



asci
Leadership through Learning

ADMINISTRATIVE STAFF COLLEGE OF INDIA

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Prof. Vilas Shah, Prof. B. V. N. Sachendra & Mr. Dhruv Umadikar
Programme Directors

May 26, 2021

Online International Programme on
**2016 PROCUREMENT POLICY FRAMEWORK
FOR THE WORLD BANK AIDED PROJECTS**

(July 05 – 16, 2021)

The World Bank along with other regional multilateral funding agencies is funding around 140 billion dollars every year for undertaking various developmental projects. The procurement function plays an important role in completing the project on time, within the budgeted cost and to a desired level of quality to accomplish 'Best value for the Money'.

The Administrative Staff College of India (ASCI), in association with the World Bank and GPCL Consulting Services Ltd. (GPCL), *since 1995*, has conducted **75** Programmes on Procurement Management according to the procurement policies of the World Bank. A total of **4141** senior officials from over 53 countries have already attended the programme. Further, projects funded by the World Bank and its affiliates have repeatedly sent their officials along with the Bank Staff to these programmes.

The World Bank has introduced new Procurement Policy and Regulations effective from July 1, 2016 for all projects that are financed by the Bank from July 2016. The new Procurement Policy presented a major shift in conducting procurement under Bank financed projects. Core principles of procurement in Bank funded projects have been expanded to include the principles of **Value for Money, Integrity** and **Fit for Purpose** in addition to **Economy, Efficiency, Transparency** and **Fairness**.

This training programme will cover the main features of the Procurement Policy and Regulations including detailed coverage of various procurement and consultant hiring procedures approved selection methods / market approaches, the PPSD preparation, STEP and associated RFPs/RFBS/ procurement documents.

The World Bank encourages the dissemination of its Procurement Regulations and usage of its standard procurement documents in its funded projects. **Project Management Units/Agencies may sponsor participants using funds from technical assistance or capacity building components under their projects.** Interested officials are encouraged to discuss with their Project Directors for further details. To enhance the learning value of the programme, the design of the programme has been made interactive through a good mix of case studies and experience sharing. Highly well known accredited trainers and specialists of The World Bank with rich experience will conduct sessions, case studies and exercises.

We suggest that you nominate **four or more officials** from your project or organisation to participate in the programme to avail 10% discount on the fee. Please find herein the brochure of the programme for your kind information and perusal. You may like to use copies of the nomination form to nominate multiple officials from your project or organization. Should you require any clarification, please do not hesitate to contact us. We look forward to receiving nominations of your officers for this programme at the earliest. We may be contacted at **shah.vilas@asci.org.in** or **bvns@asci.org.in** or **info@gpcl.in**

Yours sincerely,

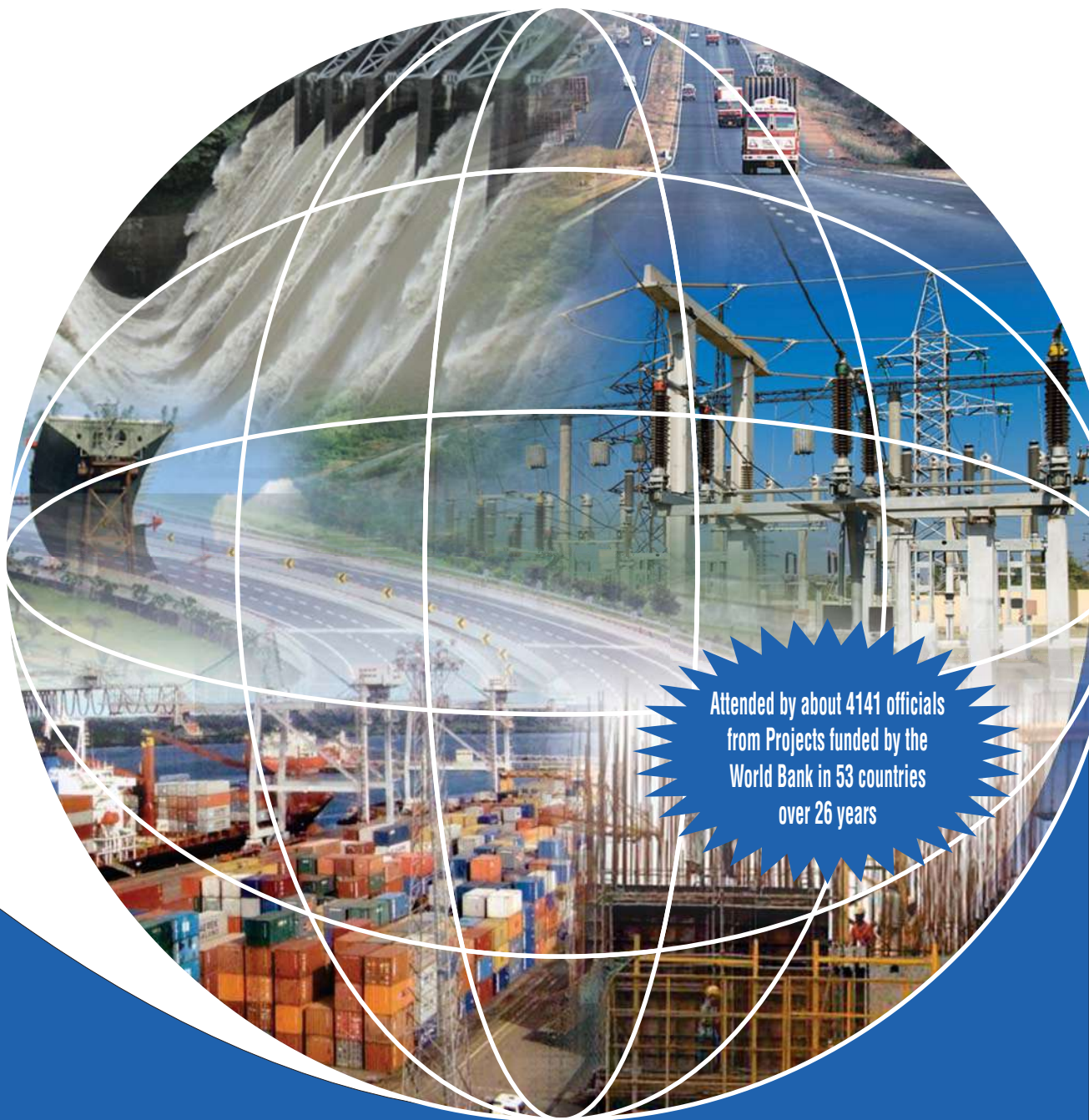
(Vilas Shah, B. V. N. Sachendra & Dhruv Umadikar)

Encl : a/a

The Online International Programme on

2016 PROCUREMENT POLICY FRAMEWORK FOR THE WORLD BANK AIDED PROJECTS

(July 05 - 16, 2021)



**Administrative Staff College of India
and
GPCL**

INTRODUCTION

'Procurement' refers to the process of engaging contractors, suppliers and consultants for the construction of various works, facilities or supply of goods / equipments or providing related services required for development projects. The procurement function involves substantial investments that are often funded from loans or credits / grants provided by International Financial Institutions (IFIs) such as the World Bank, Asian Development Bank, African Development Bank, European Bank for Reconstruction and Development, etc.

This Programme explores, explains and clarifies the World Bank's 2016 Procurement Framework (PF) in detail.

According to the International Financial Institutions, the term 'Procurement' is applied broadly to the acquisition or purchase of works, goods, non-consulting services, and consultancy / advisory services of a project. **Broadly the five stages involved in the procurement process for a project are:**

- ▶ Identification of unique procurement needs
- ▶ Preparation of Project Procurement Strategy for Development (PPSD) and approval, and preparation of associated procurement documents / RFPs
- ▶ Bid / Proposal opening, evaluation and award of contract
- ▶ Contract administration, payments, claims and disputes resolution
- ▶ Closing of Contracts and project evaluation.

The World Bank and the multi-lateral agencies have been providing loans, credits and grants for various developmental projects in countries all over the world. The deployment plans for procurement functions of implementing agencies are often confronted with problems and delays due to lack of trained personnel. The trained officials, if available, can cope with and perform complex national and international procurement operations at every stage of the project in accordance with the Procurement Procedures of the funding agency. **This has been identified as one of the major reasons for the delay in award of contracts, management of contracts and consequential time and cost overruns in many projects all over the world.**

In order to assist borrowers to improve and speed up procurement operations, over the **last 26 years**, the Administrative Staff College of India has been conducting this Programme on a **self-sustaining basis**, in association with The World Bank and GPCL. **The aim of the Programme is to build capacities for better understanding of the underlying core principles of the World Bank's 2016 Procurement Framework as applicable to various stages of project from the planning to final completion and acceptance.** The Programme provides principles and procedures to be followed by the World Bank funded projects, based on the 2016 Procurement Framework of the Bank and opportunities to learn from experienced, practicing professionals.

The Programme addresses the main features of 2016 procurement framework regulations, approved selection methods and market approaches for procurement of goods, civil works and non-consulting services, and main features of selection documents for consultants and describes the relevant procedures for soliciting competitive bids and the subsequent processes for bid/proposal evaluation, award of contract and implementation of contract agreements.

OBJECTIVES

At the end of the Programme, the participants will be able to competently and effectively strategize, plan and carry out the procurement activities in accordance with the Procurement Framework / Regulations of July 2016 (revised in Aug 2018) and associated procurement documents.

PARTICIPANTS

The Programme is primarily aimed at meeting the knowledge needs of Officials working in the World Bank funded projects under various Central Ministries, State Governments and Public Sector Undertakings, and NGOs. This Programme extensively deals with the public procurement procedures and hence would be useful for all senior officials working in projects, procurement, contract and implementation functions with goods and equipment suppliers, civil works contractors and consultancy firms. **The Programme will be delivered in English. The Participants are expected to have working knowledge of English.**

Organisational Sponsorship is Essential.

METHODOLOGY

The Programme is conducted by the Accredited Procurement Specialists and ex-Procurement Specialists of the World Bank along with the Project and Procurement Heads of various government departments and agencies, which are implementing the World Bank funded projects and experts from GPCL.

GPCL is public-private joint venture (promoted by Exim Bank of India). It has provided project related consulting services covering Procurement, and Technical domains including Training in over 40 countries worldwide in diverse sectors.

The programme is directed by **Prof. Vilas Shah, Prof. B V N Sachendra** and **Mr. Dhruv Umadikar** each of whom have more than 20 years of experience.

Prof. Vilas Shah has more than 40 years of experience in various areas including procurement. He is a Professor in Procurement, Operations, Materials, Project Management and Innovation Systems Area of ASCI. He has successfully conducted training programmes including those on Procurement Procedures for the World Bank Aided Projects in which senior officials from various countries have participated.

Prof. B.V.N. Sachendra, has more than 23 years of experience. He is a Professor in Procurement, Operations, Materials, Project Management and Information Systems Area of ASCI. He has successfully conducted training programmes including those on Procurement Procedures for World Bank Aided Projects in which senior officials from many countries have participated.

Mr. Dhruv Umadikar, (COO, GPCL) has over 20 years of experience in all aspects of Public Procurement such as advisory, audit, capacity assessment, capacity building, governance & reforms in multi-laterally funded projects in 20 countries worldwide.

Thus, the programme offers ample opportunities for participants to discuss realistic procurement problems encountered by the implementing organizations. The programme inputs include lectures, exercises, assignments, and case studies for the practical application of the procurement requirements of the World-Bank aided-projects.

Participants are encouraged to bring a set of problems and issues facing their projects, which can be discussed and analyzed during the Programme. Also the participants are requested to share copies of the Project Appraisal Document (PAD), Legal / Loan Agreement(s) / Procurement and other manuals / PSD / Approved Procurement Plans for reference.

PROGRAMME CONTENTS

- I. Procurement in the World Bank Financed Projects
 - ▶ Project cycle, PAD and loan/credit agreements.

Procurement of Goods, Works and Non-Consulting Services

- II. Salient Features of Procurement Regulations; Approved Selection Methods and Market Approaches.

- ▶ Preparation of PPSD (Project Procurement Strategy for Development) for procurement of Goods, Works and Non-consulting services
- III. Salient Features of International Competitive Procurement Document for Civil Works
- ▶ Types of Contracts, Salient Features of International Competitive Procurement Documents for Civil Works covering ITB, BDS, Evaluation and Qualification Criteria, Bidding Forms (particularly Appendix to Bid), GCC and PCC. FIDIC conditions of contract for MDB funded projects
 - ▶ Initial Selection document with emphasis on Initial Selection Data Sheet, Criteria and Requirements.
- IV. Salient Features of International Competitive Procurement Documents for Goods and Non- Consulting Services
- ▶ Salient Features International Competitive Procurement of SPDs of Goods such as ITB, BDS, Evaluation Criteria, Bidding Forms, GCC and SCC, and Contract Forms and how to provide specific package details in BDS, Evaluation Criteria, Post Qualification requirements and SCC, and INCO Terms
- V. Evaluation of Bids for Goods, Civil Works and Non- consulting Services. Specialized Procurement Documents.
- VI. Contract Implementation and Management
- ▶ Contracts Management of Civil Works
 - ▶ Measures to prevent/ combat Fraud & Corruption during preparation & in implementation of Projects.
- Employment and Hiring of Consulting Services**
- VII. Selection process of Consultants
- ▶ Regulations of 2016 for Selection and Employment of Consultants.
 - ▶ Approved Selection Methods and Market Approaches, Project Procurement Strategy for Development for Selection and Employment of Consultants. Types of Contracts: Lump Sum, Time- based etc.
 - ▶ Development of Terms of Reference (ToR), Request for EOI, Preparation of Short List.
- VIII. Selection Document for Consultants
- ▶ Salient Features Selection Document for Consultants covering ITC, Data Sheet, Forms of Technical and Financial Proposals, Forms of Contracts and Appendices to the Contract, GCC and SCC.
 - ▶ Evaluation of Proposals - Technical, Financial and Combined Evaluation.
- IX. Contract Implementation and Management
- ▶ Contracts Management of Consultancy Contracts
 - ▶ Measures to prevent / combat fraud and corruption during and in implementation of contracts

Other Aspects in Procurement

- X. Complaints Management and Stand-still Period
- XI. Abnormally Low Bids and Value Engineering.
- XII. Principles and Application of E-Procurement.
- XIII. Systematic Tracking of Exchanges in Procurement (STEP)

PROGRAMME DELIVERY MODE

The Programme is fully online and the participants will be expected to log in from their respective locations.

DURATION

The Programme duration is from **July 05 – 16, 2021**. The timings of the programme will be 11.30 AM to 1.30 PM and 3.30 PM to 5.30 PM Indian Standard Time, five days a week (Monday to Friday).

PROGRAMME FEE

The Programme fee per participant:

For Indian Participants: Rs.60,000/- plus GST* per participant.

For Foreign Participants: US\$ 1400 plus GST* per participant

(*Goods and Service Tax, which is currently 18% and will be applicable as amended by Gol from time to time on the total fee).

A discount of 10% on the Programme fee for four or more participants from the same organization will be given, provided the fee is credited in to our Bank account before June 26, 2021.

Note: In case of Foreign Participants, Local Taxes, if any of your own country and bank charges to be borne by your respective organization and the Fee in Full as mentioned in the brochure/Proforma Invoice shall be remitted.

Kindly forward us the details of Bank/Wire transfer of fee payment indicating the **Programme Code (Prg/21-22/2/59)** to **info@gpcl.in** with a copy to **poffice@asci.org.in** for confirmation.

Bank details are given below:

For Foreign Participants:

Account Name	GPCL Consulting Services Limited-USD A/c.
Bank Account Number	917020042154568
Beneficiary Bank	Axis Bank Limited
Beneficiary Branch	Nariman Point, Mumbai, India
Swift Code:	AXISINBB173
Correspondent/ Intermediary Bank details	JP Morgan Chase Bank National Association, New York
Correspondent/ Intermediary Bank A/cNo Swift Code	0011407376, Routing No. 021000021, ABA 0002, CHAS US 33

For Indian Participants :

Name of the Beneficiary	GPCL Consulting Services Limited
Beneficiary A/c Number	917020041883078
Name of the Bank	Axis Bank Ltd.
Name of the Branch	Nariman Point, Branch, Mumbai 400021
IFSC code	UTIB0000173

LAST DATE FOR NOMINATION

The nominations should preferably be received at least 15 days in advance but in no case later than one week before the commencement of the programme. The Nomination Form duly filled in along with the Wire transfer details in favor of 'GPCL Consulting Services Limited' payable at Mumbai should reach the Programmes Officer (poffice@asci.org.in) with a copy to info@gpcl.in by **June 28, 2021**.

LAST DATE FOR WITHDRAWAL

June 28, 2021. Any withdrawal after this date will entail forfeiture of the fee paid or adjusted on mutual agreement for future programmes.

ASCI ALUMNI ASSOCIATION

Participants of College Programmes will become ASCI Life Members.

CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the Programme. **The sponsoring organisation / participant are solely responsible to arrange for the fee payment.**

COUNTRIES THAT SENT OFFICIALS TO PREVIOUS PROGRAMMES

1. Afghanistan
2. Albania
3. Azerbaijan
4. Bangladesh
5. Bhutan
6. Bosnia and Herzegovina
7. British V.I.
8. Cambodia
9. China
10. Egypt
11. Ethiopia
12. Gambia
13. Georgia
14. Ghana
15. India
16. Iran
17. Indonesia
18. Kazhakastan
19. Kenya
20. Jordan
21. Lao PDR
22. Lesotho
23. Macedonia
24. Malaysia
25. Malawi
26. Maldives
27. Mauritius
28. Mongolia
29. Mozambique
30. Nepal
31. Nigeria
32. Pakistan
33. Palestine
34. Papua New Guinea
35. Philippines
36. Romania
37. Russia
38. Samoa
39. Sierra Leone
40. Sri Lanka
41. Sudan
42. Swaziland
43. Tajikistan
44. Tanzania
45. Thailand
46. Turkey
47. Uganda
48. Vanuatu
49. Vietnam
50. West Indies
51. Yemen
52. Zambia
53. Zimbabwe

PROGRAMME DIRECTORS

Prof. Vilas Shah
Professor, ASCI

Prof. B.V.N. Sachendra
Professor, ASCI

Mr. Dhruv Umadikar
COO, GPCL



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Nomination Form

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2016 PROCUREMENT POLICY FRAMEWORK FOR THE WORLD BANK AIDED PROJECTS

(July 05 – 16, 2021)

Nominee’s Contact Information :

Name (Mr/Ms):	_____	Date of Birth :	_____
Designation :	_____	Qualification :	_____
Organisation :	_____		
Address :	_____		
Phone(s) :	(Off) : _____	(Mobile) : _____	Home : _____
e-mail :	_____	Fax :	_____

Sponsor’s Details

Name of the Sponsoring Authority	_____	Designation	_____
Organisation :	_____		
GSTIN :	_____		
Address :	_____		
		Pincode :	_____
Phone(s) :	(Off) : _____	(Mobile) :	_____
e-mail :	_____	Fax :	_____

Fee Particulars

Amount Payable :	_____	Mode of Payment (NEFT / SWIFT) :	_____
Name of the Bank :	_____	Date of Transfer :	_____
Instrument Number :	_____	UTR Number for NEFT :	_____

Signature and Official Seal of the Sponsoring Authority :

NOTE : Forward nomination form to : **Mr. G. Srinivas Yadav**, Programmes Officer, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, Mobile: +91 9246203535; Email: poffice@asci.org.in with a copy to Mr. Dhruv Umadikar, Chief Operating Officer, GPCL, Mobile: C/o +91 9820234052, Email: info@gpcl.in