted their projects in various countries, including India and the Philippines, aimed at reducing greenhouse gas emissions and promoting biodiversity.

He mentioned that JICA emphasized the importance of considering lifecycle costs in procurement decisions, showing examples where choosing products with higher initial costs but lower lifecycle costs resulted in significant savings over time. He also discussed challenges, such as the need for better policies and acceptance from stakeholders.

Moving forward, Mr. Vipul talked about JICA's plans to use a merit point system in procurement, prioritize lifecycle cost analysis, and ensure that environmental considerations are enforced in contracts.

Overall, the speaker emphasized JICA's efforts in demonstrating a commitment to sustainable practices and a proactive approach to combating climate change through public procurement.



Mr. Vipul Mishra, Senior Development Specialist Japan International Cooperation Agency

Green Public Procurement in India

Dr Srikanta K. Panigrahi

The next speaker for this session, Dr Srikanta K. Panigrahi started the session by highlighting the critical importance of sustainable public procurement in the context of the current global challenges, emphasizing the need to protect the planet and address climate change. He discussed the significant environmental issues the world is facing, such as biodiversity loss, agriculture decline, and changing ocean currents, underscoring the urgency of taking action.

Representing the Indian Institute of Sustainable Development, Dr Srikanta stressed on India's historical leadership in sustainability and recent initiatives like the G20 summit where India showcased its commitment to sustainability. He noted that public procurement is a key driver of a country's GDP and emphasized the need for alignment with national priorities and UN Sustainable Development Goals (SDGs).



Dr. Srikanta K. Panigrahi, Director General, Indian Institute of Sustainable Development

The speaker highlighted the differences in green procurement practices among countries, with some countries making it mandatory while others keeping it voluntary. He cautioned against "greenwashing," and advocated for sustainable public procurement (SPP). Further, discussing the challenges of sustainable public procurement, he emphasized the importance of considering lifecycle costs, carbon footprints, and total footprints of products. He also stressed the need for transparency, innovation, and digital infrastructure in procurement processes.

Case studies from Tata Motors and CPWD (Central Public Works Department) were also discussed by Dr. Srikanta as examples of organizations committed to sustainable procurement policies, aiming for net-zero emissions and sustainable resource utilization. In conclusion, Dr. Srikanta reiterated the importance of sustainable public procurement in achieving sustainability goals, calling for stronger determination at all levels to drive change. He emphasized on the role of trust and commitment in post-COVID recovery and urged for collective efforts to make sustainable procurement a reality.

Q&A Session

The session began with Ms. Anna highlighting the Creek Clean Congo project, a billion-dollar initiative supporting sewage treatment plants. The project emphasizes sustainable procurement by using lifecycle costing for bid evaluation, promoting resource conservation. For example, biogas farms supplement the plant's energy needs, and solar power supports this further, demonstrating a circular economy by using treated water for various purposes and manures for agriculture.

Questions were also raised about lifecycle costs and green procurement in the energy sector. It was explained that setting standardized assumptions for equipment usage and energy costs is crucial. This process involves a lot of upfront effort to ensure fair bid evaluations. Agencies funding infrastructure projects like high-speed rails consider environmental aspects in bidder qualifications and ensure post-project audits for promised commitments.

Regarding green buildings, the focus is on reducing operating energy and embodied energy in materials. Selecting environmentally friendly materials and considering their recyclability and disposal impact are key. Government policies mandating energy efficiency in buildings are crucial, as voluntary measures often fall short.

Addressing global climate challenges, it was emphasized that international cooperation is essential, as climate impacts transcend borders. Countries need to align policies with global climate goals, integrating concepts like merit point systems and lifecycle cost analysis into procurement to drive sustainability.

In the context of India and China's significant global emissions, multilateral development banks (MDBs) have a role in enabling these countries to meet net-zero targets. Aligning procurement policies with national climate goals and considering product carbon footprints and ecological footprints are vital steps towards achieving this. Throughout the session, a collaborative approach involving governments, agencies, and stakeholders emerged as crucial for achieving sustainability goals.

Plenary Session 5

Socially Responsible Procurement (SRP) to build a more inclusive economy



(L- R) Mr. Vishal Gupta, Executive Director, Deloitte; Mr. Shanker Lal, Country Procurement Lead, The World Bank; Dr. Prasad Modak, Managing Director, Environmental Management Centre Pvt. Ltd.; Mr. Kanwalpreet, Director, PPD, Dept. of Expenditure Ministry of Finance, Government of India; Mr. Chilakapati Sivakumar, Regional Executive Director, NTPC Limited

The fifth plenary session of the summit on “Socially Responsible Procurement (SRP) to build a more inclusive economy” was chaired by Dr. Prasad Modak, Managing Director, Environmental Management Centre Pvt. Ltd. The esteemed panel for discussion included Mr. Vishal Gupta, Executive Director, Deloitte; Mr. Shanker Lal, Lead Procurement Specialist, The World Bank; Mr. Kanwalpreet, Director, PPD, Dept. of Expenditure, Ministry of Finance, Government of India and Mr. Chilakapati Sivakumar, Regional Executive Director, NTPC Ltd.

Introducing the Topic followed by Presentation on Practices in India with respect to SRP

Dr. Prasad Modak

Dr. Prasad Modak commenced the session on "Socially Responsible Procurement to build a more inclusive economy" by underscoring the universal business concern regarding the environmental crisis and the widening focus on incorporating social and governance considerations into procurement processes. He defined socially responsible procurement as encompassing corporate behavior, governance, and transparency across social, environmental, and business domains, emphasizing the need for organizations to conduct business responsibly by integrating ethical, sustainable, and socially-conscious considerations into their procurement practices. Dr. Modak elucidated four key aspects of a socially-responsible procurement policy, including ethical sourcing, environmental sustainability, diversity and inclusion, and local sourcing. He acknowledged the crucial role of the informal sector in India's production, post-consumption, and recycling operations, while highlighting challenges in enveloping it within socially responsible procurement practices. Drawing from a survey by EcoVadis in India, Dr. Modak illustrated the progression of Indian companies towards sustainable

procurement, stressing the momentum towards sustainability but acknowledging that more efforts are needed to meet global standards. He concluded by emphasizing the transformative potential of socially responsible procurement in India Inc., envisioning it as a game-changer that can influence production and consumption patterns, enhance environmental protection, promote labor safety and dignity, and elevate companies' competitiveness in global markets, ultimately contributing to achieving targets such as Net Zero by 2070.



Dr. Prasad Modak, Managing Director, Environmental Management Centre Pvt. Ltd.

Global Trends in socially responsible procurement

Mr. Vishal Gupta



Mr. Vishal Gupta, Executive Director, Deloitte

The next speaker for this session, Mr. Vishal Gupta, Executive Director, Deloitte shared his thoughts on “Global Trends in socially responsible procurement”. Mr. Vishal highlighted the evolving trend of Socially Responsible Procurement, transitioning from traditional metrics of price and quality towards encompassing ethical sourcing, diversity & inclusion, local sourcing, and sustainability considerations. He emphasized the importance of moving beyond procurement as a mere compliance-driven activity to one that embodies voluntary leadership and fosters responsible business practices. Mr. Vishal elaborated on the four key pillars of Socially Responsible Procurement: Ethical Sourcing, Diversity

and Inclusion, Local Sourcing, and Sustainability, each supported by illustrative case studies showcasing successful implementations worldwide. Furthermore, the session underscored the imperative for both private and government sectors to adopt policy initiatives, embrace collaboration, enhance transparency, and prioritize capacity building to propel the paradigm shift towards Socially Responsible Procurement. The session concluded with a call to action, urging stakeholders to champion initiatives promoting responsible production and consumption, foster socially responsible partnerships, and empower consumers to drive positive change and demand accountability from businesses, thereby contributing to building a more inclusive and sustainable global economy.

Participation of Women owned business in Public Procurement

Mr. Shanker Lal

Shanker Lal, Country Procurement Lead (India) at The World Bank, commenced the session by shedding light on the imperative need to address the underrepresentation of women-owned businesses in public procurement processes in India. He underscored that despite women constituting nearly 50% of the population, their ownership of businesses remains disproportionately low, with only 20% of enterprises being women-led in India. Mr. Shanker highlighted the potential economic benefits of advancing women's equality in business, citing research indicating a significant increase in global GDP by incorporating more women into the workforce. Additionally, he emphasized the



Mr. Shanker Lal, Country Procurement Lead, The World Bank

importance of public procurement as a strategic tool for promoting inclusive and sustainable growth, especially considering India's ambitious goal of becoming a high-income economy by 2047. Despite existing policies mandating a certain percentage of contracts to be allocated to women-owned businesses, Mr. Shanker noted a significant gap between policy and practice, with only around 1.03% of contracts being awarded to such businesses by central public sector undertakings (CPSUs). Drawing insights from international good practices, particularly from countries like the United States and Chile, he emphasized the need for targeted initiatives and policy reforms to enhance the participation of women-owned businesses in public procurement. He also highlighted the ongoing efforts of the World Bank Group (WBG) in this regard, including its commitment to doubling corporate procurement with women-owned businesses and the introduction of rated evaluation criteria for incentivizing their participation. He concluded by outlining key findings from a recent study commissioned by the World Bank, which analyzed the underlying reasons for the low participation of women-owned businesses in public procurement in India. Mr. Shanker stressed the importance of collaborative efforts involving government, procurers, industry associations, and women-owned businesses themselves to address the barriers and create a more conducive environment for their participation in public procurement processes.

Policy initiative of Government of India

Mr. Kanwalpreet

Mr. Kanwalpreet, Director of the Department of Expenditure, Ministry of Finance, Government of India highlighted various aspects crucial for socially responsible procurement, including domestic sourcing, diversity and inclusion, and environmental and ethical considerations. Under domestic sourcing, initiatives such as Make in India and Public Procurement Policy-Micro and Small Enterprises (PPP-MSE) Order were discussed. The PPP-MSE Order reserves 358 items for procurement from micro and small enterprises, ensuring timely payments through platforms like TReDS. Additionally, emphasis was placed on supporting sectors like Khadi and Handloom, with a target of sourcing 20% of products from weavers and self-help groups. In line with the theme of inclusion and environmental sustainability, he also outlined measures to promote participation from women and SC/ST MSEs, as well as start-ups. Environmental considerations were addressed through initiatives like the adoption of star-rated electrical appliances, integrating life cycle costing in works,

and implementing buyback programs for goods. Moreover, special regulations for the disposal of hazardous waste were highlighted as essential for environmental stewardship.

Furthermore, Mr. Kanwalpreet underscored the broader initiatives of the government, including Production Linked Incentive (PLI) schemes for domestic manufacturing, the promotion of electric vehicles, the Green Hydrogen Mission, and various renewable energy initiatives. These efforts collectively aim to foster socially responsible procurement practices that drive inclusive development while ensuring environmental sustainability and ethical conduct in procurement processes.



Mr. Kanwalpreet, Director, PPD, Dept. of Expenditure Ministry of Finance, Government of India

Initiatives of the NTPC for Socially Responsible Procurement

Mr. Chilakapati Sivakumar



Mr. Chilakapati Sivakumar, Regional Executive Director, NTPC Limited

During the session, Mr. Chilakapati Sivakumar, Regional Executive Director at NTPC Ltd., delved into the company's dedication to socially responsible procurement, stressing its commitment to sustainable practices and inclusive development. He began with an overview of NTPC's Sustainable Supply Chain Policy, underscoring compliance with statutory requirements, robust health and safety standards, transparent procurement practices, and partnerships for efficiency and quality improvement. Highlighting NTPC as India's largest energy conglomerate, he emphasized gender inclusivity by mentioning the operation of a control room staffed entirely by women. Additionally, Mr. Chilakapati

emphasized NTPC's focus on procuring from Micro and Small Enterprises (MSEs) and local suppliers to bolster domestic manufacturing and ensure social security for contractual laborers. The company's comprehensive CSR initiatives covering education, health, and environmental sustainability were also discussed. Environmental efforts such as paperless procurement systems and water conservation measures were highlighted. Mr. Chilakapati concluded by underlining NTPC's procurement practices prioritizing energy-efficient products and pollution control systems, contributing to its reputation as a responsible corporate entity and promoting a harmonious social environment.

Q&A Session

During the question-and-answer session, attendees raised several pertinent inquiries, each addressing different facets of procurement practices and policies. In response to the first question regarding the verification of self-declarations in the MII guidelines, it was clarified that clear procedures are outlined, including mandatory certification for tenders exceeding 10 crores and a dispute resolution process for contested declarations.

The second query delved into the absence of local sourcing in the Sustainable Public Procurement Index by UNEP and its implications for socially responsible procurement. The response highlighted the evolving nature of procurement strategies influenced by both regulations and consumer demand, with potential future integration of local sourcing practices. Addressing the challenge of increasing women's participation in tenders, multifaceted approaches were recommended, encompassing awareness-raising, policy adjustments, and broader societal changes. Regarding monitoring systems for India's plastic ban, it was emphasized that while comprehensive oversight falls under the Ministry of Environment and Forests, procurement policies inherently consider sustainability factors, with compliance monitored and enforced accordingly. The role of MSMEs in India's net zero commitment and women's involvement therein was clarified to be outside the study's scope. NTPC's actions on suppliers falsely identified as women-owned businesses were underscored to include stringent fraud policies aimed at ensuring fair representation and adherence to procurement guidelines. Lastly, regarding public involvement in procurement decisions akin to community procurement in World Bank projects, it was emphasized that transparency, disclosure, and government policies inherently reflect societal needs and priorities, fostering public engagement in procurement processes.

Plenary Session 6

Procurement Reforms: Transforming the Nation



(L-R) Mr. Ashutosh Vajpeyi, Joint Secretary (Economic Affairs) Finance Department, Government of Rajasthan; Mr. Sanjay Aggarwal, Advisor, PPD, Dept. of Expenditure, Ministry of Finance, Government of India; Mr. E. A. Rathnaseela, Director General, Department of Public Finance, Government of Sri Lanka; Mr. Stephane Y. Bessadi, Senior Procurement Specialist Asian Development Bank; Mr. Vinay Sharma, Ex-Director, The World Bank

The first of its kind panel discussion in the Global Procurement Summit took place in the final session of Day 2. The topic of discussion was mostly focused on “Procurement Reforms: Transforming the Nation” was moderated by Mr. Vinay Sharma, Ex-Director, The World Bank. The esteemed panel for discussion included Mr. Sanjay Aggarwal, Advisor, PPD, Dept. of Expenditure, Ministry of Finance, GOI; Mr. Stephane Y. Bessadi, Senior Procurement Specialist, Asian Development Bank; Mr. Ashutosh Vajpeyi, Joint Secretary (Economic Affairs), Finance Department, Govt. of Rajasthan and Mr. E.A. Rathnaseela, Director General, Department of Public Finance, Govt. of Sri Lanka.

Mr. Vinay Sharma highlighted the importance of public procurement, noting that global government contracts exceed \$13 trillion, a figure likely closer to \$14 trillion today. He emphasized that any efficiency or reform in public procurement could lead to reduced fiscal deficits, increased economic activities, and reduced fraud and corruption, among other benefits. He also pointed out the need to study the impact of new initiatives and innovations in the field.

During the panel discussion, Mr. Aggarwal, representing the Ministry of Finance, Government of India, discussed the challenges of ensuring consistency and uniformity in public procurement across different states in India. He explained that while the government has a semi-centralized system, with centralized guidelines and manuals, there is also flexibility for states to deviate based on local needs. He highlighted the success of this system, noting improvements over the past seven years.

The panel discussion was further taken forward by Mr. Ashutosh Vajpeyi, he delved into the complexities and challenges of implementing procurement reforms in India, with a focus on the state of Rajasthan. The discussion emphasized the importance of capacity building and training in procurement, given the

lack of knowledge and understanding of procurement laws and practices among government officials. Mr. Ashutosh highlighted the efforts undertaken in Rajasthan to develop a training program tailored to the needs of different departments and agencies.

Mr. E. A. Rathnaseela, Director General, Department of Public Finance, Government of Sri Lanka discussed on public procurement and good governance in Sri Lanka. He emphasized the critical need to integrate principles of transparency and accountability into procurement practices to address the recent financial crisis attributed partly to governance deficiencies. He mentioned that the government has taken steps such as publishing tender notices online and instituting procurement laws and independent commissions like the National Procurement Commission to enhance transparency. To combat corruption efficiency Mr. Rathnaseela advocated continuous monitoring and evaluation.

Mr. Stephane from the Asian Development Bank (ADB) discussed ADB's significant annual engagement with India, emphasizing its dedication to climate finance procurement. He highlighted the evolving complexity of procurement processes, now incorporating gender, climate, and sustainability considerations. He also mentioned that ADB, alongside other multilateral development banks (MDBs), aims to simplify and harmonize procurement practices, as seen in the October 2023 agreement among 12 MDBs focusing on sustainable procurement. Mr. Stephane also highlighted that engaging with the private sector is also crucial, with efforts to adapt procurement practices by considering lifecycle costs, using multiple evaluation criteria, and enhancing local government capacity. Continuous dialogue and collaboration among MDBs, governments, and the private sector are emphasized to drive effective procurement reforms, ultimately contributing to sustainable development and good governance.

In conclusion, the panel discussion underscored the importance of ongoing efforts to reform public procurement processes. Transparency, sustainability, and simplification were identified as key priorities in transforming the procurement landscape, ultimately contributing to better governance and sustainable development. Through collaboration and capacity building, stakeholders aim to navigate the complexities of procurement reforms, ensuring that they serve the best interests of the nation and its citizens.

Recommendations

The 9th Global Procurement Summit, held on 8th & 9th February 2024, brought together experts, practitioners, and policymakers to delve into the various facets of public procurement. Below mentioned are the recommendations drawn from the summit:

- **Enhanced Technology Adoption:**
 - Further adoption of technology in public procurement processes to enhance efficiency, transparency, and accountability.
 - More investment in digital infrastructure and innovative solutions to streamline procurement operations and improve decision-making processes.
- **Capacity Building and Training:**
 - Prioritization of capacity building and training programs for procurement professionals to ensure a thorough understanding of procurement laws, practices, and sustainability principles.
 - Development of tailored training programs to address the specific needs of different departments and agencies involved in procurement.
- **Green Public Procurement:**

- Promotion of green public procurement initiatives that consider environmental impact throughout the lifecycle of products and services.
- Adoption of sustainability criteria in procurement decisions, including considerations such as energy efficiency, carbon footprint, and lifecycle costs.
- **Socially Responsible Procurement:**
 - Implementation of policies and initiatives to enhance the participation of women-owned businesses and other underrepresented groups in public procurement processes.
 - Providing targeted support and incentives to encourage the inclusion of diverse suppliers and promote economic empowerment and social inclusion.
- **Transparency and Accountability:**
 - Strengthen transparency and accountability measures in public procurement to mitigate the risks of fraud, corruption, and unethical practices.
 - Ensure the publication of tender notices online and the establishment of clear procedures for verification and dispute resolution.
- **Collaboration and Knowledge Sharing:**
 - Foster collaboration among governments, multilateral development banks, private sector entities, and civil society organizations to share best practices, lessons learned, and innovative approaches in procurement.
 - Facilitate knowledge sharing platforms, workshops, and conferences to promote dialogue and exchange of ideas on procurement reforms and sustainable practices.
- **Policy Reforms and Harmonization:**
 - Policy reforms at the national and international levels to align procurement practices with sustainable development goals and climate change mitigation efforts.
 - Harmonization of procurement regulations and standards to simplify processes and technical documents such as RFPs and all with much simpler technical language to ensure more understanding amongst the officials and the bidders.
- **Continuous Monitoring and Evaluation:**
 - Establish robust monitoring and evaluation mechanisms to assess the effectiveness of procurement reforms and sustainability initiatives.
 - Regularly review and update procurement policies and practices based on feedback, data analysis, and lessons learned from implementation experiences.
- **Empowerment of Procurement Professionals:**
 - Empower procurement professionals with the authority, resources, and support necessary to drive meaningful change and innovation in public procurement.
 - Recognize and incentivize procurement excellence, ethical conduct, and contributions to sustainability and inclusive economic growth.

- **Long-term Vision and Commitment:**
 - Foster a long-term vision and commitment to procurement reforms as integral components of broader efforts to build resilient, inclusive, and sustainable economies.
 - Encourage stakeholders to prioritize sustainability, social responsibility, and good governance in procurement practices as essential elements of a collective effort to address global challenges and promote shared prosperity.



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Information Technology
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Global Procurement Summit 2024

Procurement: Enabler for Sustainable Economic Development

08-09 February, 2024 | Le Meridian Hotel, New Delhi

SUMMIT AGENDA

Day 1 — Thursday, 8 February 2024

1000 – 1100 hrs.

Introductory Remark

Inaugural Session

Ms. Rekha Sethi

Director General

All India Management Association

Welcome Address

Mr. Nikhil Sawhney

President, All India Management Association

Chairman, Triveni Turbine Limited

Special Address

Mr. Hideki Mori

Manager (Operations-India)

The World Bank

Keynote address

Mr. Sanjay Aggarwal

Adviser, PPD

Ministry of Finance

Government of India

Theme Address

Ms. Anna L Wielogorska

Regional Procurement Manager (South Asia)

The World Bank

Inaugural Address

Mr. S Krishnan, Secretary

Ministry of Electronics & Information

Technology, Government of India

Release of Summit Souvenir

Vote of Thanks

Prof. (Dr.) Rohit Singh

Director

All India Management Association

1100-1130 hrs.	Networking Break
1130-1300 hrs.	<p>Plenary Session 1 Government initiatives on maximizing economic development through procurement</p> <p>Chairperson Mr. Vinay Kumar Singh Managing Director National Capital Region Transport Corporation</p> <p>Panelists Mr. Sanjay Aggarwal Advisor, PPD, Ministry of Finance Government of India</p> <p>Mr. K Subramaniam Principal Accountant General Rajasthan, Comptroller and Auditor General of India</p> <p>Mr. Ghansham Bansal Dean, Delhi Metro Rail Academy and Ex CVO Delhi Metro Rail Corporation Limited</p> <p>Mr. R. Sharan Director(Project) Nuclear Power Corporation India Limited</p>
1300-1400 hrs.	Lunch Break
1400 – 1530 hrs.	<p>Plenary Session 2 Boosting national economy through MSME development and local value addition in public procurement</p> <p>Chairperson Mr. Vijay Mittal Joint Secretary Ministry of Heavy Industries Government of India</p> <p>Panelists Ms. Rukmani Attri Joint Development Commissioner Ministry of Micro, Small & Medium Enterprises Government of India</p> <p>Dr. Sanjiv Layek Executive Secretary World Association for Small & Medium Enterprises</p> <p>Mr. Sanjeev Kumar Singh Chief General Manager (Contract services) Power Grid Corporation of India Limited</p>
1530-1600 hrs.	Break
1600 -1715 hrs.	<p>Plenary Session 3 Digital Transformation Innovation in Procurement as a growth driver in Economy</p> <p>Chairperson Mr. Prakash Mirani Addl. CEO and Chief Marketplace Officer Services Government e Marketplace</p>

Panelists

Ms. Usha Saxena
Senior Director (IT)
National Informatics Centre
Government of India

Mr. Aashish Banati
Deputy Controller (Technology)
Controller of Certifying Authorities
Ministry of Electronics & IT
Government of India

End of Day 1

AIMA – Welcome to day 2

0930-1000 hrs.

Reporting (Networking Tea)

1000 – 1100 hrs.

AIMA – Welcome to day 2

Keynote address 1

Mr. Anil Kishora
Vice-President and Chief Risk Officer of NDB

Announcement of Results for AIMA-ICRC Case Study Competition on Procurement

1100- 1230 hrs.

Plenary Session 4
Green Public Procurement for mitigating climate change

Chairperson

Ms. Anna L Wielogorska
Procurement Manager (South Asia)
The World Bank

Panelists

Mr. Tanmay Tathagat
Director
Environmental Design Solutions Pvt Ltd.

Mr. Vipul Mishra
Senior Development Specialist
Japan International
Cooperation Agency (JICA)

Dr. Srikanta K. Panigrahi
Director General
Indian Institute of Sustainable Development

1230 – 1330 hrs.

Lunch Break

1330 – 1530 hrs.

Plenary Session 5
Socially Responsible Procurement to build a more inclusive economy

Chairperson

Dr. Prasad Modak
Managing Director
Environmental Management Centre Pvt. Ltd. (EMC)

Panelists

Mr. Vishal Gupta
Executive Director
Deloitte

Mr. Shanker Lal

Country Procurement Lead
The World Bank

Mr. Kanwalpreet

Director, PPD, Dept. of Expenditure
Ministry of Finance, Government of India

Mr. Chilakapati Sivakumar

Regional Executive Director
NTPC Limited

1530 – 1600 hrs.

Break

1600 -1730 hrs.

Plenary Session 6
Procurement Reforms: Transforming the Nation
(Panel Discussion: Moderated by Vinay Sharma,
Ex-Director, The World Bank)

Chairperson and Moderator

Mr. Vinay Sharma

Ex-Director
The World Bank

Panelists

Mr. Sanjay Aggarwal

Advisor, PPD, Dept. of Expenditure
Ministry of Finance
Government of India

Mr. Stephane Y. Bessadi

Senior Procurement Specialist
Asian Development Bank

Mr. Ashutosh Vajpeyi

Joint Secretary (Economic Affairs)
Finance Department
Government of Rajasthan

Mr. E. A. Rathnaseela

Director General
Department of Public Finance
Government of Sri Lanka

1730 hrs. onwards

Closing Session Followed by Vote of thanks



AIMA

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ALL INDIA MANAGEMENT ASSOCIATION

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