



# QCBS/ RATED CRITERIA/ MERIT POINTS FOR GOODS, WORKS, & NON-CONSULTING SERVICES

*2 DAYS ONLINE TRAINING PROGRAM*

**14-15 November 2024**



**PPPAAI's**

**STAKEHOLDERS:**



International  
Trade  
Centre



ASIAN INFRASTRUCTURE  
INVESTMENT BANK



New  
Development  
Bank



ASIAN DEVELOPMENT BANK

## 1. OVERVIEW

**Quality and Cost-Based Selection (QCBS)** method is traditionally used in public procurement for selecting consultant. However, this approach has recently been extended to procurement of goods, works, and non-consulting services. There is different nomenclature used for this approach, for example “Rated Criteria” by the World Bank, “Merit Points based Evaluation” by ADB and QCBS by the Government of India. This training program aims at learning **What, Why and How** to effectively implement QCBS for procurement of goods, works and non-consulting services.

The key objective is to achieve **VALUE FOR MONEY** in public procurement projects. An outline of the training content for QCBS in each of these categories will be as follows:

## 2. COURSE CONTENT: -

### Module 1: Overview of Public Sector Procurement

- Overview of Public Sector Procurement
- Importance and Challenges in Public Sector Procurement
- Key Procurement Methods: QCBS, Least Cost Selection, and Others

### Module 2: Introduction to QCBS:

- Overview of the QCBS approach.
- Explanation of the principles behind QCBS and its advantages compared to other selection methods.
- Provisions in Government of India rules
- Provisions for World Bank financed Projects.
- Provisions for ADB financed Projects.

### Module 3: Preparation of Tender Documents for Works and Non-Consulting Services:

- Guidance on preparing tender documents that clearly define technical requirements and evaluation criteria.
- Instructions on including quality and cost components in the tender documents.

### Module 4: Evaluation Process:

- Training on the evaluation process, including the formation of evaluation committees and their roles.
- Explanation of how technical proposals and cost proposals are evaluated separately and then combined.

### Module 5: Quality Evaluation Criteria:

- Identification of key quality criteria relevant to works projects, such as technical specifications, experience, and methodology.
- Methods for scoring and weighting quality criteria to ensure objectivity and consistency.

### Module 6: Cost Evaluation Criteria:

- Guidance on evaluating cost proposals, including the use of price schedules and cost breakdowns.
- Techniques for comparing costs and assessing value for money.

### Module 7: Contract Award:

- Procedures for determining the winning bidder based on the combined scores of qualities and cost.
- Steps for contract negotiation and finalization with the selected bidder.

### Module 8: Case Studies & Practical Examples:

- This session will cover will cover various case studies covering procurement of Works and Non-Consulting Services under different financing (i.e. Government of India, World Bank and ADB).

### Module 9: Closing Session

- Recap of Key Learning Points
- Final Q&A
- Distribution of Certificates
- Closing Remarks

### 3. Training Mode: - Online

### 4. Duration: - 2 Days

### 5. Training Fees: -

For Indians		For Foreigners	
ISM-INDIA/PPPai MEMBERS PRICE	NON-MEMBERS PRICE	ISM-INDIA/PPPai Members Price	Non-Members Price
INR 8999	INR 9999	\$150	\$180

**Note: - There will be 10% Discount for Female Participants.**

### 6. 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/-.

### 7. How to Register:

- If interested, please call us at +91 95996 51911/ +91 99711 71220 or write to us at [contact@ism-india.org](mailto:contact@ism-india.org) or [contact@pppai.org](mailto:contact@pppai.org) to enroll in the Training Program.