

No.F.19/6/2017-PPD  
Ministry of Finance  
Department of Expenditure  
Procurement Policy Division  
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Room.No.516, Lok Nayak Bhawan,  
New Delhi dated the 29<sup>th</sup> September, 2017.

**OFFICE MEMORANDUM**

Sub: Training Program on Advanced Public Procurement in National Institute of Financial Management (NIFM), Faridabad.

It has been decided to start a specialized Public Procurement program of one week duration at the NIFM, Faridabad, covering topics like arbitration, sustainable procurement, procurement of consultancies, reverse auction etc. The five day residential program will enable participants to:

- Familiarise oneself with the advanced concepts in public procurement like contract price negotiations, reverse auction
- Have comprehensive understanding of the entire gamut of regulatory norms and framework in public procurement
- Understand the legal aspects and dispute resolution mechanism of public procurement

2. All Ministries/ Departments are requested to nominate officers who are currently engaged with procurement directly or indirectly. As the officers keeps on rotating due to transfers etc., even the officers who currently not working in this area can also be sent for these training. The training schedule and brochure for the current financial year received from NIFM is enclosed herewith for information.

3. Ministries/ Departments may also direct their attached/ subordinate offices autonomous/ statutory bodies etc. to nominate their officials for these trainings. Complete cost of the training will be borne by the Department of Expenditure.

4 The nominations may please be sent by email at [mdpcell@nifm.ac.in](mailto:mdpcell@nifm.ac.in) or [pilania@nifm.ac.in](mailto:pilania@nifm.ac.in) . The copy of this OM is also available on website [www.doe.gov.in](http://www.doe.gov.in) → Notifications → Circular/ OM/ Notifications → Procurement Policy/ OM. Any further query in this regard may be sent to NIFM/ undersigned.

(Vinayak T Likhar)

Under Secretary to the Govt. of India

Tel.No.24621305

Email : [vinayak.likhar@nic.in](mailto:vinayak.likhar@nic.in)

Encl: As above

To  
Secretaries/ Financial Advisors of all Central Government Ministries/ Departments.

Copy to Director General, NIC and Director (NIFM), Sector 48, Pali Rd, Faridabad – 1210001. Email : [director@nifm.ac.in](mailto:director@nifm.ac.in)



National Institute of  
Financial Management

# ADVANCED MANAGEMENT DEVELOPMENT PROGRAMME ON PUBLIC PROCUREMENT

5 Days Management Development Programme

## About NIFM

The National Institute of Financial Management (NIFM) is a Centre of Excellence specializing in capacity building of professionals in the fields of Public Policy, Financial Management and other governance issues for promoting highest standards of professional competence and practice. NIFM is a premier resource center for the capacity building of senior, middle and entry level of management in Government of India. NIFM also caters to the training needs of State Governments, Defence establishments, Banks and other Financial Institutions.

The NIFM has been conducting several programs on Public Procurement. A week long program on basic issues of public procurement is regularly being conducted in NIFM. A two day program on GeM and GFR is also being conducted every alternate week. Inputs on procurement are also included in the other MDPs and also in some of the long term training programs.

## About the Course

Public Procurement is undergoing a lot of changes in India. The government has been emphasizing on PPPs and JVs both for augmenting physical and social infrastructure. Concession agreements, long term contracting, engineering procurement contracts, maintenance contracts are being adopted by government organisations for better outcomes. The situation needs to be calibrated against market distortions by way of cartels, bid rigging/collusive rigging and procurement risks. In addition, constitutional and statutory bodies like the C&AG, CCI, Courts and the CVC have raised serious concerns about management of contracts. The civil society, through disclosures under RTI, and, otherwise has also become more discerning and has raised concerns about the quality and methodologies of procurement.

The above issues make public procurement very challenging. Those engaged in this task therefore need to have specialized skill sets. The Committee on Public Procurement formed by the Government of India, in its report, had observed that, the effectiveness of Public Procurement would depend to a considerable extent on the quality of the people, who undertake procurement. This, *inter alia*, would depend not only on the basic education and capabilities of the people, but equally on their specialized skills in the area of public procurement.

## Objective of the course

The 5 day residential program will enable participants to

- Familiarise oneself with the advanced concepts in public procurement like contract price negotiations, reverse auction
- Have comprehensive understanding of the entire gamut of regulatory norms and framework in public procurement
- Understand the legal aspects and dispute resolution mechanisms of public procurement

## Who should attend?

Officers of the Government of India, States, trainers, Public Sector undertakings, professional bodies dealing with procurement

## Pedagogy and Faculty

NIFM offers very high quality for all types of procurement of goods, services and works. Sessions have been designed keeping in mind the theories and practices interspersed with case studies. The faculty comprises experts who have been engaged in complex procurement matters in the government and international organisations like World Bank, Law firms, Consultancies, etc.



## Program Contents

### **1. Import of goods**

International Competitive Bidding  
Government of India Procedure for imports  
Special features for contracts for import  
INCO Terms  
Letter of Credit Operations

### **2. Negotiation and Counter Offer**

Rules and provision in GFR, DGS&D Manual, Defence Procurement Manual etc.  
CVC Guidelines on Negotiation And Counter Offer  
Case Study

### **3. Competition issues in Public Procurement**

Cartelization, Bid rigging/ Collusive Bidding etc. anti-competitive behaviour of the bidders.  
Competition Commission and Indian Competition Act  
Case Study

### **4. Contract Price Adjustment Conditions**

GFR Provisions  
Different types of Price Adjustment Formulae

### **5. Reverse Auction, Swiss Challenge**

### **6. PPP Projects and Concession Agreements -Policies and Procedures**

### **7. EPC Contracts**

### **8. Legal aspects of contracting, Dispute Resolution, Arbitration etc.**

### **9. Indicators of fraud in Public Procurement**

### **10. International Best Practices in Procurement**

## Training Dates

- i) 23<sup>rd</sup> October—27<sup>th</sup> October 2017
- ii) 4<sup>th</sup> December—9<sup>th</sup> December 2017
- iii) 8<sup>th</sup> January—13<sup>th</sup> January 2018
- iv) 26<sup>th</sup> February—2<sup>nd</sup> March 2018

## Venue

NIFM campus, Sector 48, Pali Road, Faridabad 121001

## How to Apply

Nominations may be sent by e-mail at [mdpcell@nifm.ac.in](mailto:mdpcell@nifm.ac.in)/ [pilania@nifm.ac.in](mailto:pilania@nifm.ac.in) For further details please refer to our website: [www.nifm.ac.in](http://www.nifm.ac.in) or contact the Course Director(s).

#### Head of the Institute

**Ms. Meena Agarwal, IRAS (Retd.)**

Tel. No. : + 91 129 2418870

Fax: No. : + 91 129 2418867

Email : [director@nifm.ac.in](mailto:director@nifm.ac.in)

#### Course Director

**Ms. Sudeshna Sen, IRAS, Professor**

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Email: [supisen@nifm.ac.in](mailto:supisen@nifm.ac.in)

*Please do write to us!*