

Programme on
e-PROCUREMENT
July 22 - 24, 2020



asci
Leadership through Learning

ADMINISTRATIVE STAFF COLLEGE OF INDIA

INTRODUCTION

e-Procurement (Electronic Procurement) is the Business-to-Business purchase and sale of goods and services through the Internet as well as other electronic networks. e-Procurement has been found to offer benefits in the form of bringing down the procurement time, superior price discovery due to larger participation and also reduced cost of procurement.

PROGRAMME OBJECTIVES

The purpose of the proposed training programme on e-Procurement is to enhance the capacities of the participants in:

- Acquiring knowledge on the contemporary management practices in procurement.
- Gaining better understanding of Internet and Electronic networks as a medium of doing business.
- Appreciating the issues involved in migrating from conventional procurement processes to Electronic Procurement.
- Providing exposure to the technology and commercial options available for implementing e-Procurement.
- Analyzing the options to choose appropriate options and create a road-map for implementation of e-Procurement.
- Preparing them to face the challenges in implementation of Electronic Procurement.

PROGRAMME CONTENTS

The proposed programme will draw upon the successful current practices in Electronic Procurement and will present an integrated perspective of the change process together with what it takes to implement and use it successfully.

Accordingly, the programme will cover:

- How Internet is being used to transact business?
- What are the contemporary management practices to bring efficiency in procurement?
- What are the tangible and intangible benefits that Electronic Procurement can deliver?
- Business process re-engineering opportunities and challenges while migrating from traditional to Electronic Procurement
- How organisations have implemented e-Procurement successfully, including Government e- Marketplace (GeM)
- Explore the technology and commercial options available for implementing e-Procurement

The programme will draw upon case studies of successful examples of Electronic Procurement implementations.

PEDAGOGY

- Lectures by faculty drawn from ASCI, software consultants, government and industry.
- Demo of e-Procurement software.
- Simulation of reverse auctions.
- Theme-based group discussions.
- Experience-sharing, participative & Interactive learning.
- Group work exercise.
- Case study illustrations & analyses.

WHO SHOULD PARTICIPATE

Government of India has made e-Procurement a priority and is insisting Government Departments and Public Sector Units to implement e-Procurement in their organisations.

The large companies who have significant purchase budgets, seeing the benefit of efficiency and superior price discovery are embarking on e-Procurement projects. The programme ideally suits officers / executives involved in purchase / projects / IT from these organisations who have the responsibility for implementing the e-Procurement initiatives in their organisations. Organisations who have implemented e-Procurement may send users for awareness building.

Organisational sponsorship is essential

PROGRAMME OUTCOME

It is envisaged that at the end of the programme, participants would gain a better understanding of the elements of successful e-Procurement implementation, such as:

- Leveraging Internet for procurement

- Process improvements in procurement.
- Software tools and technologies available for e-Procurement.
- Developing a road-map for e-Procurement implementation.
- Managing e-Procurement projects.

VENUE

The programme is fully residential and the participants will be accommodated in air-conditioned single occupancy rooms in the Bella Vista or the College Park Campus of the College at Hyderabad. The College does not provide accommodation for the family. Transport between Airport / Railway Station and Campus will be arranged by the College. The College is WiFi enabled in a comprehensive way.

DURATION

The programme duration is from **July 22 - 24, 2020**. The participants are expected to arrive a day before the commencement and may leave after the conclusion of the programme.

PROGRAMME FEE

Residential Fee: Rs. 39,000/- (US\$720 if foreigners) plus GST as applicable, presently 18% per participant. The fee covers tuition, board and lodging, courseware (in electronic form) and other facilities of the College including internet usage.

Non-Residential Fee: Rs. 33,000/- plus GST as applicable, presently 18% per participant. The fee covers tuition, course ware (in electronic form) working lunch and other facilities of the College including internet usage.

A discount of 10% on the programme fee for three or more participants from the same organisation will be given, provided the payment is credited into our Bank account before **July 20, 2020**.

Note: Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code (Prg/20-21/1/56) to poffice@asci.org.in for confirmation.

Bank details are given below:

For Indian Participants :

Bank Account Number	62090698675
Beneficiary Name	Administrative Staff College of India
IFSC Code	SBIN0020063
Bank Name	State Bank of India
Branch Address	Bellavista Branch, Raj Bhavan Road, Somajiguda, Hyderabad - 500082

For Foreign Participants :

Bank Account Number	62090698960
Beneficiary Name	Administrative Staff College of India
Swift Code	SBININBB327
Bank Name	State Bank of India
Branch Address	Bellavista Branch, Raj Bhavan Road, Somajiguda, Hyderabad - 500082
Nostro Account (Optional)	6550992180

MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalisation.

LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date is **July 15, 2020**. Kindly contact Programmes Officer for further details (contact details are given at the end of the nomination form).

LAST DATE FOR WITHDRAWAL

July 16, 2020. Any withdrawals after this date will entail forfeiture of fee paid, if any.

ASCI ALUMNI ASSOCIATION

Participants of College Programmes will automatically become members of ASCI Alumni Association.

CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the programme.

PROGRAMME DIRECTOR

Prof. M.V. Yugandhar
e-mail: mv.yugandhar@asci.org.in



ASCI is the first management development institution set up in the country at the instance of the Government of India and industry in 1956 to impart state-of-the-art management education for practicing managers, a legacy that we proudly take forward each year with a strong alumni of over 1,50,000. We are proud of our alumni which includes the leaders of Indian industry and senior Civil Servants in the government, public sector undertakings to be a part of this unique organisation. We are thankful to you all for the support extended in the past and look forward to your continuing patronage in 2019-20.

Also, ASCI conducts customized programmes for Government of India, State Governments, Public Sector, Private Sector and various international organisations. Our experienced faculty bring to the table a wealth of academic credentials, rich industry exposure and act as a catalyst in the classroom discussions, case study analyses and tutorials. Our faculty also conduct international programmes which provide an exposure to the global best practices. In addition to this, faculty at ASCI also carry out large number of management research activities (typically about 100 each year) which helps them provide the much needed value addition in the training programmes. In addition, we conduct non-residential programmes at our New Delhi Centre as well as off-campus programmes at the venue of the client's choice.



Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,
Hyderabad - 500 082, India.

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Delhi Campus

C-24, Institutional Area

South of IIT, Behind Qutub Hotel

New Delhi - 110 016

Phone Nos: 011 - 26962204, 26961750, 26961850

Website : <http://www.asci.org.in>



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March 04, 2020

M.V.Yugandhar
Programme Director

Dear Sir / Madam,

**Programme on
e-PROCUREMENT
(July 22 - 24, 2020)**

e-Procurement (Electronic Procurement) is the Business-to-Business purchase and sale of goods and services through the Internet as well as other electronic networks.

e-Procurement has been found to offer benefits in the form of bringing down the procurement time, superior price discovery due to larger participation and also reduced cost of procurement. The Central Vigilance Commission (CVC) and Ministry of Finance have been issuing several Administrative Orders and Guidelines, urging Government Departments and Establishments as well as public sector undertakings to use their web-site and e-Procurement in order to increase transparency in procurement / sale. Under Digital India initiative, Government of India has implemented Government e-marketplace (GeM)

The objective of the Programme is aimed at enhancing the capacities of managers and executives in appreciating how to leverage Internet and current management practices to implement e-Procurement in their organisations.

I therefore invite you to nominate your officers / executives, engaged in procurement and materials management as well as IT/EDP officers who are responsible for implementing e-Procurement in your organisation. I am sure they will find the Programme beneficial and rewarding.

Please note that the nominees are requested to carry with them the proof of Medical Insurance. The Sponsoring Agency is required to endorse the nominee's Medical coverage in the event of hospitalisation.

With kind regards,

Yours sincerely,

M.V.Yugandhar

Encl : Programme Brochure along with Nomination form



ADMINISTRATIVE STAFF COLLEGE OF INDIA
Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India

**Nomination Form
Programme on
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Nominee's Contact Information

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

Sponsors Details

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

Fee particulars

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

Medical Insurance :

Name of the Insurance Agency	Policy Number	Validity upto

Note: Coverage should be available in Hyderabad, India.

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, 66533000, Mobile: 9246203535, Fax: 0091-40-66534356, e-mail: poffice@asci.org.in