

Global Procurement Summit 2024



Procurement: Enabler for Sustainable Economic Development

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

SOUVENIR



Certificate Programme in **Contractual Dispute Resolution**

With Technical Support from The World Bank

About the Programme

The Certificate in Contractual Dispute Resolution, a blended learning programme is designed to prepare participants with the foundational knowledge and skills to understand and effectively manage contractual agreements. The course helps develop skills to identify and prevent common problems in contracts that may lead to disputes, while also providing techniques for resolving any disputes that may arise, through various methods. With a focus on both theory and practice, the curriculum explores a range of topics, including the legal framework of contract management, dispute resolution and best practices. The programme is designed in a manner to foster a managerial perspective on contract management and the dispute resolution process.

Key Features

- Certification from premier institute like AIMA with technical support from the World Bank
- Focused Course Structure to address specialised needs
- Blended Learning Environment
- Benefit from strong AIMA industry connect and network

Eligibility

Graduate in any discipline from a university recognised by UGC
Working experience of 2-3 years is desirable

Fee Structure

INR 30,000 + applicable taxes.

AIMA GSTIN ID Number: 07AAATA1644A1ZH

PAN no. of AIMA: AAATA 1644 A

For further details contact - Programme Manager
ALL INDIA MANAGEMENT ASSOCIATION
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GLOBAL PROCUREMENT SUMMIT 2024

**PROCUREMENT:
ENABLER FOR SUSTAINABLE
ECONOMIC DEVELOPMENT**

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Souvenir

ALL INDIA MANAGEMENT ASSOCIATION

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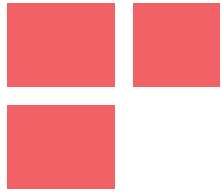
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ABOUT AIMA



About AIMA

The All India Management Association (AIMA) is the Voice of India's Leaders and Managers, and the apex body of the management profession in India. AIMA is a not for profit, non-lobbying organisation, and works closely with Industry, Government, Academia, and students to further the cause of the management profession in India.

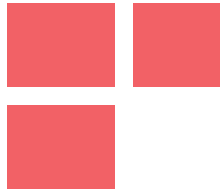
AIMA has a membership base of over 38000 members and close to 6000 corporate /institutional members, through 67 Local Management Associations affiliated to AIMA. The Association is represented on a number of policy making bodies of the Government of India and national associations.

Established in 1957, AIMA has contributed immensely to the enhancement of management capability in the country over the years. AIMA offers various services in the areas of testing, distance education, skill development & training, research, publications, executive education and management development programmes and special Forums for Young Leaders, Vice Chancellors and women leaders and managers.

Over the past six decades, AIMA has evolved as times have changed and catered to the growing needs of today's management community. Apart from its flagship Post Graduate Diploma in Management, AIMA offers topical and industry-oriented programmes and initiatives to help management professionals and students keep in step with times, while offering state of the art business solutions for organisations and institutions.

As the pioneer of Distance Education, AIMA has always been an early starter, even in the digital space. AIMA was amongst the first organisations to offer Internet Based Remote Proctored Tests on a national level; and among the first to shift its service offerings online. AIMA quickly built digital expertise and now has the capability to offer its management programmes and business solutions in the physical, virtual and hybrid mode, as required.

AIMA also brings to the Indian managers, the best management practices, and techniques through numerous foreign collaborations with professional bodies and institutions. AIMA is an important and long-time member of the Asian Association of Management Organisations (AAMO), which promotes professional management in the Asia Pacific region. In addition, AIMA has developed close associations with several leading international Universities and Institutions including the UC Berkeley, UC Santa Cruz, St Gallen Symposium, Horasis, The World Bank to name a few.



MESSAGE





Nikhil Sawhney

*President – AIMA and
Vice Chairman & Managing Director,
Triveni Turbine Ltd*

The adoption of 2030 agenda for sustainable development by world leaders presents a roadmap for future development. In the context of economic development, procurement stands as a crucial element and the role of effective procurement practices is paramount. By aligning procurement practices with sustainable, ethical, and innovative principles, nations can cultivate economic growth, social development, and environmental sustainability.

AIMA's 9th Global Procurement Summit with the theme 'Procurement: Enabler for Sustainable Economic Development' is a unique platform to discuss the Indian government's initiative on maximising economic growth through procurement along with various MSME development programmes and integrating the local business in the public procurement process. As rapid urbanisation across the globe continues to pose a resource scarcity threat, prioritising eco-friendly procurement contracts fosters innovation and positions India as a responsible global player.

The Summit will provide guidance on harnessing the transformative power of digitalisation and innovation in procurement, acknowledging them as key drivers for economic growth, while keeping sustainable development goals in view. This Summit will serve as a platform for stakeholders to formulate and discuss best practices and embrace innovation which will ensure organisational resilience and success in a rapidly evolving business landscape.

AIMA is grateful to the distinguished speakers and outstanding experts for addressing the 9th Global Procurement Summit and interacting with delegates from the procurement fraternity. The active participation of international experts and practitioners reflects the Summit's impact on the procurement profession.

Special thanks to the Ministry of Finance, Ministry of Electronics and Information Technology, Government of India and the World Bank team for putting together the summit.

Our sincere appreciation also goes to our partners and associates for their unwavering support in making this event a success.



Rekha Sethi

Director General

All India Management Association

Sustainable development stands as the cornerstone for global economic growth. As nations collectively pursue innovation, invest in renewable resources, and adopt eco-friendly practices, a resilient foundation for sustained growth is established. By intertwining sustainability with economic strategies, we pave the way for a future where growth is not just measured in financial terms but also in the well-being of our planet and its inhabitants.

India has emerged as a pivotal player on the global stage. Currently boasting the world's fifth-largest economy, India exemplifies a dynamic and rapidly evolving landscape emphasising the importance of sustainable procurement practices.

The 9th edition of the Global Procurement Summit (GPS) on the theme 'Procurement: Enabler for Sustainable Economic Development' provides a common platform for procurement experts across the world. The Summit aims to deliberate on and examine various innovations in procurement practices, alongside government reform measures, particularly in the implementation of green and socially responsible Public Procurement. This collective effort equips organisations to better address evolving environmental challenges such as impact of climate change, loss of biodiversity and increased use of non-renewable resources.

AIMA is grateful to the Ministry of Finance, Ministry of Electronics and Information Technology, Government of India and World Bank, for their extraordinary support. Our partnership has been instrumental in the success and impact of our initiatives in the area of sustainability, contributing significantly to the advancement of our shared goals.

I welcome delegates from across the globe to the Global Procurement Summit and I am confident that the summit will encourage meaningful dialogues and result in impactful outcomes.



Anna L Wielogorska

*Regional Procurement Manager (South Asia)
The World Bank*

It is essential to have platforms such as this 'Global Procurement Summit', where experts, policy makers, manufacturers, suppliers, and development partners can meet to discuss and exchange ideas about the role of public procurement to respond to the challenges posed by the global needs of today. Given the pace of technological change and the ever-increasing speed of infrastructure development this is not always a simple task and it is better solved when we are together and work together.

In our interconnected world, where economies are intertwined and political dynamics often shape the course of development, this summit provides a unique platform to examine critical issues that can influence procurement on a global scale. As we navigate this complex terrain, it is imperative to assess the health of our economies. If we consider that, on average, almost 20% of the national Gross Domestic Product (GDP) is spent through Public Procurement then GDP is not just a metric, it reflects our collective prosperity and understanding these nuances is key to informed procurement strategies that can drive sustainable growth and equitable development.

Procurement, in its essence, is not just about the individual transactions it is about impact. It is about shaping societies and economies for the better. This forum is an opportunity for procurement practitioners, as well as researchers to unravel and discuss the multifaceted role that procurement can play in addressing social, environmental and economic challenges and ultimately foster better procurement strategies.

Governments are beginning to leverage public procurement as a powerful tool for maximizing the economic benefits of development. By fostering transparent and fair procurement practices as well as innovative procurement approaches governments create opportunities for businesses, both large and small and attract private investment to fast-forward economic development. Effective contract management ensures timely and budget-compliant project delivery, safeguarding public investments. This allows governments not only to manage individual transactions but also to actively shape vibrant, sustainable economies. To help governments deliver effective public services using procurement as a tool, it is important for policy makers, practitioners, and researchers to offer more agile and sustainable solutions in a more transparent and accountable manner.

Micro, Small, and Medium-sized Enterprises (MSMEs) often form the backbone of the economy and by providing opportunities through public procurement, governments can stimulate innovation, create jobs, and catalyze economic growth. When procurement practices prioritize small businesses, there is often a ripple effect of economic development as resources are retained, and innovations are promoted. This not only enhances the competitiveness of local industries but also contributes to the overall resilience of the national economy.

When considering the technical aspects of procurement, we find ourselves at the crossroads of innovation and efficiency. In an era marked by technological achievements, technology can contribute to reshaping the procurement landscape, offering unprecedented opportunities to streamline processes, enhance transparency, and drive cost-effectiveness. It has not only brought greater ability to track data as well as performance but also to connect with the market by allowing procuring entities to develop a competitive edge and enabling smarter decisions to be made.

Finally, the increased application of sustainable procurement approaches has become a significant contributor to mitigating the effects of climate change while simultaneously building a more inclusive economy. By prioritizing environmentally friendly and socially responsible sourcing practices, organizations not only reduce their own carbon footprint but also contribute to the overall resilience of their communities. Sustainable procurement fosters a circular economy, promoting responsible consumption and manufacturing patterns. Additionally, it creates opportunities for small businesses, women-owned or managed enterprises and other marginalized communities, ensuring that the benefits of economic growth can be shared equitably. The adoption of sustainable procurement practices represents a powerful dual strategy—addressing the urgent need for climate action while promoting a more inclusive and sustainable economic future for all on a livable planet.

I wish all the best for 2024 Summit and hope that it will meet the expectations of the participants and other stakeholders.



Dr Rohit Singh

*Director
Centre for Management Education
All India Management Association*

Sustainable Development requires balancing of rapid economic growth with conservation, ecological security and environmental sustainability. The model of sustainability has shifted from minimising harm to maximizing positive impact. It excels the adoption of cutting-edge technologies or reliance on renewable energy sources; rather, it is a daily responsibility shared by each individual.

In the pursuit of Global Prosperity, Procurement emerges as a pivotal enabler for sustainable economic. Organisation by using sustainable procurement as a strategic tool are able to integrate specifications, requirements and criteria that are compatible with the protection of environment and society as a whole.

In line with AIMA's unwavering commitment to enhancing the nation's procurement capabilities, we are here to explore diverse strategies and initiatives for sustainable procurement. This exploration will be presented through enlightening discussions led by experts in various plenary sessions at the Global Procurement Summit 2024.

This summit emphasizes on economic development through procurement while incorporating environmental considerations into its purchasing decisions.

Furthermore, our focus extends to examining innovative approaches to reshape and redirect procurement efforts, not only for the present but also to create a sustainable legacy for future generations.

AIMA extends heartfelt gratitude to the Department of Expenditure, Ministry of Finance, Ministry of Electronics & Information Technology and The World Bank for their invaluable support. We also express appreciation to our esteemed partners, including the Asian Development Bank, New Development Bank, Deloitte, NTPC Ltd, Power Grid Corporation of India Ltd, GAIL India Ltd. and Government E Marketplace, whose dedication highlights this collective commitment towards sustainability in the Global Procurement Summit.

Wishing you all productive discussions and the emergence of forward-thinking recommendations.



BACKGROUND NOTE



Background

In the pursuit of global prosperity, procurement emerges as a pivotal enabler for sustainable economic development. Transparent, efficient, and inclusive procurement practices not only stimulate trade and attract investment but also generate employment opportunities, foster innovation and propel the countries towards their sustainable development objectives.

Sustainable procurement emerges as one of the most important tool for achieving the sustainable development goals worldwide. Prioritizing eco-friendly and socially responsible practices in procurement contracts not only supports environmental objectives but also positions a nation as a responsible global economic player, emphasizing the pivotal role of procurement in steering the nation towards a sustainable and advanced future.

Indian government's commitment to economic reforms and technological advancements has positioned the country as a key player on the global stage. The future of the Indian economy holds promising prospects, with a focus on sustainable development, inclusive growth, and technological resilience. The government's initiatives to digitize business transactions, encourage MSMEs and promote innovative procurement underscore key drivers of economic growth. Procurement thus plays a crucial catalyst for economic growth on a global scale.

All India Management Association “The Voice of India’s Leaders and Managers of India” and the apex body of management profession join hands with Ministry of Finance and Ministry of Electronics and Information Technology, the Government of India and the World Bank and other international and national partners to examine the opportunities and insights on procurement acting as enabler for Sustainable Economic Development.

The Global Procurement Summit 2024 aims to unite senior and regional procurement communities, fostering collaboration and knowledge exchange.

Organized on 8-9th February 2024 at New Delhi, India, GPS 2024 would bring in experts in the area of procurement from and around the world to collaboratively explore and enhance the thematic sessions through insightful deliberations and shared perspectives on the following areas.

- Government initiatives on maximizing economic development through procurement.
- Boosting national economy through MSME development and local value addition in public procurement
- Digital Transformation, Innovation in Procurement as a growth driver in Economy
- Green Public Procurement for mitigating climate change.
- Socially Responsible Procurement to build a more inclusive economy.
- Procurement Reforms: Transforming the Nation

During the sessions, the above-mentioned themes will be deliberated by important stakeholders. This comprehensive dialogue at the end of the session will provide valuable insights and recommendations for policymakers and market participants, guiding future reforms and promoting sustainable practices.

After the Inaugural session, the event will start with a session on “Government initiatives on maximizing economic development through procurement”. This session will provide opportunity to hear about the Impact of Make in India Policy on generation of local jobs, tax collection and Government of India’s future plans. The session will also provide valuable insight on how Government Financial Rules (GFRs) at the central level and the state level guidelines in procurement play a pivotal role in promoting economic and sustainable practices.

The second session will be based on “Boosting national economy through MSME development and local value addition in public procurement” wherein the stakeholders will give us an insight on the role of Government policies in promoting MSME growth, strategies for integrating local businesses into public procurement processes. Additionally, exploring challenges and best practices in implementing such initiatives can contribute valuable insights to the discussion.

Digital transformation and innovation in procurement serve as dynamic catalysts propelling economic growth. We would hear about various initiatives taken by various government bodies like NIC, GeM on digitizing public procurement and the future plan of the government on integration of digital solutions to continually advance and optimize the public procurement ecosystem. from the speakers of 3rd session on “Digital Transformation, Innovation in Procurement as growth driver in Economy”.

This session is followed by the session on “Green Public Procurement for mitigating climate change”, where there will also be deliberations about Global experience and trends in Green Public Procurement by eminent speakers from The World Bank and across the world. The various environmentally friendly practices in procurement contracts is crucial for attaining environmental objectives, driving innovation, as a responsible and advanced economic participant on the global platform will be discussed.

The discussion of the session on “Socially Responsible Procurement to build a more inclusive economy” will be around the procurement policy and framework to enhance participation of small, medium and micro enterprises and other priority segments in public-sector procurement system. The recommendation coming up from the interaction will help in contributing under broader auspices of economic transformation and empowerment placing a particular emphasis on the use of locally produced goods, participation of women-owned business in public procurement.

The session experts will deliberate about various changes intended to remove the complexity and improve efficiency of public procurement process during the session on “Procurement Reforms: Transforming the nation”. The focus of the session will be to provide insights into reform strategies for increasing transparency, efficiency and economy in procurement for achieving value for money. The discussions will not only be limited to India but also from a global perspective.

Encompassing these insightful sessions, GPS 2024 endeavors to bring a diverse panel of international and national experts and is expected to be attended by 250-300 participants. Facilitating meaningful interactions among policymakers, public and private sector practitioners, and international development organizations. The Summit is positioned in marking another significant stride.



AGENDA





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.	Plenary Session 1 Government initiatives on maximizing economic development through procurement
Chairperson	Mr. Vinay Kumar Singh Managing Director National Capital Region Transport Corporation
Panelists	Mr. Sanjay Aggarwal Advisor, PPD, Ministry of Finance Government 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 Mr. R. Sharan Director(Project) Nuclear Power Corporation India Limited
1300-1400 hrs.	Lunch Break
1400 – 1530 hrs.	Plenary Session 2 Boosting national economy through MSME development and local value addition in public procurement
Chairperson	Mr. Vijay Mittal Joint Secretary Ministry of Heavy Industries Government of India
Panelists	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 Mr. Sanjeev Kumar Singh Chief General Manager (Contract services) Power Grid Corporation of India Limited
1530-1600 hrs.	Break
1600 -1715 hrs.	Plenary Session 3 Digital Transformation Innovation in Procurement as a growth driver in Economy
Chairperson	Mr. Prakash Mirani Addl. CEO and Chief Marketplace Officer Services Government e Marketplace

Panelists

Ms. Alka Mishra

Deputy Director General
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. Gianluigi Albano

Adjunct Professor
Dept. of Economics & Finance University LUISS and
Head of Division at Consip S.p.A
The National Central Purchasing Body, Italy

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



Case Study Competition on Procurement -Background



Case Study Competition on Procurement

ABOUT AIMA INDIA CASE RESEARCH CENTRE (ICRC)

The AIMA case research centre primarily focuses on developing and publishing Industry based India-focused research cases. There are two major users of the management cases. While B-schools faculties are looking for relevant and high-quality cases, which meet the curriculum requirement and learning outcomes. The Industry being another major user of the case studies in their orientation programmes and MDPs, generally is looking for analytical cases based on best practices/ reasons of failure/ entry and survival strategies within the ambit of governmental policies. In both the situations, it is difficult to find the appropriate cases available among the current crop of publications or the access to such cases is limited to few or the cost implications are high.

OBJECTIVES OF CASE CENTRE

- Developing, publishing and distributing high-quality India-focused research cases for global consumption.
- Creating an opportunity to convert business challenges into business cases.
- Create a pool of effective case writers and editors.
- Developing the largest repository of management cases in India.
- Making quality cases accessible to management teacher at the majority of management institutes/ universities/colleges/departments for day to day teaching purpose.
- Create a virtual community of Institutions and organization interested in the development of business and management cases.
- Connecting faculties in various B- schools/ university departments, approved/ unapproved institutions, consultants and industry professional at the individual level to the virtual community for exchange of ideas and opportunity for mutual benefit and growth.

AIMA India Case Research Centre (ICRC) successfully organized a Case Study Competition as a part of Global Procurement Summit 2024 on 20th January'24.

The event was designed to motivate and stimulate a competitive spirit among individuals and teams from institutions, businesses, Public Sector Units (PSUs), and government departments. They were provided with the opportunity to learn from and compete against teams from other participating entities in a setting that adopted collaborative thinking and fostered creative problem-solving.

The competition was open to any Individual, firm, company, organization, or institution that had contributed towards procurement in a unique way, whether through digital transformation, Innovation, green procurement, socially responsible practices, or other procurement-related areas.

The goal of the competition is to highlight high-impact procurement and its practitioners and to give the industry a platform to acknowledge this expertise.

Evaluation Criteria: Submissions were evaluated based on three critical parameters:

- Uniqueness of Procurement Process
- Impact of Procurement
- Scale and Sustainability

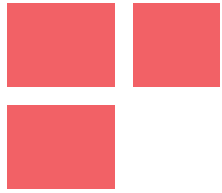
Participants were encouraged to present their cases within specific categories, each aligned with crucial aspects of economic development and procurement. These categories included:

- Government initiatives on maximizing economic development through procurement
- Boosting national economy through MSME development and local value addition in public procurement
- Digital Transformation, Innovation in Procurement as a growth driver in Economy
- Green Public Procurement for mitigating climate change
- Socially Responsible Procurement to build a more inclusive economy
- Procurement Reforms: Transforming the Nation

The evaluation of the best case was done in a systematic and phased manner.

At the first stage, a thoughtful selection of outstanding cases was chosen from a pool of submissions by the author. In the second stage, the presentations were evaluated by the learned jury members comprising of eminent and well known personalities from the field of academicians and Industry.

The abstracts of these cases are showcased in the following pages of this souvenir, offering readers valuable insights into innovative and impactful procurement practices.



ABSTRACTS



TPI in Railways: A Game Changer

Arun Mehta IRSS 1986, Konkan Railways

Abstract

The introduction of Third-Party Inspection (TPI) in Indian Railways, categorized under Procurement Reform, stands as a transformative initiative. With a vast infrastructure of over 13,500 locos, 86,000 coaches, and 3,20,000 wagons across Indian Railways faces an annual procurement challenge exceeding 65,000 Cr. and 45000 Purchase orders from places spread all over India.

Till recently RITES was single agency for inspection. Addressing issues such as poor inspection quality, delays, and high charges, the decision was taken to involve multiple agencies for third-party inspection aligns with the government's vision to leverage private sector efficiencies. An extensive risk analysis was undertaken covering risks like business continuity, inspection integrity, operations, adverse selection, and contractual challenges. To mitigate these risks, a meticulous approach involving a hybrid model, shortlisting on prequalification criteria followed by minimum technical score of 70 on criteria like experience of TPI Agency, geographical presence, technical competence registration with Statutory bodies, infrastructure facility in India, inspection & response time, complaint redressal with appropriate weightage. Financial bids of best four were opened in 4 slabs from 5 Lakhs to 500 Cr. Orders

The lowest financial bid on % of total PO value and on man days for process inspection. The lowest bid received 40% of the ordered value and balance distribute on same rates among remaining 3 firms.

It yielded substantial benefits, including enhanced material quality, 80% reduction in inspection costs (saving around 550 to 600 Cr annually), and improved overall efficiency in the inspection process,

In future it can have potential applications in Works/EPC contracts and future data analytics for informed decision-making.

Procurement as an enabler of Innovation and Sustainability – A case of Jal Jeevan Mission

Mr. Rutwik Pathak, ASCI College Park Campus

Abstract

India's Jal Jeevan Mission strives for universal rural clean water access, focusing on community engagement and sustainability. However, challenges arise in regions like North-Eastern states where groundwater reliance faces environmental constraints. At the same time, intermittent power supply leads to challenges in pumping systems. Identifying practical alternatives requires collaboration with the community and proactive approach by the contractors. This case discusses the complexities of planning and procuring for a gravity-powered water supply scheme in such areas. Conventional procurement models fail to acknowledge and accommodate the unique challenges. To overcome this, the case suggests adopting an adaptable Swiss Challenge method, emphasizing innovation and flexibility. The case, while illustrating a water supply project, highlights its applicability to various developmental initiatives, especially in rural or remote areas requiring contractor initiative. It addresses the often overlooked issue of post-facto regularization of work orders and advocates for innovative methods like the Swiss Challenge to align with the shift towards trust-based and efficient governance paradigms.

From Crisis to Catalyst: "The role of procurement in transforming health and safety MSEs"

Mr. Sanjay Kumar Deharia and Ms. Shrestha Goyal, Business Consultant

Abstract

This study explores the pivotal role of women entrepreneurs in leading small manufacturing industries within India's public procurement landscape. It focuses on their contribution to economic growth and nation-building through Micro, Small, and Medium Enterprises (MSMEs), emphasizing local value and policy engagement. Additionally, the study addresses the objectives of closing the employment gap, fostering business opportunities, establishing market connections, promoting business equity, and supporting women entrepreneurs through innovative approaches. "Also appreciated by MoCI, the study offers the unique opportunity to share the success story of women empowerment through a business entity in India. The consistent appreciation throughout the process underscores the efficacy of the action plan in promoting local value and the 'Make in India' initiative under the 'Ease of Doing Business' framework."

The research advocates for a distinct procurement strategy and action plan, demonstrating a commitment to transparent supply procedures, particularly through the Government e-Marketplace (GeM). This initiative proves instrumental in supplying various ministries and departments during the challenging times of COVID-19, showcasing the women entrepreneurs' sustainable role and impact on India's public procurement landscape.

These aspects validate the study's approach and highlight its alignment with national strategies for economic development and gender inclusivity.

"Revolutionizing Procurement: A Nation's Journey towards Value Transparency Fairness, and Integrity"

Mr. Yogesh Kumar Deharia and Ms. Parul Deharia, Procsol India

Abstract

In the quest for a transformative procurement landscape, this case study delves into a nation's marketplace evolution, transitioning from version 0 to version 4 through strategic digitalization. The study is to assess the efficacy, efficiency, transparency, and coherence of the procurement policies, practices, and reform initiatives carried out by the country by utilizing state-of-the-art technologies like AI, ML, Blockchain, and NLP. The procurement action plan, strategy creation, supply chain management approach, ethical management, vendor management, sustainable procurement, procurement from developing nations, and challenge mechanisms are some of the important topics that are discussed.

Initiated by the Ministry of Commerce and Industry, Government of India, the new procurement process platform represents a paradigm shift from traditional methods, playing a pivotal role in enhancing economic growth. The marketplace emerges as a beacon of efficiency, transparency, openness, fairness, and inclusiveness, embodying principles of ease of doing business. Designed for direct access and equal opportunity, it exclusively caters to government entities and autonomous bodies, boasting a cashless and paperless environment.

This revolutionary marketplace operates as the nation's first online platform, where buyers are exclusively government entities, creating a sustainable ecosystem for all stakeholders. The fully automated and trust-based platform ensures a seamless onboarding process with prerequisite documentation. Notably, the marketplace's timely payment policy serves as a cornerstone for nation-building, fostering economic growth. This case study explores how this innovative approach is not merely a technological shift but a strategic move towards a robust, sustainable, and inclusive procurement ecosystem.

"Innovations In Housekeeping Sevices at Railway Station Jaipur".

Mr. Sudhir Gupta and Mr. Arun Kumar

Abstract

Indian Railways extends catering facilities, watering, toilet facilities and large footfalls at station, housekeeping services face big challenges and receive continuous criticism from users, media and observers. Housekeeping is an area which received very low importance, rather a neglected area till year 2000. How it gained attention and importance of management and the major milestones which led to present improved state will be presented in this case study.

To make it a systematic study and specific to a major station, one of the most important stations of Indian Railway, Jaipur (Pink City) has been identified for this case study.

Jaipur Railway Station has a footfall of almost 1.00 lakh persons daily, housekeeping services face big challenges and receive continuous criticism from users, media and observers. Introduction of Mechanized cleaning, Clean Train Station (CTS) concept, On-Board Housekeeping System (OBHS) concept, Bio-toilets and combining all activities of housekeeping services of Station and Trains in single procurement gave encouraging results. Further, switching from Outcome based housekeeping procurement to Input cum Outcome based procurement by fully defining the inputs needed in-form of manpower, machines, chemicals, periodicity of services, joint check periodicity, performance measurement criteria, penalties on non-performance, etc., improved housekeeping standards to world class giving ultimate satisfaction to customers.

"Recent Innovations in Eprocurement - A Case Study".

Mr. Sujeet Bhatt, Nextenders India Pvt Ltd.

Abstract

The Philippines Government implemented a document-exchange based electronic tendering system in 2014 that could not interface with its accounting and ERP systems without time-consuming manual intervention entailing ample scope for human error and duplication of effort. Accordingly in 2017 it floated an RFP for a "modernized" eProcurement system which could address these issues adequately. The RFP had no clear roadmap on how its Wishlist was to be achieved. In particular, there was lack of clarity on document-centric vs data-centric eProcurement systems and whether eProcurement was best implemented as add-on functionality to existing ERP systems or an independent application that could integrate in real time with the ERP system. They also wanted a catalogue-like interface through which government departments could directly purchase rate-contracted items. This case study describes how an intensive exchange of ideas between client and service provider led to a paradigm shift in how eProcurement was conceptualized to solve the client's stated problem and to deliver a solution that far exceeded the client's expectations.

"Green Public Procurement-Green Supply Chain"

Mr. Nikhil Pathak and Mr. H.C Sharma
Tata Power Delhi Distribution Limited

Abstract

Tata Power-DDL, one of the leading power distribution utilities in India has embraced sustainability as a key focus area for its business operations. As a part of its commitment to contribute to a green and sustainable future, the company has developed one of its kind Green Supply Chain Model, supported by Supplier Sustainability Index engaging all stakeholders including the suppliers to take climate conscious steps at each step of the supply chain right from Design to Disposal. The company has also successfully introduced circularity in few areas demonstrating the Cradle-to-Cradle concept which is a first in the industry. With all the efforts coupled together, company has been able to achieve a remarkable reduction of 30% in the emissions from its business within an year.

"Unified Shared Services Centre: Leveraging Advantages of Centralized Procurement in NTPC".

Mr. Saket Srivastava, Mr. Rohit Prakash, Mr. Atul Agrawal, Mr. Subhash Paliwal, NTPC

Abstract

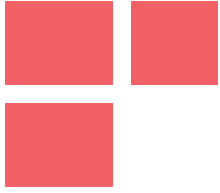
Established in 1975, NTPC is India's largest power utility with an installed capacity of 73,874 MW (including JVs). For setting up new units and other Capital Expenditures, procurement in NTPC is done from a single location- Corporate Contracts and Materials group at EOC Noida.

However, to meet the Operation & Maintenance (O&M) requirements of the operating stations (Gas/Hydro/Thermal), each station maintained its own procurement department till 2018.

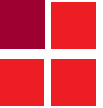
In April'2018, this decentralized system of O&M procurement was replaced with eight (8) Regional Shared Service Centers (SSC) by dismantling the procurement teams from individual stations. The regional SSC catered to the procurement requirements of the stations coming under that region. However, various problems like rising pendency, high procurement lead time, lack of uniformity in tendering practices, limited leverage of strategic avenues (like bulk procurement & rate contracts) and difficulty in monitoring and review etc., cropped during the SSC era.

Therefore, as a major business transformational exercise, it was decided to unify/centralize the O&M procurement process. Thus, Unified Shared Service Center (USSC) came into existence in April 2021 and started its operations from three Central Procurement Groups (CPG) located at Raipur, Sipat and Simhadri. With USSC, NTPC has ushered into an era of unprecedented efficiency and tremendous agility in the procurement function.

This case study discusses this transformational journey and the huge positive outcomes which have resulted after this unification.



SPEAKERS PROFILES



**S. Krishnan, I.A.S**

*Secretary
Ministry of Electronics & IT
Government of India*

S. Krishnan, a distinguished civil servant of the 1989 batch of the Indian Administrative Service (IAS), currently holds the esteemed position of Secretary in the Ministry of Electronics and Information Technology, Government of India since 11th September 2023.

Prior to this, Krishnan served as the Additional Chief Secretary for the Industries, Investment Promotion & Commerce Department in the Government of Tamil Nadu from March 2020 to August 2023.

With a multifaceted career, he has held pivotal roles such as Additional Chief Secretary in the Finance Department, Principal Secretary in Housing and Urban Development, and in the Planning, Development, and Special Initiatives Departments. Mr. Krishnan's contributions extend to being the founder CEO of the Tamil Nadu Infrastructure Development Board and Chairman of the Fifth Tamil Nadu State Finance Commission.

He brought his expertise to the international stage as a Senior Advisor in the Office of the Executive Director for India, Sri Lanka, Bangladesh, and Bhutan at the International Monetary Fund in Washington DC. Krishnan has also represented the Government of India in the G20 Expert Groups on International Financial Architecture and Global Financial Safety Nets.

His earlier roles within the Government of India include serving as Deputy Director at the Lal Bahadur Shastri National Academy of Administration (LBSNAA) for four years and as Private Secretary to the Union Finance Minister. Krishnan's career began with impactful grassroots work as the District Collector of Virudhunagar District, where he successfully navigated a volatile situation and ensured the effective implementation of development programs during his three-year tenure.

Additionally, his experience includes a four-year stint as Deputy Secretary (Budget) in the Finance Department.

Krishnan's rich and diverse background reflects his commitment to public service and his invaluable contributions to various facets of governance and administration.



Nikhil Sawhney

*President – AIMA and
Vice Chairman & Managing Director
Triveni Turbine Ltd*

Nikhil Sawhney is the Vice Chairman and Managing Director of Triveni Turbines and a Director of Triveni Engineering. The Companies occupy leadership positions in their respective businesses of sugar manufacturing, distillation of alcohol, renewable energy generation, industrial turbines and gears, and water and wastewater treatment solutions, spanning 22 manufacturing locations in India.

Triveni Turbines is one of the largest global manufacturers of industrial steam turbines as well as the global leader for renewable energy-based applications. The company has over six thousand installations in over 80 countries. The Company is leading the Energy Transition with the development of several innovation products and solutions, especially utilizing CO2 as a working fluid.

Nikhil is the President of the All India Management Association. He has helped found the CII- Triveni Water Institute and is an active trustee of the Tirath Ram Shah Charitable Hospital and the Emmanuel College India Trust, as well as the Ananta Aspen Center, of which he is a fellow. Nikhil is also a member of the Trilateral Commission and a member of various Government of India-led bilateral CEO forums. Nikhil is the Co-Chair of the Ananta Aspen-led India-Israel Forum.

Nikhil has been voted one of India's forty 'hottest' business leaders under 40 by The Economic Times in 2015. He has a BA and MA from Emmanuel College, University of Cambridge, and an MBA from The Wharton School, University of Pennsylvania. Nikhil resides in New Delhi with his wife Zia and their son Zahan.

(First word alphabetically wise)



Aashish Banati

*Deputy Controller (Technology)
Controller of Certifying Authorities
Ministry of Electronics & IT
Government of India*

Aashish Banati has had an illustrious tenure and has made indispensable contributions throughout his extensive career at Ministry of Electronics & IT in various capacities. Spanning over three decades, his journey has been defined by a series of noteworthy achievements and exemplary leadership across various pivotal roles. His expertise and proficiency in software and hardware security have been not only instrumental but also a guiding force in his relentless pursuit of excellence. His ability to ensure product quality and adherence to industry standards, such as ISO, IEC, IECQ, IEEE, JIS, and JSS, has set a remarkable benchmark.

His outstanding leadership in overseeing teams of engineers and fostering a culture of innovation and excellence has been highly commendable. The successful management and motivation of test teams for significant E-governance projects, including NSDG, MCA21, Passport Seva MoUD, stand as testament to his strategic vision and commitment to promoting indigenous token solutions and standardized protocols.

He has led the Indian Common Criteria scheme at STQC and spearheading the Biometric Device Certification scheme, which was acknowledged and appreciated by esteemed individuals like Shri Nandan Nilekani ji, showcase his profound influence and expertise in the domain.

In his role as Deputy Controller (Technology), his diligence and dedication in regulating Digital Signatures and driving global mutual recognition initiatives have significantly contributed to the safety and security of the entire digital ecosystem. His leadership in the domains of PKI, Digital Signature, and Post Quantum Crypto has played a pivotal role in upholding the highest standards of security. He has also been promoting indigenisation in the CCA eco -system which will soon be seen in tokens, software, common API, tools for fraud prevention etc.



Alka Mishra

*Deputy Director General
National Informatics Centre
Government of India*

Alka Mishra is presently working as Deputy Director General at National Informatics Centre, Government of India.

Presently she heads the divisions namely Immigration, Visa and Foreigners Registration and Tracking System of Ministry of Home Affairs, Open Government Data Platform, MyGov- The single Citizen-engagement platform of the Government, The National Portal of India, Secure, Scalable & accessible Website as a Service (S3WaaS) and the eGovernment Procurement System (APSS and GPSS) She has over 33 years of experience in the field of Information Communication Technology (ICT) and has vast experience ranging from software design, development to implementation of ICT projects. She has also worked in the preparation of e-Governance plan for the Government of Lao PDR, worked closely with the US government for the development and implementation of Open Government Data Platform and the same was later implemented in Rwanda and Ghana.

Her leadership in identifying the gaps that plagued Indian Government websites led to the launch of a framework which has been satisfactorily adopted by over 85% of Indian Districts in more than 90% of Indian States/UTs in record time of a year, empowering the world's largest democracy to offer citizen-centric secure, scalable & accessible multilingual websites. A number of articles have been published both nationally and internationally by her on Open Data, Crowd sourcing and porta.



Anil Kishora

*Vice President
New Development Bank*

Anil Kishora was appointed as the New Development Bank's Vice President and Chief Risk Officer on the 7th July 2020. In this role, reporting to the President, he is currently responsible for the bank's risk management, strategy, policies, partnerships and ESG functions.

Through his earlier work at the State Bank of India (SBI), he acquired more than 37 years of experience in diverse areas of retail, corporate and international banking, including overall enterprise, cyber and group risk management, regulatory compliance and reporting, human resource management, corporate lending, operations, overseas acquisitions and strategic planning.

During his long career, he has held several senior roles, including the Deputy Managing Director & CRO, Chief General Manager of the bank's Local Head Office in Chandigarh, India and CEO of SBI, Singapore. He has also been a Council Member of Association of Banks in Singapore (ABS), a board member of the International Association of Credit Portfolio Managers (IACPM), New York, and director on the boards of Macquarie SBI Infrastructure Management Pte. Ltd. and Macquarie SBI Infrastructure Trustee Ltd.



Anna Wielogorska

*Regional Procurement Manager (South Asia)
The World Bank*

Anna Wielogorska is the Procurement Manager for South Asia Region (SAR) at the World Bank, with over 25 years' experience in public procurement covering most sectors and including complex procurement in infrastructure and IT systems for PFM, Customs and Tax as well as health and social security.

She has a wealth of experience of in public procurement reform and in addition to MDB procurement systems she has a good knowledge of EU and UNCITRAL model law based systems. By background Anna is a geographer and geodesist and started her career in International Development with a deep tube wells project in Bangladesh as a land management specialist, she then went on to develop various crop mapping models and worked on several monitoring and development projects for the EU.

She has worked at the Bank for 20 years in Africa, East Asia and Pacific (EAP), Europe and Central Asia (ECA), apart from South Asia region.



Ashutosh Vajpeyi

*Joint Secretary; (Economic Affairs)
Finance Department
Government of Rajasthan*

Ashutosh Vajpeyi is currently working as Joint Secretary; Economic Affairs with the Government of Rajasthan and also, deals with all externally assisted project approvals in the state. Simultaneously, he is heading a World Bank supported project titled “Strengthening Public Financial Management Systems in Rajasthan” in capacity of Project Director. Under this project he has institutionalized various unique reforms and best practices in several public financial management areas including public procurement.

With a rich experience and more than two decades involvement with various multilateral and bilateral institutions such as the World Bank, ADB, NDB, European Union, JICA, AFD, etc., he is an expert on PFM and public procurement reforms. He has successfully implemented several key reforms in public procurement and contract management including the mass level capacity development programs. With technical background from IIT and further blending it with multiple skills and expertise in public financial management and public procurement he has unique expertise in the key areas.



Chilakapati Sivakumar

*Regional Executive Director
NTPC Limited*

A Graduate in Mechanical Engineering from Sri Venkateswara University, Tirupati and also a PG Diploma in Renewable Energy, Shri Sivakumar, Regional Executive Director (WR-II, USSC and Ash NI) NTPC Ltd has more than 38 years of experience in Power Sector.

Shri C Sivakumar joined NTPC in the year 1985 as Executive Trainee and has worked in the field of Erection, Projects Construction, Operation & Maintenance of large Thermal Power Stations across India. He has also worked as Head of Projects / Stations of NTPC at various locations including as CEO (BRBCL). In addition to this, Shri Sivakumar was headed critical Corporate functions like SSEA (Sustainability, Safety, Environment and Ash Utilization) as Executive Director.

As a Regional Executive Director, he is steering Six Thermal Power Stations at Korba, Sipat, Lara, Gadawara, Khargone and Jhabua with a combined operating capacity of 10700 MW located in Chhattisgarh & Madhya Pradesh.

He is also entrusted with the additional charge of Executive Director (USSC), an Unified Shared Services Center (USSC) for procurement functions meeting requirement of all the Stations of NTPC.

He is also entrusted with the additional charge of Executive Director (Ash New Initiatives) pioneering the new Initiatives in the field of Ash Utilisation paying path way for brighter and cleaner country.



E.A. Rathnaseela

*Director General Public Finance
Department of Public Finance
Government of Sri Lanka*

E.A. Rathnaseela is a Special Grade officer of the Sri Lanka Administrative Service, with a career spanning over 25 years in the Public Service.

After joining to Sri Lanka Administrative Service in 2000, he started his public service career at the General Treasury as an Assistant Director, Department of Fiscal Policy. Subsequently, He has performed his duties as an Assistant/ Deputy Director at the Department of Trade and Tariff and as a Director at the Department of National Planning. From 2013 to 2016, he served as the Director of Customs at Sri Lanka Customs. Subsequently, from 2016 to 2021, he held the position of Additional Director General at both the Department of Public Finance and the Department of National Planning.

Rathnaseela has been awarded Joint Japan World Bank Scholarship in 2007 to pursue higher education the United State. He received the South Asia Region National Procurement Award in 2018.

He has represented the General Treasury as a member of the Board of Directors in several statutory institutions including, State Pharmaceuticals Corporation, NSBM Green University, National Research Council and NDB Bank and currently she serves as a member of the Board of Directors in Ceylon Petroleum Storage Terminals Limited.



Ghansham Bansal

*Dean
Delhi Metro Rail Academy*

Ghansham Bansal is a 1990 batch officer of Indian Railway Service of Engineers. He is presently Dean in Delhi Metro Rail Academy of DMRC. He has worked on different parts of Indian Railways in Raipur, Adra, Keonjhar, Pune and Delhi. Some of his postings include: Director Vigilance in Railway Board, General Manager in Dedicated Freight Corridor, Chief Engineer at Baroda House, Sr. Professor at IRICEN, Pune, Chief Vigilance Officer in Delhi Metro Rail Corporation.

He has been a speaker at National Police Academy Hyderabad, CBI Academy Ghaziabad, Enforcement Directorate, CAPT Bhopal, National Academy of Customs, Indirect Taxes & Narcotics, CPWD, Ministry of Petroleum, Hindustan Copper Ltd, Kolkata Port Trust, Mazgaon Dock, Coal India Ltd.

He is the author of four books, receiving an award from Hon'ble President of India Smt. Prathibha Devisingh Patil for his Rajbhasha book. Additionally, he was honored with the Railway Week Award in 2014.



Dr Gian Luigi Albano

Adjunct Professor

Dept. of Economics & Finance, University LUISS

Head of Division at Consip S.P.A

The National Central Purchasing Body, Italy

Gian Luigi Albano is Head of Division at Consip, the National Central Purchasing Body, Italy, and Adjunct Professor of Economics at University LUISS "G. Carli," Rome. He obtained his Ph.D. in Economics from Université catholique de Louvain (Belgium) and a B.A. (Hons) from Università "L. Bocconi," Milan (Italy).

Before joining Consip in 2005, Dr Albano was Assistant Professor at the Department of Economics of University College London. He is the co-author of the book *The Law and Economics of Framework Agreements - Designing Flexible Solutions for Public Procurement* (Cambridge University Press, 2016), and currently serves as Associate Editor of the *Journal of Public Procurement*. At LUISS "G. Carli," Dr Albano regularly teaches game theory and industrial organization. He is an expert on public procurement for the European Commission, the Inter-American Development Bank, the OECD, and the World Bank. Dr Albano also coordinates the "Economics module" of the "Master in Public Procurement Management for Sustainable Development" at the ILO's International Training Centre in Turin (Italy).



Hideki Mori

Manager (Operations-India)

The World Bank

Hideki Mori is the World Bank's Operations Manager and Deputy Country Director for India. Before becoming a member of the New Delhi Office in July 2020, he represented the Bank in Uzbekistan as Country Manager.

Hideki, a Japanese national, joined the World Bank in 1993 and worked on education and social protection in Latin America and the Caribbean, and Europe and Central Asia. He was the leader/senior member of Bank teams supporting cash transfer and public works programs in countries like Argentina, Brazil, Colombia, Ecuador, Jamaica, and Türkiye. Since then, he has held several leadership positions, including Human Development Country Sector Coordinator for Ukraine, Moldova, and Belarus; and Manager of the Rapid Social Response Program, which supported the creation and expansion of social protection programs in many low-income countries, particularly those in Sub-Saharan Africa.

Before the World Bank, Hideki worked on environmental issues for the United Nations Economic Commission for Latin America and the Caribbean in Santiago, Chile. He holds an MBA from Duke University, an M.A. in International Development from the American University, and a Bachelor of Agriculture (Forest Zoology) from Tokyo University.

**K Subramaniam**

*Principal Accountant General, Rajasthan
Comptroller and Auditor General of India*

K. Subramaniam is an Indian Audit and Accounts Service officer, with 30 years of experience in public sector oversight - audit, investigation, anticorruption, and public financial management. Presently, serving as Principal Accountant General, Rajasthan.

With extensive international experience, he had provided audit services to ten UN agencies, including UNICEF and FAO. During the peak of the pandemic, he steered through unparalleled challenges as the Director of Audit at WHO. Additionally, he served as Convenor of the Panel of External Auditors for the UN, and as a member of the OECD Panel monitoring anticorruption reforms in Mongolia. His contributions also include developing the Knowledge Management System for the International Association of Anti-Corruption Authorities, successfully launched in Panama City in November 2013.

He brings a wealth of experience having served as Director Audit of MOD and DG Audit of Air Force, overseeing intricate procurement, including the notable Rafale aircraft acquisition, Siachen clothing, security of defense assets and modernization of airfields. Additionally, he held key positions such as Accountant General of Jammu & Kashmir, played a pivotal role in India's representation in the OECD Anti-Bribery Working Group, and contributed significantly to the drafting of the National Anti-Corruption Strategy. His involvement in critical initiatives, such as preparing India for the UN Convention Against Corruption, shaping the Jan Lokpal, and amending the Prevention of Corruption Act is commendable.

A specialist in public procurement, he authored a book on auditing defence procurement, instructs civil servants, and collaborates with global entities like the World Bank. Renowned for his advocacy and reforms in public procurement policy, he's an accomplished painter with solo exhibitions at prestigious venues including UN Plaza Geneva.

**Kanwalpreet**

*Director, PPD
Ministry of Finance
Government of India*

Kanwalpreet, belong to Indian Railways Stores Service cadre of 2000 examination batch. During more than 20 years of professional experience on Indian Railways, he has worked on senior roles primarily focussed on procurement and supply chain management.

Before joining the Ministry of Finance, he was involved in formulation and implementation of policies for procurement goods on Indian Railways. At Ministry of Finance, he has been involved in issue of updated Manuals for Procurement and also the three Model Tender Documents.

Graduate in Civil Engineering from I.I.T. Delhi with a post graduate degree in Applied Mechanics from the same University. Also has a professional degree in law (LL.B.).



Prakash Mirani

*Addl. CEO and Chief Marketplace Officer Services
GeM, Ministry of Commerce and Industry
Government of India*

Prakash Mirani IRSS (1989 Batch) has over 32 years of experience in Public Procurement, Administration, Budgeting, Logistics, E-Procurement etc.

Prakash Mirani has dealt with public procurement in Indian Railways in various capacities. He has handled large value Procurements as Director, Ministry of Railways. He also provided Procurement Consultancy Services for The World Bank funded projects as General Manager, RITES Ltd.

Presently he is working as Joint Secretary & Additional CEO, GeM. He is head of Services Vertical including Forward Auction. He is also responsible for Legal Framework and Vigilance.

He has also done BE, LL.B., MBA, Post Graduate Diploma (Public Policy and Sustainable Development)



Dr. Prasad Modak

*Managing Director
Environmental Management Centre Pvt. Ltd.*

Dr. Prasad holds a total experience of more than 40 years with specialties in Environmental policy, Environmental assessment, ESG at financing institutions, business and sustainability, circular economy and Capacity building in Environmental management.

Dr Modak was a Professor at Centre for Environmental Science & Engineering at IIT Bombay (1984-1994) and later as Professor (Adjunct) at the Center for Technology Alternatives in Rural Areas (CTARA) (2009-2017). He is currently the Managing Director of EMC and Director of Ekonnnect Knowledge Foundation.

Dr Modak has worked with almost all key UN, multi-lateral, and bi-lateral developmental institutions in the world. These include the World Bank, IFC, Asian Development Bank, European Investment Bank, UNEP, UNIDO, UNDP, DFID, Swedish and Dutch Embassies in Delhi etc and intergovernmental organizations such as the Asian Productivity Organization, Tokyo. Apart from Government of India and various State Governments, Dr Modak's advice is sought by Governments of Bangladesh, Egypt, Indonesia, Mauritius, Thailand, and Vietnam.

Dr Modak was a member of Indian Resources Panel (IRP) at Ministry of Environment, Forests and Climate Change (MoEFCC) and currently is a Member of Task Force on Sustainable Public Procurement at the Ministry of Finance. He is also on the Advisory Committee on G20 India Presidency – Circular Economy set up by Ministry of Environment, Forests and Climate Change. Currently, he chairs the Product Advisory Committee set up by NCDEX on carbon market.

He authored "EIA for Developing Countries," published by UN University (1999), reprinted by Oxford University Press (2005), "Environmental Management Towards Sustainability" was released in December 2017, followed by "Practicing Circular Economy" in June 2021, both with CRC Press.



Ranjay Sharan

Director (Project)

Nuclear Power Corporation India Limited

Ranjay Sharan is a graduate in Mechanical Engineering and is a Distinguished Scientist (DS) of DAE. He belongs to 31st batch of BARC Training School.

Presently, he is Director (Projects) of NPCIL and Chairman of ASHVINI, a JVC of NPCIL & NTPC. Before this, he has held important positions of Chief Construction Engineer, Project Director, Officer-On-Special Duty & Executive Director in NPCIL and Vice-Chair & Chair of Management advisory Committee of ITER Council, France. He is having 35 years of work experience in Mega Nuclear Power Plant construction & commissioning combined with experience of handling global project management issues.

He has to his credit completion of first of a kind Mega Nuclear Power PHWR Project of 2X540 MWe capacity at Tarapur and 2X700 MWe Mega Nuclear Power PHWR Project at Kakrapar. He was also involved in erection of critical equipment of first 2X1000 MWe VVER Mega Project in Kudankulam which was implemented in India with Russian Co-operation.

Sharan is a recipient of INS Medal award given by Hon'ble Prime Minister of India for his contribution in Project management at TAPP-3&4 and IPMA's National Project Leader Award for 2022-23 given by Dr Saraswat, Niti Aayog for his contribution at KAPP-3&4. He has been also a faculty of Project management in Homi Bhabha National Institute (HBNI), Mumbai.



Rekha Sethi

Director General

All India Management Association

Rekha Sethi is the Director General of the All India Management Association (AIMA), the apex body for management in India. Rekha took charge of AIMA in June 2008. She has since established AIMA as the preferred platform for discussions and debate on management and has deepened AIMA's relationship with the Government of India and India Inc. AIMA now attracts India's top industry leaders and policy makers on its platform. Rekha is on the Boards of some leading Indian companies as an Independent Director including CESC, one of India's foremost Power generation and distribution companies and the flagship company in the RP-Sanjiv Goenka Group. She is also on the Board of Samvardhana Motherson International Ltd – a diversified global manufacturing specialist and one of the world's largest and fastest growing automotive supplier for OEMs, with 340 plants across 42 countries. She is on the Board of Spencer's Retail Ltd – one of India's leading retailers. She is also on the Supervisory Board of SMP, Germany, and on the Board of Hero Steels Limited manufacturing Steel products. She is also on the Board of Kirloskar Brothers Limited, one of India's largest centrifugal pump manufactures with manufacturing facilities in the Netherlands, South Africa, Thailand, UK & US. She has also joined the Board of Firstsource Solutions Limited - a digital-forward, people-first business process solutions company as an Additional Director (Non-Executive, Independent). She has earlier served on the Board of Sun Pharmaceutical Industries Ltd, world's fourth largest specialty generic pharmaceutical company and India's top pharmaceutical company and on the Boards of Sun Pharma Laboratories Ltd and Sun Pharma Distributors Ltd. Prior to joining AIMA, Rekha worked with India's premier industry organisation, the Confederation of Indian Industry (CII) for over 17 years. There she led the initiative to create high-profile international events to promote India's economic interests. She started her career with the Center for Development of Telematics (C-DoT). Rekha is an alumnus of St Stephens College, Delhi University.



Prof (Dr.) Rohit Singh

*Director
Centre for Management Education
All India Management Association*

Dr. Rohit Singh is the Director at the Centre for Management Education in the All India Management Association. He previously served as Pro Vice Chancellor at The Assam Royal Global University and having over 23 years of teaching experience. Dr. Singh, holding a Ph.D. in Advertising Management, specializes in Marketing, focusing on Advertising and Branding. He is an Associate Fellow of the UK Higher Education Academy and has cleared UGC NET and UP SLET in Commerce.

As a dedicated researcher, Prof. Singh has published nearly 40 papers in international and national journals and contributed to edited books. He has actively participated in seminars, conferences, and conducted Management Development Programs for government bodies and delivered sessions as a keynote speaker at various International Summits. His role as a founding member includes planning and executing academic and institutional projects.

Dr. Singh has served as Head of International Relations Office, Principal Coordinator of Unnat Bharat Abhiyaan, and is a member of CII Gujarat Panel, AIMA Delhi, Life Member of Indian Economic Association, ISTD, SMFI & IRSSM, India. At AURO University, Surat, he initiated the AURO Rural Immersion Program integrating classroom learning of students with society and stakeholders of the rural landscape and space through active, meaningful teaching and learning process. He has been honoured with the "Distinguished Alumni Award" for 2022 from the Strategic Management Forum of India. His commitment and contributions reflect a remarkable journey in academic excellence.



Rukmani Attri

*Joint Development Commissioner
Ministry of Micro, Small & Medium Enterprises
Government of India*

Rukmani Attri, Joint Development Commissioner, Ministry of Micro, Small & Medium Enterprises Government of India is an officer of the Indian Revenue Service from the 2006 batch.

In a career spanning more than the past 17 years, she has worked in various capacities in different roles of direct tax administration, including handling assessment of corporates, trusts, businesses, TDS as well as vigilance and expenditure management. She looks after Policy Division, Public Procurement Policy and Investment & Finance in MoMSME.

She has served across various jurisdictions including Bhopal, Indore, Mysuru, Bengaluru, Thiruvananthapuram and New Delhi.

She is a post graduate in Psychology.



Sanjay Aggarwal

*Advisor, PPD
Ministry of Finance*

Sanjay Aggarwal is currently holding the post of Advisor (Procurement Policy) in the rank of Joint Secretary in Ministry of Finance, Government of India. He has been working in the area of procurement policy in Ministry of Finance for last nine years. He was author of General Financial Rules (Procurement Chapters) issued in March, 2017. These Rules are overarching instructions for all procurements in India. He was also instrumental in publishing comprehensive Procurement Manuals in 2017 & 2022.

He has varied experience spanning more than 30 years in procurement and supply chain management with special expertise in electronic procurement. He has also interest in the area of electronic commerce and was elected Vice Chairman of "Internet and Mobile Association of India (IAMAI)" between 2008 and 2010. He is an officer from 1992 batch of Indian Railways Stores Service (IRSS). He is also Chairman of the inter-ministerial National Task Force on Sustainable Public Procurement (SPP).



Dr Sanjiv Layek

*Executive Secretary
World Association for Small & Medium Enterprises*

Dr. Sanjiv Layek is currently working as Executive Secretary at World Association for Small and Medium Enterprises (WASME) an International Organisation NABET certified by QCI, Govt. of India, having members in 112 countries with United Nation's consultative / observer status, headquartered at Noida Delhi- NCR, India looking after global operation. He has around 25 years of rich experience in strategy, research, consultancy, projects and have contributed 18 research papers and actively associated with 15 ministries of Govt. of India, Govt. of Bangladesh, Mauritius, Nepal, Bhutan, Cameroon, Harvard Business Review (HBR) and Research Gate. He is serving as Board / Committee members of Symbiosis University, Noida, India, NDIM, New Delhi, MentorX and IEF. he has been awarded by Ministry of MSME, Govt. of India, Times Group, Economic Times, TCS, Financial Express, Marwah Studio, Parle Sales and Services Ltd, Yenepoya University, Mangalore, S. P. Jain, Dubai, Aajtak (India Today), NTPC, India.

Author of a book titled "MSME – Crash or Opportunity in Covid 19" published by LAP Publishing, Europe. Contributing articles and write up / comment in leading newspapers like Economic Times, Financial Express, Business Today, WASME Monthly Newsletter and Make in India Magazine etc. regularly. Editor of WASME Monthly Newsletter, fortnightly WASME ebuletin.



Sanjeev Kumar Singh

*Chief General Manager (Contract Services)
Power Grid Corporation of India Ltd*

Sanjeev is a seasoned professional with an impressive 29-year career in the Public Procurement domain. He has a wealth of experience in formulating and implementing policy measures and systems improvements, demonstrating expertise in drafting policies, procedures, and amendments, standardizing bidding documents, and implementing government directives such as Make in India at Power Grid Corporation of India. He has handled diverse procurements, from high-value and high-risk complex projects including those related to Multilateral Development Banks.

He had successfully led teams in completing project procurements averaging Rs. 20,000 million annually and possess post-award contract management experience, including dispute resolution, and have implemented SAP MM Module successfully in Power Grid Corporation of India.

He is a dedicated and accomplished professional in the field of Public Procurement, equipped with the skills and experience to drive excellence in policy formulation, procurement processes, and project management.



Shanker Lal

*Country Procurement Lead
The World Bank*

Shanker is the Country Procurement Lead for India at the World Bank and is based in New Delhi (India). He has a post graduate degree in Mechanical Engineering from Indian Institute of Technology (IIT-BHU) and Graduate Diploma in Purchasing & Supply from the Chartered Institute of Procurement and Supply (CIPS), U.K. He is a Fellow of CIPS (FCIPS).

Apart from managing the Bank Procurement Team in India (since July 2014) for providing support to Bank-financed operations, he has been working on procurement capacity building and procurement reform initiatives. He has been the Task Leader for a number of Global and Indian studies, some of which are available at website of the World Bank. He has supported design and launch of many capacity building initiatives in partnership with reputed Indian institutions; and mobilizing the procurement community for setting up the Public Procurement Professional Association of India (PPPAI).

Before joining the Bank, he was working as Deputy Head (Contracts and Procurement) for Department for International Development (DFID), Government of U.K. at New Delhi office.

Apart from authoring various blogs, Shanker has also contributed a Guidebook on Framework Agreements, which is also available in French. He is currently working on a study on gender responsive procurement as well as research papers on green procurement.



Dr Srikanta K. Panigrahi

Director General

Indian Institute of Sustainable Development

Dr Srikanta K. Panigrahi is a Leading Global Sustainability Thought Leader and the Distinguished Research Fellow and Director General, Indian Institute of Sustainable Development (IISD); a Public Policy Think Tank and Scientific Research Institute at New Delhi.

He is a well-known Indian Policy Maker and Technocrat, who has worked with the Government of India, United Nations Environment Program (UNEP) and The World Bank. He is a Member to National Strategic Knowledge and few Other Missions on Climate Change; to implement the National Action Plan on Climate Change (NAPCC), in Other Government and UN Expert Committees and Working Groups on Natural Resources Management, Climate Change Adaptation, Mitigation & Carbon Finance, Electric Vehicles and UN-SDGs Implementation.

He has represented India in many COPs and International Climate Change Negotiations in UNFCCC and also Known as Chief Architect of Indian Carbon Market. He is awarded the National Science Popularization Award by Hon'ble Prime Minister of India, for his Extraordinary Contribution and Commitments to Popularize Science among the Common Mass and is recognized by UNEP for his valuable Contribution and Leadership in Catalyzing Environment Actions, on World Environment Day, 2007. MIT Sloan School of Management has recognized him, as an En-Road Climate Ambassador, in Policy Makers Category.



Stephane Y. Bessadi

Senior Procurement Specialist

Asian Development Bank

As part of ADB's Procurement, Portfolio, and Financial Management Department (PPFD), Stephane Bessadi strategically supports infrastructures projects design and procurement in Asia and the Pacific, focusing on sustainability, operations and maintenance and low carbon technologies. He is based in ADB resident mission in India, New Delhi. Stephane also leads on innovative water and wastewater practices and technologies from the water service industry. Before joining ADB in 2017, Stephane held international managerial position for 15 years with private water companies, and developed awarded innovatives water saving practices. A French national, Stephane holds Masters Degree in Water Management from AgroParisTech and Engineer Economist Degree from Magistère Ingénieur Economiste of Aix Marseille II University, both in France, and a Bachelor Degree in Economics from McGill University, Montreal, Canada.



Vijay Mittal

*Joint Secretary
Ministry of Heavy Industries
Government of India*

Vijay Mittal is a 1991 batch officer of Indian Ordnance Factories Service. He is currently serving as Joint Secretary at the Ministry of Heavy Industries and as Board of Directors at BHEL, specializing in policy framing, strategic interventions and facilitating technology acquisition and transfer in heavy industry sector.

He is the recipient of the prestigious awards of 'AYUDH BHUSAN' in the year 2015 and 2019 and 'AYUDH SHRI' in the year 2005 for outstanding contribution towards new products and technologies.

Previously held the position of Director at the Ministry of Rural Development and Ministry of Drinking Water and Sanitation from 2007 to 2012, contributing to rural development initiatives. Subsequently, served as Director/Deputy Director General at the Ministry of Defence from 2016 to 2021, playing a pivotal role in defense-related responsibilities and strategic planning.



Vinay Kumar Singh

*Managing Director
National Capital Region Transport Corporation*

Vinay Kumar Singh is a civil engineer who began his professional journey as an Indian Railway Officer (IRSE 1988 batch). Presently, he heads NCRTC as its first Managing Director, spearheading the \$15 billion Regional Rapid Transit System (RRTS) projects in India's National Capital Region.

Previously CEO of the High-Speed Rail Corporation, he played a pivotal role in the Mumbai-Ahmedabad HSR project and India-Japan techno-economic agreement. Having served in various capacities in Indian Railways, he brings vast experience of on ground implementation as well as has acquired a profound policy perspective which he believes is helping him in his current role. He has also been officer-in-charge of execution of Delhi Metro's first section and is noted for his innovative decision-making.

During his various roles, he has led procurement under various government frameworks including that involving external borrowings. Mr. Singh has a thorough understanding of international railway systems of Japan, Spain, Germany, China, etc., and various metro systems.

Challenging the status quo in everything that he takes up, he values innovation, leveraging technology, driving long term sustainability and decarbonisation as his core guiding principles. Mr. Singh completed his engineering from MNIT, Allahabad, and MTech in Civil Engineering from IIT, Delhi.

Under his leadership, India witnessed the inauguration of its first-ever Regional Rail, Namo Bharat by the Hon'ble Prime Minister in October 2023. The section completion has been acknowledged for being executed right on schedule despite not only encountering unprecedented challenges with the impact of COVID-19 but also successful implementation of first-of-its-kind technologies like ETCS Level 2 signalling with LTE as its communication backbone, precast slab track system for high-speed and advanced rolling stock with design speed of 180 Km/h.



Vinay Sharma

*Ex-Director
The World Bank*

Vinay Sharma has over thirty-five years of experience, much of which has been at senior leadership positions responsible for policy formulation, project management, developing strategic alliances and implementation of reforms in Public Procurement. Till June 2022, Vinay had been a Global Director (and subsequently, the Senior Advisor for Procurement) with the World Bank's Governance Unit. Before joining the World Bank in June 2017, Vinay was the Director of the African Development Bank's (AfDB) Procurement and Fiduciary Services Department. He worked on procurement, financial management, and anti-corruption at the AfDB for 14 years, and handled a wide range of broad public sector governance and management issues, including 'hands-on' review of the AfDB's most complex and challenging procurement transactions. He was responsible for formulating and bringing to the Board's approval a new procurement policy for the AfDB, a process that included extensive consultations with member countries, MDBs, professional organizations representing contractors, suppliers and consultants, NGOs, CSOs and internally within AfDB.

Vinay also served as Head of Operations and Management at the Delhi Metro Rail Corporation in India and worked over 16 years in various capacities at Indian Railways and with two large state-owned enterprises in the infrastructure sector. This exposure and experience provided him with first-hand knowledge of procurement from a borrower or beneficiary standpoint. Vinay is a Civil Engineer by training.



Vipul Mishra

*Senior Development Specialist
Japan International Cooperation Agency (JICA)*

Vipul Mishra is the Senior Development Specialist in JICA India (ODA Implementing Agency under the Govt of Japan) and his association with JICA over 4 years.

A seasoned development professional with a career spanning of over 14 years, Vipul has held some important positions in the infrastructure sector and leading various pioneer projects in JICA. He has a civil engineering background and has obtained master's degree in transportation from the IIT Delhi.

As Senior Development Specialist in JICA India, he is in-charge of "ODA Loan Procurement Policy Management" and officer in-charge of transportation projects such Western Dedicated Freight Corridor, Bengaluru Metro, North-East Road Connectivity Improvement, and various other projects.

**Vishal Gupta**

*Executive Director
Deloitte*

Vishal is an Executive Director with Deloitte India Consulting. He leads various initiatives in the Infrastructure and Transportation sector. He is a Chartered Accountant by profession and has been advising clients on Public Procurement including PPPs for more than 20 years, across geographies.



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ADB – A Trusted Development Partner

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The Asian Development Bank (ADB) envisions a prosperous, inclusive, resilient, and sustainable Asia and the Pacific, while sustaining its efforts to eradicate extreme poverty in the region.

Established in 1966, ADB assists its members, and partners, by providing loans, technical assistance, grants, and equity investments to promote social and economic development. To maximize the development impact of its assistance, ADB facilitates policy dialogues, providing advisory services, and mobilizing financial resources through cofinancing operations that tap official, commercial, and export credit sources.

ADB in India

India was a founding member of ADB in 1966. It is now ADB's fourth largest shareholder and one of its top borrowers since 2010. Since the start in 1986, ADB's country operations, guided by the country partnership strategy (CPS), remain aligned to India's evolving development priorities. The 2023-2027 strategy aims to catalyse India's robust, climate resilient, and inclusive private sector-led growth by accelerating structural transformation and job creation, promoting climate-resilient green growth and deepening social and economic inclusiveness. In 2023, ADB committed \$2.59 billion in sovereign lending to India apart from \$16.31 million in technical assistance and \$5.25 million in grants under the sovereign portfolio. The current India portfolio comprises 73 projects worth \$15.70 billion.

Going forward, ADB will support investments and strengthen the logistics–industry–urban–skilling nexus to help cities serve as engines of economic growth. It will support central and state governments to prioritize and implement climate actions aligned to India's international commitments. In states, ADB will pursue a differentiated approach, focusing on developing basic services, and critical infrastructure in low-income states, while supporting more developed states with transformational programs with policy and knowledge advice, combined with non-sovereign operations.



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Government e Marketplace (GeM) is a digital platform that connects Government buyers to pan-India Sellers and Service Providers to facilitate procurement of Goods and Services. By instilling **transparency** in public spending, enhancing **efficiency** in procurement processes and creating an **inclusive** and diverse marketplace, GeM is driving India closer to self-reliance.

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About NDB



The New Development Bank (NDB or the Bank) is a multilateral development bank established in 2015 by Brazil, Russia, India, China, and South Africa (collectively BRICS or the BRICS countries). As enshrined in its Articles of Agreement (AoA), the Bank is mandated to mobilise resources for infrastructure and sustainable development projects in BRICS and other emerging market economies and developing countries (EMDCs), contributing to global growth and development. To expand its reach and impact, NDB took significant strides towards membership expansion in 2021 by admitting Bangladesh, Egypt, United Arab Emirates (UAE), and Uruguay as its first new members, bringing over 280 million people who could benefit from the Bank's development solutions.

Since inception in 2015, NDB has approved 106 projects globally, amounting to USD 34 billion in financing across sectors such as clean energy, transport, water and sanitation, environmental protection, social and digital infrastructure.

The range of operational areas reflect the diverse and evolving reflect the diverse and evolving national development priorities of its members, especially those aligned with the United Nations 2030 Agenda for Sustainable Development and the Paris Agreement.



NDB's high credit ratings play an important role in enabling the Bank to access capital markets and keep its funding cost low. The credit ratings also underscore the Bank's robust institutional profile and solid financial position. Local currency financing continues to be a key component of NDB's value proposition. Through local currency-denominated bond issuances, both onshore and offshore, the Bank is contributing to the deepening of domestic capital markets in member countries.

The Bank's General Strategy for 2022–2026 sets the course for NDB's evolution into a leading provider of solutions for infrastructure and sustainable development, for EMDCs. As NDB entered into its second five-year strategy cycle, the Bank has embarked on a new journey towards becoming a leading development bank for emerging economies. Recognising the changing operating context and the evolving development priorities of member countries, NDB will remain dynamic and agile on this journey, ensuring the effective and efficient delivery of its mandate and strategic objectives.



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For further details, please contact: **Kiran Rawat**
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Procurement

AIMA and The World Bank offers

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Who can benefit

- Government and PSU officials involved or interested in designing and managing PPP transactions
- Employees of Private Concessionaires, Contractors and suppliers involved or interested in implementing PPP contracts
- EPC and other downstream contractors
- Procurement Professionals for updating their domain knowledge

Eligibility

Graduate in any discipline from university or recognised institute.

Fee Structure

Total fee (inclusive of all taxes) – ₹ 41,300/-
Course fee- ₹ 35,000/- plus GST (18%)

For further details contact

Programme Manager

15 link Road, Lajpat Nagar - III, New Delhi

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