





ONLINE TRAINING PROGRAMME ON PROCUREMENT FRAMEWORK (Latest Version) FOR WORLD BANK AIDED PROJECTS

(With technical support from The World Bank)

(From 21 August- 1 September 2023)



PPPAI's
STAKEHOLDERS:



*Discover the power of the **World Bank Procurement Framework** in achieving sustainable development goals through inclusive and accountable procurement processes.*



Overview:

PPPAI and ISM-INDIA are conducting a 2-weeks ONLINE training program on **The Procurement Framework for World Bank Aided Projects” with technical support from the World Bank.**

The World Bank Procurement Framework **supports Countries to achieve value for money with integrity in delivering sustainable development through** inclusive, accountable, and coordinated procurement processes.

The world bank's procurement framework aims to **maximize the strategic role of procurement** to achieve development effectiveness goals by:



- **Enhancing Efficiency:** Recognizing the growing demand for improved efficiency in public expenditure, the framework aims to enable countries to optimize their spending. This optimization allows for increased investments in vital public services like education, healthcare, and infrastructure, consequently fostering enhanced development outcomes.
- **Modernizing procurement:** The framework seeks to revamp procurement practices by prioritizing flexibility, quality, and maximizing the value derived from public expenditure. By emphasizing adaptability to individual country contexts, the modernization efforts aim to ensure that procurement processes are fit-for-purpose.
- **Strengthening National Procurement Systems:** The framework promotes the empowerment of national procurement systems to effectively support sustainable development objectives. By strengthening these systems, countries can better align their procurement practices with their long-term development goals.
- **Enhancing Transparency:** The framework advocates for increased transparency in public spending. Leveraging information and communication technology (ICT) and other innovative tools in public procurement, it aims to provide greater visibility into the utilization of public funds, ensuring accountability and preventing corruption.



Training Mode: **ONLINE**



Duration:



10 *days*
From 21 August- 1 September 2023



Training Fee:

INR 35000/- Plus 18% GST for Indians

|| **US \$500/-** for Foreigners

Note: **5% discount will be applicable for PPPAI Members.** Also, all participants (who are not currently PPPAI members) will be offered complimentary PPPAI membership for one year.



Certificate:

- All the participants will get **Certificate of Participation** after the training program.
- The **Certificate of Accomplishment** will be awarded to those who will participate in the **post training assessment test** and score above 60%. If participants choose to take the test, there is an additional cost of USD \$50 or INR 2500/-.



How to Register:

You are welcome to call us at +91 95996 51911/ +91 99711 71220 or write us at contact@ism-india.org or contact@pppai.org.



Training Testimonials:

Below are the few testimonials about our training program. We have trained **300+ participants from 65+ countries** in our recent programs on The World Bank Procurement Framework.



Kingsley Ensah

1 review

★★★★★ 3 weeks ago **NEW**

The 10 business days training conducted by Institute for Supply Management India (ISM - India) on The World Bank Procurement Framework (latest version) is really educative to me as a procurement practitioner who has no experience on The World Bank Procurement Framework, and it is a capacity building that had enhanced my knowledge generally in procurement processes and specifically in The World Bank Procurement and Contract management Regulations.



Augustina Illimoe

1 review

★★★★★ 4 months ago

The **training** was mind-blowing experience for me. Its one of the best I have attended so far.



Maryam Ahmed

2 reviews

★★★★★ 8 months ago

The **training** program is one of the most transformative learning experiences i've ever had. **Training** content was very insightful, in depth, robust and comprehensive, the instructors delivered excellently and were very helpful, sessions were very interactive. I thoroughly enjoyed the program. Looking forward to learning more from ISM-INDIA!



MEENAKSHI TYAGI

1 review

★★★★★ 2 weeks ago **NEW**

The 10 days online training program was very enriching. Krishan Sir and all the speakers were very thorough in delivering lectures and resolving queries. A very special thanks to Arun and ISM for organizing it so efficiently.



Jyotiranjana Pradhan

2 reviews · 13 photos

★★★★★ 3 weeks ago **NEW**

Very good learning platform for professional seeking to explore Public procurement procedures for MDB.



Speaker's Profile:

Mr. Krishan K. Batra has diverse experience of 4 decades in the field of Technology, Procurement & SCM in different parts of the World. Presently he is the President & CEO of ISM-INDIA, which is an affiliate of ISM, USA with chapters in 71 countries.

He worked closely with the World Bank, EU and US Government to harmonize the Procurement Processes. He is the founder and developer of UNSPSC Classification Standard (Procurement Taxonomy) which is used by SAP, ORACLE, and many others as a global standard.



Mr. Krishan K. Batra
President & CEO,
ISM-INDIA



Ms. Swayamsiddha M.
Procurement Analyst
The World Bank

Ms. Swayamsiddha Mohanty is a public procurement professional with more than 20 years of experience in various capacities with the Private and Public Sector. She has worked with GAIL (India) Limited, Infosys, IBM India and is currently working with the World Bank.

Swayamsiddha joined the World Bank as Procurement Analyst in 2008 and is currently working as Senior Procurement Specialist, Governance Global Practice, World Bank. In this position, she provides fiduciary support to more than 14 World Bank funded Projects across various sectors, with a total portfolio size of USD 5 bn.

Mr. Shivendra Kumar is an engineering graduate with over 45 years' experience in Public Procurement in Government of India and in the World Bank.

He joined Indian Railways as an Indian Railways Stores Service officer in 1969, and retired from Railways as General Manger, Integral Coach Factory, Chennai in 2005. Since then, he has been working with the World Bank as a Procurement Consultant and in India, Sri Lanka, Jordan and Yemen.



Mr. Shivendra Kumar
Consultant,
The World Bank



Ms. Payal Malik
Program Asst. Specialist
The World Bank

Ms. Payal Malik Madan is working with World Bank Procurement team in India for about 16 years and supports the team in administration and client services activities, knowledge management, networking efforts, and etc.

She is one of the STEP champions for the South Asia Region. She has delivered many STEP trainings for India as well as at the Region level for the World Bank Clients.

Mr. Vedamurthy has over 16 years of experience in public procurement, focusing on World Bank-financed projects/programs. Recently he joined as Procurement specialist at New Delhi, World Bank. Before this role, he worked as a Consultant at World Bank and supported India Procurement Team and various Task teams in various geographic settings in three regions. Before joining the World Bank, he worked at the GPCL Consulting Services and at the Government of Karnataka.

Vedamurthy had successfully handled several tasks in public procurement in India and overseas, including procurement advisory, reforms, review, capacity and systems assessment, training and capacity building, and implementation of a World Bank-financed project in Karnataka.



Mr. A J Vedamurthy
Procurement Specialist
The World Bank



Mr. Adu-Gyamfi Abunyewa
Lead Proc. Specialist
The World Bank

Adu-Gyamfi Abunyewa is a Lead Procurement Specialist recently posted to the New Delhi office of the World Bank. He joined the World Bank about 15 years ago as a Procurement Specialist in Ghana in the Africa Region, where he supported a wide range of procurement issues on Bank operations and led Bank engagements in procurement reform as part of a broader governance reform agenda in Ghana.

He has since then worked in Liberia, Sierra Leone, Vietnam, Myanmar, Thailand, Cambodia, and Laos, and also led the Bank team in a wide range of dialogues and engagements in country procurement reforms in the Philippines and Mongolia.

Bajnath Singh is working as Procurement Specialist in the World Bank and is based at New Delhi, India. Bajnath is a graduate in Electrical Engineering and have a degree in MBA from Faculty of Management Studies, Delhi University.

Bajnath has more than 18 years of experience in public procurement and contract management besides experience in the operation and maintenance, holding last position in Power Grid, a prominent SOE in India.

Bajnath also has interest in exploring applications of Artificial Intelligence and Machine Learning in public procurement. He has also managed many capacity-building programs in procurement and contract management.



Mr. Bajnath Singh
Procurement Specialist
The World Bank

Tentative Agenda

(Topics Covered in Training Program)

The schedule of this training program as follows;

- Session Duration: Each **Session is of one hour**. Total **4 sessions** per day.
- Session Timings: **11.30 am to 1.30 pm and from 3.30 pm to 5.30 pm (IST)**
- Lunch Break: 1.30 pm to 3.30 pm (IST).

Note:

- On certain days, sessions after break may be rescheduled to accommodate international speakers from other geographies.
- Lunch Break will be reduced to one hour to accommodate the additional time for specific subjects based on the request of participants and speakers.

	Topic/ Coverage	Speakers	Session
Day 1	Introduction to the World Bank, Project Cycle, Loan/ Credit Agreements, PAD	Ms. Swayamsiddha Mohanty	1
	Project Management.	Mr. Krishan Batra	1
	Project Procurement Strategy for Development (PPSD) Principles, and Preparation of Procurement Plan.	Mr. Krishan Batra	2
Day 2	Procurement Policy of World Bank.	Mr. Shivendra Kumar	1
	Salient Provisions of Procurement Regulations of the World Bank (I)	Mr. Shivendra Kumar	1
	Salient Provisions of Procurement Regulations of the World Bank (II)	Mr. Shivendra Kumar	2
Day 3	Invite Offers: Procurement Methods- including RFQ, RFB, RFP and direct contracting for Works, Consulting and Non-Consulting Services.	Ms. Swayamsiddha Mohanty	1
	Process of Initial Selection and Prequalification.	Mr. Shivendra Kumar	1

	Procurement of Goods, Works & Non-consulting Services; Approved Selection Methods and Market Approaches.	Ms. Swayamsiddha Mohanty	2
Day 4	Procurement of Works - Types of Contracts, Salient Features of Standard Procurement Document (SPD) for Procurement of Civil Works through International Competitive Procurement (ICP) covering ITB, BDS, Evaluation and Qualification Criteria, Bidding and other Forms, GCC and PCC in brief and applicable features of regulations.	Mr. Shivendra Kumar	2
	Procurement of Goods - Salient Features of SPD for Procurement of Goods through ICP covering ITB, BDS, Evaluation and Qualification Criteria, Bidding and other Forms, GCC and PCC and applicable features of regulations.	Mr. Shivendra Kumar	2
Day 5	Cross-Border Procurement (INCOTERMS 2020, Letter of Credit, Insurance requirements etc.)	Mr. Krishan Batra	1
	Standard Procurement Document - Request for Proposal for Design Build Works	Mr. Shivendra Kumar	2
	FIDIC conditions of contract (mainly Red Book and comparison of Red Book with Silver, Yellow and Gold Books)	Mr. Krishan Batra	1
Day 6	Systematic Tracking of Exchanges in Procurement (STEP)	Ms. Payal Malik Madan	2
	Measures to prevent/ combat fraud and corruption in Procurement and Contracting, Red Flags, Stand-still Period and Complaints Management	Mr. Baijnath Singh	1
	Supplier Performance Management	Mr. Krishan Batra	1
Day 7	Evaluation of Bids for Goods, Civil Works and Non-Consulting Services	Mr. Vedamurthy A. J.	2
	Abnormally low bids, Value Engineering, Case Study on Procurement of Works/ Goods.	Mr. Vedamurthy A. J.	1
	Legal Aspects of Procurement (including Dispute Boards, Arbitration etc.)	Mr. Krishan Batra	1
Day 8	Regulations for Selection and Employment of Consultants Approved Selection Methods and Market Approaches, Types of Contracts - Lump Sum, Time based etc.	Mr. Shivendra Kumar	2

	Development of Terms of Reference (ToR), Request for EOI, short-listing process, Salient Features Standard Request for Proposal (SRFP) for Selection of Consultants covering ITC, Data Sheet, Forms of Technical and Financial Proposals, Forms of Contracts and Appendices to the Contract, GCC and SCC.	Mr. Shivendra Kumar	2
Day 9	Consultancy Services - Technical, Financial and Combined Evaluation	Mr. Shivendra Kumar	2
	Management of Consultancy Contracts, Examples on Consultant Selection; Q&A.	Mr. Shivendra Kumar	1
	Session on PPP (Public-Private Partnerships)	Mr. Adu-Gyamfi Abunyewa	2
Day 10	Contract Management Principles and Practices	Mr. Krishan Batra	1
	E-Procurement Experiences	Mr. Krishan Batra	1
	Overview of Sustainable Procurement	Mr. Krishan Batra	1
	Jeopardy Games	Mr. Krishan Batra	1
	Experience Sharing, Feedback & Wrap-Up by Participants and Closing Session.	Mr. Krishan Batra Mr. Shanker Lal	1

Our Existing PPPAI Members from: (Glimpse)



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