



Ministry of Finance
Government of India

AIMA
ALL INDIA MANAGEMENT ASSOCIATION

 **THE WORLD BANK**
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Global Procurement Summit 2025

**Maximising value addition by Procurement through
Sustainability & Simplification**



10th -11th February 2025 | Le Meridien, New Delhi, India

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 25000 plus GST as applicable.

AIMA GSTIN ID Number: 07AAATA1644A1ZH

PAN no. of AIMA: AAATA 1644 A

For further details contact - Programme Manager
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GLOBAL PROCUREMENT SUMMIT 2025

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Souvenir

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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.

Established in 1957, AIMA has been serving the management community for close to 70 years, contributing immensely to the enhancement of management capability in the country. AIMA has a membership base of over 38,000 members and close to 6,000 corporate/institutional members, through 68 Local Management Associations affiliated to AIMA. The Association is represented on a number of policymaking bodies of the Government of India and national associations.

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 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.





MESSAGES





**Suneeta Reddy**

*President, AIMA &
Managing Director
Apollo Hospitals Enterprise Limited*

Procurement has become a pivotal function in shaping sustainable and inclusive growth in today's interconnected global economy. By balancing sustainability with simplification, procurement practices can drive innovation, reduce inefficiencies, and align with broader environmental and economic objectives.

The theme of the 10th Global Procurement Summit (GPS), "Maximizing Value Addition by Procurement through Sustainability and Simplification," reflects the need for a dual approach to modernising procurement frameworks. As the global landscape evolves, organisations must integrate ethical and responsible practices into procurement while simplifying processes to ensure agility and competitiveness.

Procurement is no longer confined to operational efficiencies; it has evolved into a strategic enabler of resilience and innovation. Integrating sustainability into procurement practices not only creates opportunities for growth but also helps businesses meet rising expectations for accountability and transparency. Simplification, on the other hand, ensures that these initiatives are implemented efficiently, without the hurdles of administrative complexities.

AIMA has consistently championed thought leadership and professional development in India's management sphere. GPS 2025 serves as a platform for meaningful dialogue, actionable insights, and collaboration among experts, policymakers, and practitioners. By bringing together diverse perspectives, the summit aims to address shared challenges and create actionable strategies that contribute to a sustainable and competitive future.

I wish all participants a productive and engaging experience that shapes innovative approaches and strengthens procurement frameworks for the years ahead.



Rekha Sethi

*Director General
All India Management Association*

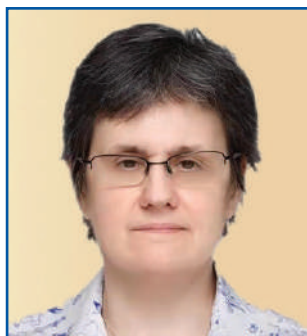
It gives me great pleasure to welcome you to the 10th Global Procurement Summit (GPS), AIMA's flagship initiative focused on advancing excellence in procurement practices. The theme for this year, "Maximizing Value Addition by Procurement through Sustainability and Simplification," highlights the imperative of integrating sustainability with operational efficiency to address the demands of a dynamic and competitive environment.

Procurement plays an essential role in shaping organisational resilience and growth. Simplifying procurement processes not only enhances efficiency and transparency but also provides organisations with the agility to navigate emerging challenges. When aligned with sustainability principles, these practices deliver long-term value for businesses, communities, and economies.

Sustainability in procurement is particularly critical in addressing the twin goals of economic progress and environmental responsibility. By adopting innovative procurement strategies, organisations can reduce waste, optimise resources, and contribute to the achievement of global sustainability targets. Simplification, supported by technology and streamlined workflows, ensures that these goals are not hindered by administrative or operational complexities.

Through GPS 2025, AIMA aims to create an engaging platform for knowledge-sharing and collaboration, enabling professionals to explore innovative solutions and implement best practices in procurement. This summit underscores our commitment to driving positive change in the global procurement landscape.

I look forward to the invaluable discussions and forward-thinking recommendations that will emerge from this distinguished gathering. Wishing all participants a productive and insightful experience.

**Anna L Wielogorska**

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

The insightful theme of 'Sustainability and Simplification' for current edition of Global Procurement Summit is central to tackling some of the most urgent challenges we face today, particularly in the areas of climate change and employment creation. In this context, procurement plays a crucial role in advancing sustainability, and the simplification of public procurement processes is long overdue. As digitization continues to evolve, it offers the key to improving the efficiency and effectiveness of public procurement, benefiting all stakeholders. Ultimately, the synergy between sustainability and simplification is essential for responsible and efficient governance.

Over the years, public procurement has evolved to meet the changing needs of governments. One significant shift has been the expansion of government procurement, particularly in the infrastructure sector, where design, operation, and maintenance are now being bundled into single contracts. This shift necessitates careful management of contracts throughout their lifecycle. I am pleased to see that a session is dedicated to discussing these 'New Procurement Approaches.'

Procurement frameworks are adapting to these changes, with the Government of India revising its General Financial Rules (GFR), most recently in 2022. Notably, the introduction of Quality and Cost Based Selection (QCBS) in 2021 marks a significant shift toward prioritizing non-price factors in procurement, advancing the principle of value for money.

At the World Bank, we are proud to celebrate 60 years of procurement practices, having introduced our first procurement guidelines in 1964. Over time, these guidelines have evolved from a one-size-fits-all approach to a more flexible, fit-for-purpose model. The 2016 procurement framework introduced a broader range of methods to empower procurement professionals to select the best value for money, based on context, needs, and risks. Since September 2023, we have mandated Rated Criteria for international competitive procurements, and we look forward to learning from India's Quality-Oriented Procurements, sharing our experiences in using Rated Criteria to select the most advantageous bidders.

The World Bank is committed to sharing knowledge and experience across various development operations worldwide, and we are excited to announce the revamping of our procurement knowledge website, iNET. Soon, we will launch two new e-learning courses on sustainable procurement and on procurement in power utilities.

On the topic of decarbonization, India has set ambitious targets to reduce emission intensity by 45% by 2030 and achieve net-zero emissions by 2070. Globally, the knowledge base on climate change is expanding, and governments are increasingly acknowledging the need to mitigate climate risks. Bold commitments to reduce carbon footprints, manage waste, and promote sustainable consumption

require strong public procurement frameworks to bring these promises to fruition.

Governments, as some of the largest consumers in the market, have a critical role in implementing their development priorities through public procurement. Increasingly, procurement entities are incorporating environmental considerations into their strategies, advancing Sustainable and Green Public Procurement (GPP). This approach not only identifies capable providers but also drives innovative, environment-friendly solutions. To meet climate goals, traditional procurement models must evolve into GPP, drawing on global expertise to implement sustainable practices.

In the face of climate challenges, there are often constraints, including limited finances and a lack of knowledge about success stories and lessons learned. These challenges highlight the need for collaboration among stakeholders. Sustainable Public Procurement (SPP) focuses on acquiring environmentally responsible and socially beneficial products and services. By promoting efficiency, energy savings, and better working conditions, SPP can make a significant impact. India's Quality-Oriented Procurement initiative is part of a broader effort to enhance procurement systems, ensuring both sustainability and efficiency.

In conclusion, sustainability and simplification are both essential goals. In simpler terms, simplification is a complex yet necessary process. The discussions and insights from this conference will guide us toward more efficient, greener procurement practices, supporting governments in meeting their climate commitments. Collaboration is key as we work together to leverage public procurement as a powerful tool for achieving shared goals—a livable planet for all.

**Dr Rohit Singh**

*Director
Centre for Management Education
All India Management Association*

Procurement is at the forefront of creating sustainable and resilient organisations. As the global focus intensifies on sustainability and efficiency, the role of procurement professionals has evolved to address challenges like resource optimisation, climate change, and operational complexity. Simplified procurement processes, combined with sustainability, present an unprecedented opportunity to drive innovation and unlock long-term value.

The 10th Global Procurement Summit (GPS) is a testament to AIMA's commitment to addressing these evolving demands. With the theme "Maximizing Value Addition by Procurement through Sustainability and Simplification," the summit brings together an exceptional gathering of experts, policymakers, and practitioners to explore actionable strategies for procurement transformation. From leveraging technology to developing best practices, the discussions at GPS 2025 will equip participants with tools to meet the challenges of a rapidly changing global landscape.

I extend my heartfelt gratitude to our esteemed partners, including the Ministry of Finance, Government of India, the World Bank, Asian Development Bank, New Development Bank, Deloitte, United Nation Environment Programme, PAGE, NTPC Ltd, Power Grid Corporation of India Ltd, GAIL India Ltd., Dedicated Freight Corridor Corporation of India Limited, Government e-Marketplace, AIMA-ICRC, iNET , Intellect Design Arena Limited and The Institution of Engineers.

Their unwavering support and contributions have made this summit possible and reflect our shared commitment to advancing procurement practices.

Welcome to GPS 2025. I am confident that the insights and collaborations during this summit will lead to meaningful advancements in procurement strategies and outcomes.





BACKGROUND NOTE





Background

In the evolving procurement landscape across the world, the integration of sustainability and simplification has become paramount. Streamlining procurement processes enhances competition and reduces delays thus ensuring better value for money. Sustainable procurement, by embedding economic, social, and environmental considerations, serves as a critical pathway to achieving long-term growth and resilience.

Simplified and transparent procurement regulations and practices empower businesses and governments to better adopt sustainable sourcing strategies, favoring suppliers committed to eco-friendly and socially responsible practices. Reduced administrative burdens enable procurement professionals to focus on integrating sustainability criteria into supplier assessments, while fostering fair competition. This approach encourages suppliers to innovate and align with global sustainability objectives, ensuring that products and services procured meet rigorous environmental and social standards.

India's strategic focus on sustainability and the simplification of procurement processes has positioned the nation as a model country in responsible sourcing and efficient procurement. Government initiatives aimed at streamlining procurement regulations, reducing administrative complexities, and fostering sustainable practices contribute to India's commitment to environmentally conscious and socially responsible economic growth. By promoting transparent procurement systems and encouraging the integration of sustainability criteria, India is driving inclusive development while enhancing efficiency and value creation across supply chains.

The Global Procurement Summit 2025 (GPS 2025), organized by the All India Management Association (AIMA) in collaboration with the Ministry of Finance, and the World Bank, will serve as a pivotal platform for dialogue and knowledge exchange in procurement.

Scheduled for 10th - 11th February 2025 at Le Meridien, New Delhi, India, GPS 2025 aims to bring together over 300 delegates, including policymakers, industry leaders, public sector representatives, and international experts. Participants will engage in insightful deliberations on innovative procurement strategies, sustainable practices, and technological advancements shaping the future of procurement.

Key Themes of GPS 2025:

- Streamlining Procurement Processes for Greater Efficiency
- New Procurement Approaches: Such as Hybrid Annuity, Reverse e-Auction, Gross Cost Contract (GCC), QCBS, and Rated Criteria
- Supplier Engagement and Collaboration
- Integrating Sustainability into Procurement Strategies
- Leveraging Technology to Maximize the Impact of Procurement

By empowering collaborative dialogue and exchanging global insights, GPS 2025 endeavors to shape the future of procurement, driving sustainable economic development and inclusive growth worldwide.

After the inaugural session, the event will begin with the session on "Streamlining Procurement Processes for Greater Efficiency." This session will explore strategies to simplify procurement frameworks, reduce

GLOBAL PROCUREMENT SUMMIT 2025

procedural complexities, and improve transparency, ultimately leading to enhanced bidder participation and timely project execution. Although streamlining procurement can present challenges, however with right strategic approach, it can operate seamlessly. This session will delve into transformative power of streamlining procurement process to enhance efficiency.

The second session will focus on "New Procurement Approaches" This discussion will explore innovative procurement models like Hybrid Annuity, Reverse e-Auction, Gross Cost Contract (GCC), QCBS, and Rated Criteria that blend traditional and modern methodologies to ensure cost-effectiveness, risk sharing, and long-term sustainability in project delivery.

Following this, the third session, "Supplier Engagement and Collaboration," will highlight best practices for fostering strong partnerships between procurers and suppliers. It will cover effective engagement strategies, risk management in supply chains, and collaborative models that drive value creation.

The fourth session on "Integrating Sustainability into Procurement Strategies" will emphasize embedding environmental and social considerations into procurement decisions. Experts will share insights on how sustainable procurement can support global climate goals and contribute to inclusive economic growth.

The final session, "Leveraging Technology to Maximize the Impact of Procurement," will examine the role of digital transformation in procurement. Discussions will include advancements in e-procurement platforms, data analytics, and automation tools that enhance efficiency, transparency, and decision-making in procurement processes.

Through these in-depth sessions, GPS 2025 aims to provide stakeholders with actionable insights and innovative strategies to revolutionize procurement practices, fostering sustainable economic development and inclusive global growth. The event is anticipated to attract 250-300 participants, fostering meaningful engagements among policymakers, public and private sector professionals, and international development organizations. The Summit is set to mark another significant milestone in this journey.



AGENDA





GLOBAL PROCUREMENT SUMMIT 2025

Maximizing Value Addition By Procurement Through
Sustainability & Simplification

10th -11th February 2025 | Le Meridien Hotel, New Delhi

SUMMIT AGENDA

Day 1: Monday, 10th February 2025

00900-1000 hrs

Registration

1000 – 1100 hrs.

Inaugural Session

Introductory Remark

Ms. Rekha Sethi

Director General

All India Management Association

Welcome Address

Mr. Nikhil Sawhney

Past President, All India Management Association

Vice Chairman and Managing Director, Triveni Turbines Ltd

Keynote address

Ms Mio Oka

Country Director, Asian Development Bank

Keynote address

Mr. Paul Procee

Operations Manager and Deputy Country Director

The World Bank

Keynote address

Mr. Sanjay Aggarwal

Advisor, Department of Expenditure

Ministry of Finance

Theme Address

Ms. Anna L Wielogorska

Regional Procurement Manager (South Asia)

The World Bank

Inaugural Address

Mr. Ajay Tamta

Minister of State for Road Transport & Highways, GOI

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

Streamlining Procurement Processes for Greater Efficiency

Moderator

Mr. Sanjay Aggarwal

Advisor, PPD, Ministry of Finance
Government of India

Panelists

Mr. IPS Sethi

Director General, National Informatics Centre,
Government of India

Mr. Syed Jawed Ahmed

Executive Director (CMMG)
Steel Authority of India Limited

Mr. Brijendra Swaroop

Executive Director Projects
National Mission of Clean Ganga, Ministry of Jal Shakti

Mr. Sunil Bhasker

Group General Manager, Procurement
National Capital Region Transport Corporation

1300-1400 hrs.

Lunch Break

1400 – 1530 hrs.

Plenary Session 2

Newer Procurement Approaches

Moderator

Mr. Adu-Gyamfi Abunyewa

Lead Procurement Specialist,
The World Bank

Panelists

Mr. Abhijeet Sinha

Technocrat, Program Director,
Ease of Doing Business

Mr. Rajneesh Rana

Head Convergence Energy Service Ltd

Mr. Mirant Parikh

Deputy Municipal Commissioner
Ahmedabad Municipal Corporation

Shri. Pradeep Agrawal

Joint Director General NRIDA
Ministry of Rural Development Government of India

Mr. Arun Mehta

Controller of Stores
Konkan Railways

1530-1600 hrs.

Break

1600 -1715 hrs.

**Plenary Session 3
Supplier Engagement and Collaboration**

Moderator

Mr. Vinay Sharma
Ex- Procurement Director,
World Bank and African Development Bank

Panelists

Mr. Kanwalpreet
Executive Director, Railway board

Mr. Deepak Thukral
Executive Officer, Supply Chain
Maruti Suzuki India Ltd

Mr. Ajit Mishra
Executive Director,
Dedicated Freight Corridor Corporation of India Limited

Mr. Vishal Gupta
Executive Director, Deloitte

End of Day 1

AIMA – Welcome to day 2

0930-1000 hrs.

Registration for Day 2

1000 – 1130 hrs.

AIMA – Welcome to day 2

Keynote address

Dr. D.J. Pandian
Director General,
New Development Bank

Special address

Mr. Stephane Y. Bessadi
Senior Procurement Specialist
Asian Development Bank

1030-1130 hrs.

**Announcement of Results for AIMA-ICRC Case Study Competition
on Procurement with presentation by the winner.**

1130-1200 hrs.

Networking Break

1200- 1330 hrs.

**Plenary Session 4
Integrating Sustainability into Procurement Strategies**

Moderator

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

Panelists

Atty. Rowena Candice Ruiz
Executive Director
Government Procurement Policy Board – TSO
Republic of the Philippines

Mr. Quamrul Hasan

Lead Procurement Specialist
The World Bank

Mr. John Karani

National Chairman
Kenya Institute of Supplies Management

Ms. Manisha Choudhary

National Coordinator
Partnership for Action on Green Economy (PAGE)

Mr. Rahul Agnihotri

Advisor, Building Energy Efficiency and Sustainable Cooling
Climate Division UNEP

1330 – 1430 hrs.

Lunch Break

1430 – 1600 hrs.

Plenary Session 5

Leveraging Technology to maximize impact of Procurement

Moderator

Mr. V.S. Krishnakumar

Ex-Procurement Regional Manager
Europe & Central Asia, The World Bank

Panelists

Mr. Satya Narayan Meena

Additional CEO & Chief Financial Officer
Government-e-Marketplace

Mr. G.V.L. Satya Kumar

Managing Director
Centre for Railway Information Systems

Mr. Praveen Kumar

Managing Director
Dedicated Freight Corridor Corporation of India Limited

Ms. Rama Devi Lanka

Director Emerging Technologies
ITE&C Department, Government of Telangana

1600 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 2025 on 24th January'25.

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:

- a) Streamlining Procurement Processes for Greater Efficiency
- b) New Procurement Approaches: Hybrid Annuity, QCBS, and Rated Criteria
- c) Supplier Engagement and Collaboration
- d) Integrating Sustainability into Procurement Strategies
- e) Leveraging Technology to Maximize the Impact of Procurement

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





Collaborative Winning - The Sustainable Ways

Preetham Solomon, VP & Head – Infra Procurement, Infosys Limited & Subsidiaries

A learned man once said, “Our purpose here on earth, is to make the world just a little bit better for those around us”. If everyone had a similar mindset, imagine how well it would collectively impact the entire community.

As a Procurement Function, we have the privilege of interacting frequently with Supplier Partners, and we thought: are they not a great Stakeholder to influence, to be “a little bit better”?

We carried out an independent Supplier Satisfaction Survey, to understand their pain and satisfaction points. We invited them to our campus for a fun, and informative day. They met with our senior management, discussed parameters of the Survey and even our growth plans.

Further we hired an agency to evaluate and provide their ESG rating, and recommend areas for improvement. We also created a learning portal with Certification in ESG awareness for our Suppliers

Knowing our business better and being aware and progressive on ESG, they are able to serve us better, garner more business in the market and help the community.

With their improved performance, we too get benefits in sustainability, compliance and profitability.

It's a little bit better now. For us, for them and for the community.

Revolutionizing Tender Evaluation in Public-Sector Procurement through Blockchain Technology

*Tanvi Hodage, Assistant Manager Procurement, Technip Energies India Ltd
K V Kashi Raj, Manager-Contracts & Procurement, Technip Energies India Ltd*

Revolutionizing Tender Evaluation in Public-Sector Procurement through Blockchain Technology The case study examines how blockchain technology can optimize the evaluation of Bidder Qualification Criteria (BQC) documents in public-sector procurement in India. Procurement processes, essential for both public and private sectors, often face delays due to manual evaluations, document verification, and administrative inefficiencies, leading to increased costs and extended timelines. Blockchain, with its features of transparency, immutability, and automation, offers a solution to streamline these processes. By securely storing and verifying supplier qualifications on a blockchain, future tender evaluations can bypass redundant checks, reducing the time required for BQC verification. This approach not only accelerates procurement cycles but also improves transparency, reduces administrative burdens, and enhances collaboration across teams. The study proposes a phased blockchain implementation, starting with the digitization of commercial and financial documents, followed by the integration of smart contracts for automated evaluations, and later expanding to include technical assessments. The expected outcome is a 30-40% reduction in bid evaluation time, shortening procurement cycles from 9-10 weeks to 6-7 weeks. Ultimately, blockchain can improve procurement efficiency, reduce project delays, lower costs, and foster better supplier relationships, ensuring timely and cost-effective project delivery.

Leveraging Technology to maximize impact of Procurement

Sanjeev Ranjan, Contract management Expert, MSH, India Health Management Private Limited

To achieve the aim of TB elimination the Intermediate Reference Laboratories (IRLs) and Culture & Drug Susceptibility Testing (C&DST) Laboratories are an integral part of the National Tuberculosis Elimination Programme (NTEP). The uninterrupted service of lab ensures that TB patients complete the TB diagnostic cascade and are initiated on appropriate treatment regimen at the earliest to achieve a favorable treatment outcome.

In Delhi tuberculosis (TB) diagnostic labs are crucial for over 21,000 patients treated annually across 21 chest clinics. The two IRLs and one C&DST Laboratory are Bio safety Level 3 (BSL3) and use 181 pieces of essential equipment. The state struggled for comprehensive maintenance of these highly technical labs.

At national level also, there is no systematic methodology available which the state can replicate. High costs and frequent breakdowns risked disrupting critical TB testing services.

Although GeM lacked a category for lab equipment Comprehensive Maintenance Contract (CMC), collaborated with GeM officials to create a solution via the "Custom Bid" option under "CMC of pre-owned products."

The tendering process attracted five bidders, with four meeting technical requirements. The contract was awarded to a competent agency with a cost savings of 30% compared to previous budget. Inspired by this success, state officials plan to extend the CMC model to advanced lab equipment like gene sequencing machines in the state of Delhi.

Use of Rated Criteria to facilitate implementation of Government Policies to promote sustainability, innovation, and quality for Large Complex Projects

Vijay Bhai Patel, City Engineer, (W.R.M), Ahmadabad Municipal Corporation

Dev Choudhary, Deputy Municipal Commissioner, Ahmadabad Municipal Corporation

Aruna Bhagwatula, Associate Director, Royal Haskoning DHV

India is committed to Sustainable development goals of United nations and also working towards climate change. Government has prepared National climate change policy with a vision of promoting ecologically sustainable development. DBO Modality for implementation of wastewater infrastructure is fairly standardised in India and primarily focusses on pre-qualification of the bidder based on their historical experience and selection based on the least cost basis. This procurement process, however, does not take into consideration key points such as climate change, sustainability, quality, innovation, risk management etc.

Government has revised General Finance rules 2022 to allow the government department to consider rated criteria/QCBS based selection process for procurement of works which could allow clients to incorporate sustainability and quality considerations indicated above. Adoption of Rated criteria can ensure that contractors through their proposals shall adopt sustainable practice right from the design stage to operation service stage, and this shall help in abatement of pollution and degradation of the environment.

Under recently signed Gujarat Resilient Cities Partnership Ahmedabad Resilient City Project, Ahmedabad Municipal Corporation (AMC) decided to shift from their traditional procurement framework and adopt

green procurement framework based on rated criteria/ QCBS which takes into account non price factors- as discussed above into decision making. The use of rated criteria prioritized fit-for-purpose solutions rather than the lowest evaluated price. AMC, by using the green procurement framework, is fostering to achieve India's Sustainable development goals by minimising GHG emissions, pollution while promoting green cover, energy and resource efficiency

The case study discusses in detail on adoption of rated criteria/ QCBS using green procurement framework and lesson learnt. After carefully testing this first of its kind case, AMC has successfully adopted this approach for another large wastewater treatment project. It is worthwhile to mention that the current case is the first of its kind approach not only in the sector but to be adopted by any ULB in India.

Procurement Strategy for India's first Nam0 Bharat Corridor Delhi-Ghaziabad-Meerut

Sunil Bhasker, GGM-Procurement, National Capital Region Transport Corporation

Dhirendra Mehrotra, GM-Contract & Dispute Resolution, National Capital Region Transport Corporation

Saurabh Kohli, AGM-Procurement, National Capital Region Transport Corporation

National Capital Region Transport Corporation (NCRTC) – a joint venture company of Govt of India and States of Delhi, Haryana, Rajasthan and Uttar Pradesh, under the administrative control of Ministry of Housing and Urban Affairs (MoHUA), is mandated for implementing the Regional Rapid Transit System (RRTS) project across the NCR of India, ensuring a balanced and sustainable urban development through better connectivity and access. Later on the RRTS corridor named as Nam0 Bharat Corridor and RRTS trains as Nam0 Bharat Trains. Procurement plays a pivotal role in the successful execution of rail-based infrastructure projects, forming the foundation for achieving project goals. It is critical in ensuring the project of such magnitude to be delivered in time, with quality and fit for purpose that construction companies selected for executing the work are both technically and financially qualified to meet the stringent requirements of such projects. Any delay in finalizing procurement processes or the selection of improper bidders, even for minor activities, can significantly impact project timelines resulting in time & cost overruns. The implementation of a multi-state, ₹30,000 crore project (Jointly funded by Multilateral Development Banks (MDBs) and Government of India (GoI)) over six years presents challenges such as regulatory compliance with Make-in-India provisions, managing approvals from over 100 stakeholders and achieving strict timelines for introducing first-of-its-kind technologies. These

include unique civil structures for highspeed operations for a design speed of 180 Kmph which was never tried before in the country, ballastless track systems, rigid overhead catenary systems, ETCS Level II with ATO signalling, interoperable Rolling Stock with future RRTS Corridors, Operation and Maintenance operated by a private contractor and revenue contracts —many of which are being implemented in India for the first time. The procurement strategy was designed to address these complexities while adhering to principles of quality, safety and cost optimization over the lifecycle. Industry engagement phased interfacing and alignment with government policies and multilateral lending agency requirements were key input parameters. Models like BOQ contracting for conventional packages and design-build contracts for high-complexity tasks were adopted to mitigate risks, ensure technology transfer and promote Makein-India initiatives.

Strategic decisions, such as keeping rolling stock and signaling packages outside Multilateral Development Bank (MDB) funding, helped focus on local capacity building while using MDB funding for packages naturally suited for Indian contractors. This approach successfully balanced innovation, capability development and timely delivery while mitigating risks and fostering competition in the industry. The case study also includes the challenges faced in working during COVID-19 lockdown.

RFP preparation on Quality and Cost-Based Selection (QCBS) System for Procurement in High-Value Infrastructure Projects: Discussion on the policy and its implementation

Pradeep Agrawal, IDSE PhD Scholar at NIIT University Neemrana, Rajasthan

Dr Gurendra Nath Bhardwaj, Prof at NIIT University Neemrana, Rajasthan

The Quality and Cost-Based Selection (QCBS) system is a procurement method that evaluates both the quality and cost aspects of a bid. This paper outlines the policies and procedures in Govt Organizations for preparing a Request for Proposal (RFP) under the QCBS system, ensuring an evidence-based, objective marking system to maintain fair competition and eliminate bias. Focusing on process of unbiased, transparent, objective system of devising financial and technical qualification criteria and marking system, this study provides a comprehensive overview of QCBS, its implementation, and its potential benefits for complex infrastructure projects. This paper relates to case studies of procurement guidelines and policies as contained in General Financial rules of Govt of India for public procurement.

Circularity and Sustainability in Action: The Recykal Way

Dr. Poonam Chhaniwal, Faculty (HRM), Institute of Management, Nirma University, Ahmedabad

*Dr. G. Haritha, Ex. Faculty (Business Communication), Institute of Management,
Nirma University, Ahmedabad*

The case study in context “Recykal” narrates the entrepreneurial journey of Mr. Abhay Deshpande and his venture Recykal. The company is based at Hyderabad. The motivation for embarking on this venture came from immense potential of solid hitherto un-explored, fragmented and largely unorganized. The case delves into the associated challenges of funds, design and development of prototype, business model & profitability. The case ends by presenting a managerial challenges/ dilemma in aiming to securing a fine balance between the primary intent (circularity) and scaling the company on higher growth trajectory. The secondary but equally important issues of data integrity, transparency, evolution from being just a compliance tool to business creation will also have to be tamed.

Empowering Procurement: Optimizing Procurement Strategies for Drone Services

Namit Chittoria, Chief Manager, Procurement & Contract Services, BPCL

Manoj Jadhav, Chief Engineer, Procurement & Contract Services, BPCL

Empowering Procurement: Optimizing Procurement Strategies for Drone Services Case Abstract In 2024, BPCL undertook Aerial Survey and 3D mapping of pipeline corridors using drone. This case demonstrates how leveraging drone services has transformed traditional operation processes. Through a detailed analysis of procurement strategies, vendor selection, and implementation challenges, this study provides insights into best practices and lessons learned. Through rigorous market research, risk analysis, and phased implementation, BPCL deployed drones to optimize pipeline route monitoring and mapping, enhance data accuracy, and achieve significant cost savings. The impact was profound, including an 80% reduction in operational costs, improved safety, and enhanced environmental practices. The case highlights the strategic decision-making process, emphasizing scalability, data security, and stakeholder engagement as key success factors, positioning the organization as a leader in sustainable and innovative procurement.

Revolutionizing Procurement Efficiency: Automation of SOR Rate Mapping in BPCL

Arjun Patil, Senior Manager, Procurement & Contract Services, BPCL
Manoj Jadhav, Chief Engineer, Procurement & Contract Services, BPCL
Namit Chittoria, Chief Manager, Procurement & Contract Services, BPCL
Vikash Kumar, Manager, Business Plan, BPCL

BPCL's procurement process for service jobs such as civil, electrical, mechanical, and instrumentation works relied on manually mapping Schedule of Rates (SOR) in SAP. While SOR ensured consistent pricing, its manual application posed significant challenges, including inefficiency, high error rates, and prolonged procurement timelines. Recognizing these limitations, in 2023, BPCL identified an opportunity to innovate by automating SOR rate mapping in SAP, including escalation management for pipeline-specific jobs. This transformation streamlined procurement workflows, improved governance, and enhanced accuracy. The initiative has demonstrated measurable impact by reducing manhours, accelerating procurement cycles, and eliminating manual errors, setting a precedent for scalable, sustainable procurement reform.

Navigating the Customs Maze: BPCL's Resolution of Dual Customs Duty and GST Misalignment

Navigating the Customs Maze: BPCL's Resolution of Dual Customs Duty and GST Misalignment

Arjun Patil, Senior Manager, Procurement & Contract Services, BPCL
Manoj Jadhav, Chief Engineer, Procurement & Contract Services, BPCL

In February-2022, BPCL faced a critical logistical challenge when an import consignment of an additive, ordered from a foreign supplier, was erroneously delivered at Mundra Port instead of Nhava Sheva. This error resulted in dual customs duty payments, GST misalignment, and a significant financial burden of nearly ₹49 lakhs, including penalties and detention charges. The operational risk of refinery production slow down further compounded the urgency to resolve these issues. BPCL implemented a series of ERP system modifications, financial adjustments, and compliance measures to address these challenges. This case highlights the innovative solutions adopted, ensuring timely material clearance, financial recovery, and a scalable process for future logistics management.

Strategic Sourcing of Event Management Agency by IFFCO for organizing ICA GCC 2024

Shobhit Agarwal, Chief Manager (Comml), Technical Services Deptt. IFFCO Head Office

Apurva Chopra, Deputy Manager, IFFCO

Abhinav Tiwari, Officer CR, IFFCO

This case examines the strategic sourcing decision made by the Indian Farmers Fertiliser Cooperative Limited (IFFCO) while organizing the International Cooperative Alliance Global Cooperative Conference ICA GCC 2024 between 25-30th November, 2024 at Bharat mandapam, New Delhi. The conference involved complex logistical arrangements particularly event management. Faced with the dilemma of managing the event internally or outsourcing to a specialized event management agency, IFFCO opted to leverage external expertise for better cost optimization and enhanced quality.

Utilizing the Kraljic Matrix methodology, IFFCO categorized various event components based on their strategic importance and risk levels, leading to the decision to outsource high-impact tasks while engaging in-house resources for more routine functions. A comprehensive evaluation process was conducted to identify a suitable agency that demonstrated strong experience in similar events, ultimately resulting in a seamless event that attracted over 3,000 international delegates.

The collaboration not only strengthened IFFCO's leadership role in the cooperative movement but also reinforced its commitment to sustainability, notably through initiatives like planting 10,000 peepal saplings to offset the conference's carbon footprint. The successful execution of the conference culminated in a pure vegetarian, alcohol free, carbon neutral event interweaving Indian values. It projected national recognition for IFFCO, exemplifying the positive impact of strategic outsourcing in enhancing organizational objectives and community engagement. A new postage stamp was launched by Hon'ble Prime Minister Shri Narendra Modi ji and Union Home Minister and Minister of Cooperation Shri Amit Shah ji to commemorate the International Year of Cooperatives 2025. In this historical event, Dr. U.S. Awasthi, Managing Director of IFFCO, was honored with the prestigious Rochdale Pioneers Award 2024 during the conference.

Keywords: ICA Global Cooperative Conference, UN International Year of Cooperatives





Speaker Profiles





**Ajay Tamta**

*Bharatiya Janata Party
Almora (SC), Uttarakhand*

Ajay Tamta is an eminent Indian politician and a leader with extensive experience in governance and public service. He is currently serving as the Union Minister of State in the Ministry of Road Transport and Highways, a position he has held since June 2024. A dedicated member of the Bharatiya Janata Party (BJP), he represents Almora, Uttarakhand, in the 18th Lok Sabha, having been elected for the third time.

With a strong legislative track record, Mr. Tamta has contributed significantly across multiple ministries. He has been a part of several key parliamentary committees, including the Standing Committees on Scheduled Castes and Scheduled Tribes, Petroleum and Natural Gas, and Human Resource Development. His tenure in the Uttarakhand Legislative Assembly (2007-2014) and his role as a Cabinet Minister and Minister of State in the Government of Uttarakhand further highlight his commitment to policy-making and regional development.

Beyond politics, Mr. Tamta has a deep-rooted passion for infrastructure development, textiles, and social empowerment. He actively supports initiatives in handloom and handicrafts, and his vision for growth includes promoting tourism, sustainable mining, and the cultivation of medicinal plants.

An avid sports enthusiast, he enjoys mountaineering, badminton, and football. His interest in theatre and photography reflects his cultural engagement, adding depth to his dynamic personality.

(In alphabetical order first name wise)



Abhijeet Sinha

*Technocrat, Program Director
Ease of Doing Business*

Abhijeet Sinha is a Technocrat, currently, the National Program Director of Ease of Doing Business, heading India's premier emerging tech-piloting agency, contributing to micro-level tech economies across the states and sectors in the macro tech-o-nomic vision of PM Modi. Previously a member of 2014 PM Modi's campaign in the 'Citizen for Accountable Governance' (CAG) team. Presently, has additional charge as Project Director of ambitious pilot projects like DIISHA, National Highways for EV, Drone Pilot, 'Swachh Bharat Mission - Cleantech', changing the landscape of economies with the use of emerging technologies.



Adu-Gyamfi Abunyewa

*Lead Procurement Specialist
The World Bank*

Adu is a highly accomplished Lead Procurement Specialist with over 25 years of experience in public procurement and development. In his current role at the World Bank's New Delhi office, he provides crucial fiduciary oversight on select projects and focuses on strengthening public procurement systems in specific Indian states. He is a certified Public-Private Partnership (PPP) practitioner.

Adu's career journey has been diverse, beginning as a Civil Engineer in the UK's Thames Water and later as a lecturer in Kumasi, Ghana. During his tenure, he has contributed significantly to procurement reform and governance initiatives in countries like Ghana, Liberia, Sierra Leone, Vietnam, Myanmar, Thailand, Cambodia, and Laos.

His extensive knowledge, international experience, and commitment to transparent and effective procurement practices continue to drive sustainable development outcomes in the regions he serves.



Ajit Kumar Mishra

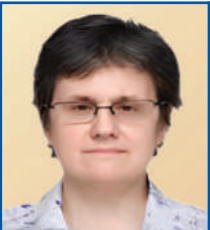
Executive Director

Dedicated Freight Corridor Corporation of India Ltd

Ajit Kumar Mishra is a prominent figure in the dispute resolution field, particularly in the context of construction and infrastructure projects. He is currently the Head of Contract Management Division (Executive Director) for a USD 12 billion World Bank / JICA funded infrastructure project in India. His role involves representing the employer in various disputes and claims of over USD 1 billion with contractors in Dispute Adjudication Boards, Arbitral Tribunals, and courts of law.

Ajit Kumar Mishra has a strong background in engineering, management, and law, holding a B.Tech. in Civil Engineering, an LLM in International Dispute Resolution, an MBA in International Business, and a Diploma in International Arbitration. He is a Fellow of the Chartered Institute of Arbitrators (FCI Arb), Fellow of Prime Dispute (UK) and has been member of UK Adjudicators, Dispute Resolution Board Foundation.

He has over 25 years of professional work experience in the field of Project Management, International Procurement, Contract Management, Risk Management, Infrastructure Financing and Dispute Resolution for large infrastructure project.



Anna L 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 sand 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.



Arun Mehta

*Controller of Stores
Konkan Railways*

Arun Mehta is an Indian Railway Stores Service (IRSS) officer of 1986 batch. Currently working as Controller of Stores, Konkan Railway Corporation Limited. With over 35 years of working experience with the Indian Railways. His last posting was as Principal Chief Materials Manager in Church Gate. He has worked in DLW, Varanasi, Central, East Central, Konkan & Western Railway. He also had working experience in post-conflict and insecure country Afghanistan with world second largest community development programme.

He spearheaded the implementation of Third Party Inspection (TPI) in Indian Railways and changed complete inspection system and recurring saving of approximately Rs 600 Cr annually. His efforts were recognized as the 3rd best impactful Public Procurement Reform in India by the Ministry of Finance, World bank, Ministry of IT and AIMA. He is also a core member of STC to implement first time in India QCBS in works contract by NPCIL for their Kaiga nuclear plant with cost as Rs 13,000 Cr. and by adopting QCBS NPCIL has saved about Rs 700 Cr.

Mr. Arun holds an engineering degree from IIT Kanpur, along with MBA in Finance & Material Management, a law degree and LLM. He had training with GM, GE in USA, Canada and UK. He is a fitness enthusiast, having completed several marathons and swimming challenges.



Brijendra Swaroop

*Executive Director (Projects)
National Mission for Clean Ganga
Ministry of Jal Shakti.*

Brijendra Swaroop belongs to the Indian Forest Services (IFS) Sikkim Cadre 1996 Batch. At present, he is working as Executive Director (Projects) for the National Mission for Clean Ganga, Ministry of Jal Shakti, Government of India. In the past, he held important positions such as Interim Director General for National Mission for Clean Ganga and Additional PCCF cum Nodal Officer for Department of Forest & Environment, Government of Sikkim.

He holds overall 32 years of working experience and more than 26 years has been contributed to forestry sector. He works mainly includes natural resource management, forest management, forest conservation and other allied fields. His work in sector has been appreciated and in 2009 he was awarded Sikkim State Meritorious Service Award for management of SIMFED, a state level apex cooperative looking after organic agricultural marketing. His academic journey is equally remarkable as he has done B. Tech (Civil Engineering) from KNIT Awadh University, Master's in Engineering (Soil Mechanics) from IIT Roorkee, MSc in Forestry from FRI Dehradun and Gold Medalist of Master's in public policy and Sustainable Development from TERI university.



Deepak Thukral

*Executive Officer, Supply Chain
Maruti Suzuki India Limited (MSIL)*

Deepak Thukral, a highly accomplished professional, with over 30 years of rich work experience at Maruti Suzuki, among various areas, including Vendor Development, Incoming Quality, Parts and Accessories, as well as Warehouse and Logistics. He has also served in notable roles such as Chairman of ITI Chandigarh, Vice President of INVEST, and worked with the Steel Ministry on a project for coated steel localization. Recognized for his contributions, he has been honored as the "Supply Chain Person of the Year" at the 9th India Supply Chain Thought Leadership Summit and Awards by the Institute of Supply Chain Management, and as one of "India's Impactful Supply Chain Leaders 2024" by ET Now. Currently, he leads the Supply Chain Team at Maruti Suzuki India Limited, driving excellence and innovation in the field. He holds a Graduate degree in Mechanical Engineering from NIT Warangal and a Postgraduate MBA from FMS Delhi.



Dr. DJ Pandian

*Director General
New Development Bank*

Dr. D J Pandian, IAS -1981 (Retd.) has rich experience of serving more than 42 years in various capacities including Multilateral Development Banks (MDBs), Government of India and Government of Gujarat.

Currently, Dr. Pandian is serving as the Director General of the Indian Regional Office of New Development Bank (NDB). Prior to joining NDB, Dr. Pandian served as the Vice President and Chief Investment Officer of Asian Infrastructure Investment Bank (AIIB) during 2016-2022, and played a vital role in putting AIIB in a strong footing in the international development banking domain.

He had an extensive career spanning of 35 years with the Indian Administrative Services (IAS), and held key positions at the provincial, national, and international levels in energy, infrastructure and finance sectors. During his career, he served in the state Government of Gujarat in various capacities as Chief Secretary, Additional Chief Secretary Industries and Mines, Principal Secretary Energy and Petrochemicals, etc. He had played a vital role in creating favorable investment climate in Gujarat through dynamic policy interventions and ensured time bound and successful implementation of large-scale projects.

Dr. Pandian established the Pandit Deendayal Energy University- a modern university for higher education and Gujarat Energy Research and Management Institute-an advanced institute for promoting applied research and policy making in the field of renewable energy and climate change. He is one of the pioneers of the Renewable Energy in India.

He also had a stint to serve as an advisor in the World Bank in Washington DC and also held a key position at the Department of Economic Affairs, Ministry of Finance, Government of India.



G.V.L. Satya Kumar

*Managing Director
Centre for Railway Information Systems*

G.V.L Satya Kumar is from Indian Railway Traffic Service (IRTS) 1991 Batch. He holds B. Tech degree in Electronics and Communication in Engineering from IIT Madras (1990) and Master's degree in Business Administration from University of Melbourne in Australia. He has served as Head of Operations in various Divisions of Railways viz. Waltair, Palghat etc. and was also Deputy Chairman/Chairman of Visakhapatnam Port Trust. He worked in Zonal HQs of Central and Southern Railways as Head of Marketing and Safety. He has also been as Executive Director/Strategy Planning & Implementation, Director (Accounting Reforms, Railway Board) in Ministry of Railways. From 2019 to 2022, he shouldered the responsibilities of Divisional Railway Manager in Mumbai and is presently, working as Managing Director, Centre for Railway Information Systems (CRIS), Ministry of Railways.

A pioneer in designing developing and implementing cutting edge IT solutions over the past 30 years, his notable contributions include control automation in Railways for the first time in FY 2021; AI based predictive maintenance solutions for locomotives; developing comprehensive enterprise wide BI systems.



John Karani

*National Chairman
Kenya Institute of Supplies Management*

John Karani is a distinguished Pan-African leader in procurement and supply chain management with over 30 years of experience across blue-chip multinationals, including Coca-Cola Africa, EABL-Diageo, GlaxoSmithKline, and Wrigleys East Africa. Renowned for his commercial acumen and strategic vision, he has consistently delivered transformative results by blending a deep understanding of global and local markets with innovation and agility.

A dynamic leader, Mr. John excels at uniting diverse teams and fostering collaboration, integrity, and transparency. His contributions have earned him the prestigious Moran of the Burning Spear (M.B.S.) award in Kenya, recognizing his transformative leadership as Chairman of the Kenya Institute of Supplies Management, elevating it to a respected professional body across Africa.

Currently he serves as Chairman of the Kenya Institute of Supplies Management, and Biblica East Africa. Academically, he holds an MBA in Strategic Management from USIU-Africa, alongside multiple diplomas in supply chain, logistics, and executive coaching. His career exemplifies a commitment to excellence, innovation, and impactful leadership across the African continent.



Kanwalpreet
Executive Director
Railway board

Kanwalpreet belongs to Indian Railways Stores Service cadre of 2000 examination batch. During more than 20 years of professional experience on Indian Railways, has worked on senior roles primarily focussed on procurement and supply chain management. Before joining the present post, as Director in Public Procurement Division, D/o Expenditure, M/o Finance, he was involved in issue of updated Manuals for Procurement and also the three Model Tender Documents. As Executive Director Railway Stores (G), M/o Railways (Railway Board), he is involved in formulation and implementation of policies for procurement goods on Indian Railways. 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.).



Nikhil Sawhney
Immediate Past 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 Immediate Past 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.



Manisha Choudhary

National Coordinator

Partnership for Action on Green Economy (PAGE)

Manisha Choudhary is the National Coordinator, Partnership for Action on Green Economy. This partnership brings together five United Nations agencies: UNEP, UNDP, ILO, UNIDO, and UNITAR, whose collective expertise and support assists partner countries towards their transition to an Inclusive Green Economy (IGE).

Manisha Choudhary has been engaged with the UN system in implementation of country chapters of global projects, like Biodiversity Finance Initiative, and Partnership for Action on Green Economy (PAGE).

She has worked with a wide range of stakeholders including national and state governments, multilateral and bilateral agencies, corporate consortiums, NGOs, and research institutions, in the field of environmental and natural resource management.



Mio Oka

Country Director

Asian Development Bank

Mio Oka is currently serving as the Country Director for the India Resident Mission at the Asian Development Bank (ADB) since February 2024. Ms. Oka is in charge of steering ADB operations in India and fostering relations with the government and the country's other development partners. Prior to this role, she was the Director of the Emerging Areas Team in the Agriculture, Food, Nature, and Rural Development Sector Office at ADB from July 2023 to January 2024. From November 2016 to June 2023, she led the Environment, Natural Resources, and Agriculture Division in ADB's South Asia Department. Ms. Oka holds an MSc (Econ.) in Social Policy and Planning in Developing Countries from the London School of Economics and Political Science (LSE), which she completed in 1997. She also earned a BA (Hons.) in Development Studies and Politics from the School of Oriental and African Studies (SOAS), University of London in 1996, after completing her secondary education at Futaba High School in Tokyo, Japan, in 1992. Her distinguished career at ADB also includes serving as Senior Advisor to the President from 2010 to 2016, Budget and Management Service Specialist from 2009 to 2010, and Social Development Specialist from 2005 to 2009. Before her time at ADB, Ms. Oka held important positions at Japan's Ministry of Foreign Affairs, the Japan Bank for International Cooperation (JBIC), and the Japan International Cooperation Agency (JICA). Early in her career, she worked as an Assistant Journalist at Nippon Television Network Corporation (NTV) from 1997 to 1998.



Mirant Parikh

IAS, 2017 Batch.

Deputy Municipal Commissioner

Ahmedabad Municipal Corporation

Mirant Parikh is the 2017 batch IAS officer. He is handling position of Deputy municipal commissioner of Ahmedabad Municipal Corporation. In his current position he is looking after Road, Bridge Project, Building Project, Smart City, Water Resource Management, STP and Net Zero.



Pradeep Agrawal

Joint Director General

NRIDA, Ministry of Rural Development

Government of India

Pradeep Agrawal, an IDSE officer from the 1988 batch, is the Joint Director General in the Military Engineer Services, currently on deputation with the Ministry of Rural Development, overseeing the nationwide implementation of the Pradhan Mantri Gram Sadak Yojana (PMGSY).

With over 36 years of expertise in infrastructure project management, contract negotiations, and international arbitration, he has delivered major Army, Air Force, and Navy infrastructure projects and received the Chief of Army Staff Commendation for outstanding service.

While with the Ministry of Heavy Industries, he led largest automotive infrastructure project, established the National Accident Data Analysis Centre (ADAC), the biggest proving ground in the world at Indore and developed 7 centres across country while serving Ministry of Heavy Industries, Govt of India.

He holds a BE in Civil Engineering, an MTech in Construction Technology, an MBA, and a qualification as an International Arbitrator (MCI Arb, UK), he is also a published author and recognized speaker in project management and infrastructure development.



IPS Sethi

Director General

National Informatics Centre, Government of India

IPS Sethi is the Director General of the National Informatics Centre (NIC) under the Ministry of Electronics and IT, Government of India. With over three decades of experience in digital governance, he has led transformative e-Governance projects, enhancing transparency, security, and citizen service delivery. He has also served as Managing Director of NICS.

Sethi has spearheaded key initiatives like the PRAYAS Dashboard for PMO, the Digital Payment Dashboard post-demonetization, eTaal for e-transaction monitoring, DARPAN for real-time performance tracking, and CollabFiles, a collaborative platform. He has played a crucial role in Gov.in Secure Intranet, ePassport, Cooperative Core Banking (CCBS), and international e-Governance projects, including Lao PDR-India ICT cooperation.

As NIC's head, he oversees critical ICT infrastructure, including data centers, cloud computing, and cybersecurity. His contributions extend to automating government processes and fostering global tech collaborations.

A B.Sc. graduate from Kanpur University (1984), he earned an MCA from Thapar Institute, Patiala. His expertise spans e-Governance, cybersecurity, analytics, and fintech. He has published in IEEE, ACM, and Springer and received multiple accolades, including DARPG Gold, Microsoft Data Heroes, ICEGOV, CSI, and SKOCH awards.

Mr. Sethi's leadership continues to position NIC as a key driver of India's digital transformation.



Paul Procee

Operations Manager and Deputy Country Director

The World Bank

Paul is an engineer who joined the World Bank in 1999 and has since worked on a wide range of projects and several infrastructure and sustainable development sectors. In the early years, he was the task team leader of various urban, infrastructure, environment, and disaster risk management projects. In 2010, he moved to China to continue working as a project manager in these sectors and gradually took over the coordinating role of the infrastructure and sustainable development teams in the country. Between 2015 and 2019, he supervised the sustainable development and infrastructure portfolios in Brazil, collaborating with IFC and counterparts to enhance the market for private sector investments and infrastructure services. In 2019, Paul became the Operations Manager and Deputy Director for the Argentina, Paraguay, and Uruguay Country Management Unit, overseeing the entire IBRD portfolio and supporting strategic engagement with these countries. In August 2024, Paul moved to India to serve as the Operations Manager and Deputy Director in the India Country Office, where he is responsible for managing the largest IBRD portfolio globally and supporting strategic engagement with the Government of India.



Praveen Kumar

Managing Director

Dedicated Freight Corridor Corporation of India Ltd

Praveen Kumar, a 1989-batch IRSE officer, is a distinguished civil engineer with graduate and postgraduate degrees from IIT Roorkee. He also holds a Postgraduate Diploma in Public Policy and Management from MDI, Gurgaon. With over three decades of experience, he has played a key role in railway infrastructure development and policy planning.

At DFCCIL, he has led mega railway infrastructure projects from land acquisition and international funding coordination to tendering, execution, and post-commissioning operations. Under his leadership, DFCCIL has enhanced freight transportation efficiency, reducing transit time, carbon footprint, and logistics costs, strengthening India's business competitiveness.

An innovative thinker, he has pioneered strategic partnerships with industry leaders like Amazon and Amul and introduced initiatives like "Trucks on Trains" to expand business potential. He has also facilitated MoUs with national and international institutions for research, training, and development in heavy-haul freight transportation.

A former professor at IRICEN, he has authored technical books that serve as key references in railway engineering. His leadership is shaping DFCCIL as a pillar of India's logistics network, driving sustainability and economic growth through a dedicated rail freight system.



Prof. (Dr.) Rohit Singh

Director

All India Management Association

Prof. (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 24 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.



Quamrul Hasan

*Lead Procurement Specialist
The World Bank*

Quamrul Hasan is the Lead Procurement Specialist at the World Bank's Central Asia Regional Office in Almaty, overseeing procurement for the region. He has led public procurement modernization and e-Government Procurement initiatives across South Asia, Africa, and Europe & Central Asia. With expertise in business and engineering, he drives digital solutions to improve procurement efficiency, contract management, and governance.

A recognized thought leader in sustainable procurement, he spearheads Green Procurement initiatives in Europe and Central Asia and developed the region's Green Procurement Implementation Toolkit. His work in Romania, Bulgaria, Armenia, and Croatia has enhanced procurement analytics, creating fiscal space and improving expenditure management. He also led procurement system assessments in Zambia and Moldova using the MAPS approach.

Mr. Hasan leads the World Bank's Technology and Innovation in Procurement Solutions (TIPS) Community of Practice. He holds a Master's in Business Administration and a Bachelor's in Computer Science and Engineering.



Rahul Agnihotri

*Advisor
Building Energy Efficiency and Sustainable Cooling
Climate Division UNEP*

Rahul Agnihotri has around 23 years of experience working in the energy, urban, and climate sectors. He coordinates UNEP's work on urban cooling, sustainable building and construction, district cooling, clean energy access, and cold chain in India.

He has a good understanding of energy efficiency and renewable energy development in India and is working with Central and State Governments in preparing policies, strategic plans, and regulatory and market mechanisms. He joined UNEP from Ernst & Young, India where he worked with the power and utilities team in strategy and transaction advisory.

Mr. Rahul is a Certified Energy Auditor, a Lead Auditor for ISO 50001 (Energy Management Systems), and holds a master's degree in business administration and a degree in mechanical engineering.



Rajneesh Rana

*Head (Convergence)
Convergence Energy Service Ltd*

Rajneesh Rana is a Head (Convergence) in Convergence Energy Services Limited (CESL), a subsidiary of EESL (an organization under administrative control of Ministry of Power, Government of India). In CESL, main responsibility of Mr. Rana is to look after all Business verticals like e-Bus program, EV Charging Infrastructure, Electric 3 & 4 Vehicles and Gram Ujala. Prior to CESL, In EESL he has headed departments like Solar, Contracts & Procurement, Ag-DSM water pumping with overall 23 years of working experience. Represented EESL in many forums like United Nation, Minister of External Affairs programs, Delegation member for Ministry of Power etc. Rajneesh Rana is a Bachelor of Commerce, Master of Business Administration from Delhi and Post Graduate (Law) in International Humanitarian from NALSAR, Hyderabad.



Rama Devi Lanka

*Director
Emerging Technologies, ITE&C Department
Government of Telangana*

Rama Devi Lanka is the Director of Emerging Technologies at the Information Technology, Electronics, and Communication Department (ITE&C) of the Government of Telangana, India. She has been instrumental in shaping policy frameworks and fostering ecosystems in the cutting edge domain such as AI, Blockchain, Drones, and Cybersecurity. Under her leadership, initiatives like the Agri Data Exchange Platform and Web 3.0 Regulatory Sandbox were launched to drive innovation. She played a key role in establishing Centers of Excellence in AI, Cybersecurity, e-waste and additive manufacturing. With prior experience at National Institute of Smart Governance (NISG) and global startups, she holds an M.Tech in Environmental Engineering and an Executive Program in Business Management from IIM Calcutta. Ms. Lanka has received prestigious awards, including the Digital India Award and the Women Achiever's Award from the Government of Telangana.



Rekha Sethi

*Director General
All India Management Association*

Rekha Sethi is the Director General of the All India Management Association (AIMA), the voice of Indian leaders and managers and the apex body for management in India.

AIMA, a non-lobbying, not-for-profit organisation, offering various services in the areas of testing, distance education, research, publications, and management development. She has led AIMA since 2008, establishing it as the preferred platform for management discussions and deepening AIMA's relationships with the Government of India and India's top industry leaders. Rekha is a member of the Academic Advisory Committee of the National Board of Accreditation (NBA) and the All India Board of Management Studies, constituted by the All India Council for Technical Education (AICTE). She serves as an Independent Director on the boards of Samvardhana Motherson International Ltd, Spencer's Retail Ltd, Kirloskar Brothers Ltd, First Source Solutions and Hero Steels Ltd. She also sits on the Supervisory Board of SMP, Germany. Previously, she served on the boards of Sun Pharmaceutical Industries Ltd, Sun Pharma Laboratories Ltd, Sun Pharma Distributors Ltd, and CESC. Prior to joining AIMA, Rekha spent 17 years at the Confederation of Indian Industry (CII), where she led high-profile international events to promote India's economic interests. She began her career at the Center for Development of Telematics (C-DoT) and is an alumnus of St Stephen's College, Delhi University.



Rowena Candice Ruiz

*Executive Director
Government Procurement Policy Board – TSO
Republic of the Philippines*

Atty. Rowena Candice Ruiz has been the Executive Director V of the Government Procurement Policy Board – Technical Support Office (GPPB-TSO) since October 2018, driving digital transformation and policy innovation in public procurement. She played a key role in securing the Philippines' Observer Status in the WTO and transitioning procurement services to a digital platform, ensuring efficiency and transparency.

During the COVID-19 crisis, she introduced crucial procurement policies, launched the GPPB-TSO Online Blacklisting Portal, and established the GPPB Online Portal to enhance fund transparency, earning international recognition. Her digital advocacy expanded through social media, reaching over 2 million viewers. In 2021, she was recognized by GovInsider for public sector innovation, and in 2024, she won the UK Alumni Award for Business and Innovation.

Atty. Ruiz has forged partnerships with global institutions like the World Bank and UNEP, advancing procurement reforms. She recently proposed a new Philippine Procurement Law emphasizing open government, sustainability, and professionalization.

Previously, she held a leadership role in the Legal Service of the Department of Budget and Management, influencing key legislative measures. A Chevening Scholar, she earned an LLM in Globalisation and Development from the University of London, further strengthening her expertise in procurement law and governance.



Sanjay Aggarwal

*Advisor, Department of Expenditure
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. Mr. Aggarwal 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).



Satya Narayan Meena

*Additional CEO & Chief Financial Officer
Government-e-Marketplace
Ministry of Commerce and Industry, Government of India*

Satya Narayan Meena is an alumnus of IIT Delhi and 2000 batch of IRSSE, UPSC. He has over 24 years of experience in various Central Line Ministries, including Ministry of Railways, Ministry of Sports, Ministry of Electronics & Information Technology (MeitY), and Department of Personnel and Training (DOPT)

With Indian Railways, his career is highlighted by pivotal contributions to multimodal infrastructure and transport projects, IT projects for Western & Northern Railway's and was also part of Dedicated Freight Corridor (DFC), Eastern Corridor

Currently he is posted as Addl. CEO & Chief Financial Officer (CFO) at GeM and he oversees all financial operations, business strategy along with collaboration with industry stakeholders including Fintech and Business Development

As COO, National e-Governance Division (NeGD), he led various e-governance initiatives and Digital India Mission programs, while he also played a vital role in Digital Economy working Group (DEWG) of G-20 Summit. He was also part of Karmayogi Bharat where he was involved in multiple capacity building programs

He is also a celebrated sportsperson, represented India in various international marathons, including the 2019 Boston Marathon, and 20th Asian Masters Athletics Championships in China.



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.



Sunil Bhasker

*Group General Manager, Procurement
National Capital Region Transport Corporation*

Sunil Bhasker, the Group General Manager of Procurement at NCRTC. He holds a Bachelor's degree in Civil Engineering from Delhi College of Engineering (1987) and an M.Tech from the Indian Institute of Technology, Bombay (1989).

He began his professional journey in 1991 as part of the Indian Railway Service (IRSE, 90 batch), dedicating 30 years to system construction, track procurement, and maintenance in Indian Railways. One of his most challenging and prestigious projects was the USBRL project in Jammu and Kashmir, a venture of national strategic importance. He played a key role in commissioning the Udhampur–Katra section (25 km) in 2014.

In January 2021, he joined NCRTC, where he initially contributed to land acquisition and later took on the critical role of leading procurement for India's first Nammo Bharat project. His expertise extends beyond national boundaries, having visited Malaysia and Singapore for advanced management training, Norway for insights into tunneling and railway infrastructure projects, and Brazil (São Paulo and Rio de Janeiro) to study global best practices in urban transport systems, including metro, regional train, and bus transit operations.

With over 33 years of association with the railway sector, the last four years at NCRTC have been particularly enriching for Mr. Bhasker. He takes pride in being part of the team that is setting new benchmarks in urban transport by building and operating India's first Nammo Bharat project.



Syed Jawed Ahmed

*Executive Director (CMMG)
Steel Authority of India Limited*

Syed Jawed Ahmed is a materials management professional with over 30 years of experience, currently serving as Executive Director and Head of SAIL Corporate Materials Management. A results-driven expert in ERP (SAP), procurement frameworks, and sourcing optimization, he has a proven track record in policy formulation, crisis management, and achieving corporate goals. He played a pivotal role in leading SAIL's turnaround initiative, "SAIL-Uday," at Bokaro Steel Plant.

Joining SAIL in 1989 as a Management Trainee, he has risen through the ranks, holding key positions such as Chief General Manager in the Chairman's Secretariat and Director of Mjunction Services Ltd., a joint venture between SAIL and Tata Steel. He was also the chairman of Indian Steel Association Committee on Procurement and has served as Vice President/Secretary of the Indian Institute of Materials Management for the Bokaro Branch.

Recognized for his excellence, Syed has received numerous awards, including the Jawahar Award, National Metallurgist Day Award, and the IIMM National Award. An accomplished faculty member, he frequently lectures on materials management, communication, and leadership at prestigious institutions like IIM Ranchi and IIM Kolkata. His contributions exemplify leadership, innovation, and dedication to the steel industry and professional development.



V.S. Krishnakumar

*Ex-Regional Procurement Manager
Europe & Central Asia, The World Bank*

V.S. Krishnakumar is a procurement and supply chain expert with over 40 years of experience in both private and public sectors, including a distinguished tenure at the World Bank. He has been a key advisor on procurement policy, capacity building, and complex operational challenges, contributing to public procurement reforms globally.

He spent 18 years in Africa before joining the World Bank in 1997, where he managed procurement for over 600 projects across 45 countries as Regional Procurement Manager for Sub-Saharan Africa. Later, as Practice Manager for Solutions and Innovations in Procurement for Europe and Central Asia, he played a pivotal role in procurement reforms.

Post-retirement, he served as Lead Procurement Consultant for the Asian Development Bank, evaluating its 2017 Procurement Framework. He has also led global training workshops, including Ukraine's reconstruction efforts, and lectures on public procurement at the Universities of Rome and Belgrade.

Previously, he was Chief Executive of a UK-based procurement consultancy in South Africa and Head of Procurement for Zambia's copper mining industry. A strong advocate for integrating behavioral science into procurement, he emphasizes addressing political and interpersonal challenges in development projects.



Vinay Sharma

*Ex-Procurement Director
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.



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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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 2024, ADB committed \$4.24 billion for 21 projects to support the Government of India's priority development agenda to improve infrastructure and services, enhance climate resilience, and promote social development. Besides, ADB committed \$575 million for 11 private sector transactions in India.

Going forward, ADB will prioritize multisectoral and transformational projects and maximize value addition by integrating project financing with upstream knowledge works and by strengthening collaborations with developments partners. ADB will continue to support the climate agenda and enhance climate financing. ADB will strengthen efforts to promote private sector development and market-based solutions to development challenges.



ADB

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 109 projects globally, amounting to USD 36.2 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 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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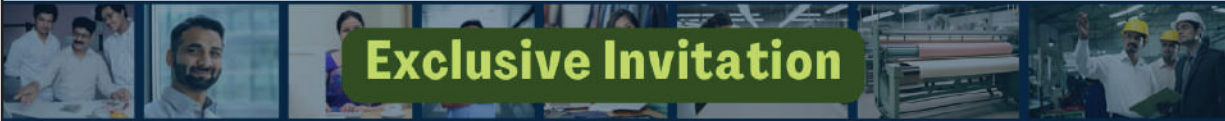
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For more details, please contact

Dr. Anuja Pandey, Case Workshop Director
All India Management Association

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

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Capacity Building Programs Training Calendar 2025

with technical support of the World Bank

Name of the Programme	Supporting Authority**	Duration	Month	Location
Professional Diploma in Public Procurement January -2025	Initiated by The World Bank	6 Months	January to June	Hybrid Model
Global Procurement Summit'25	Supported by Ministry of Finance & The World Bank	2 Days	10th - 11th Feb	Le Meridian New Delhi
Certificate Programme in Contractual Dispute Resolution Batch - 12	With technical Support of The World Bank	6 Months	April to September	Hybrid model
Training Program on Sustainable Procurement	Supported by The World Bank	3 Days	28th - 30th May	Ooty / Sikkim
Certificate programme in Public Private Partnership Batch - 6	With technical Support of The World Bank	3 Months	June - August	Hybrid Model
Professional Diploma in Public Procurement July - 2025	Initiated by The World Bank	6 Months	August 2025– January 2026	Hybrid model
FIDIC Training Program on Management of Claim and Resolution of Disputes	Supported by The World Bank	3 Days	10th to 12th September	Goa
Certificate Programme in Contractual Dispute Resolution Batch - 13	With technical Support of The World Bank	6 Months	Nov 2025- April 2026	Hybrid model
Training on Contract Management & Dispute Resolution	Supported by The World Bank	3 Days	10th-12th December	Jim Corbett
Training Program on Public Procurement	Supported by The World Bank		On Demand	
Training Program on Government E Marketplace	GeM under the Ministry of Commerce & Industries		On Demand	

Hybrid model consists of 2-3 days' physical workshop in Delhi along with online classes on week-ends. Trainings can be customized as per the organization's needs.

****Subject to approval from The World Bank**

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