



**asci**  
Leadership through Learning

## ADMINISTRATIVE STAFF COLLEGE OF INDIA

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Fax: +91-40-66534356, Email: poffice@asci.org.in  
URL: <https://www.asci.org.in>

**Prof. B V N Sachendra & Sri. Rutwik Phatak**  
Programme Directors

April 29, 2024

Dear Sir,

**International Programme on**  
**2016 PROCUREMENT POLICY FRAMEWORK**  
**FOR THE WORLD BANK AIDED PROJECTS**  
**(July 22 – August 02, 2024)**

We are pleased to announce the upcoming Comprehensive Two-Week Modular Training Programme on World Bank Procurement, organized by the Administrative Staff College of India (ASCI) in collaboration with the World Bank. This modular programme is designed to provide participants with in-depth knowledge and understanding of the fundamentals as well as emerging and strategic areas of procurement in projects funded by the World Bank.

The training programme will consist of two modules:

- a. Fundamentals of World Bank Procurement (Module 1)  
Dates: **July 22 to July 26, 2024**
- b. Emerging and Strategic Areas of Procurement (Module 2)  
Dates: **July 29 to August 02, 2024**

**We highly encourage participants to enroll for both modules to gain a comprehensive understanding of World Bank procurement practices.**

The World Bank allocates approximately 120 billion US dollars annually worldwide for various developmental projects. Effective procurement management is crucial for project success, ensuring timely completion, adherence to budget constraints, and achievement of desired quality standards to maximize value for money.

ASCI, with the technical support of the World Bank, has a rich history of conducting 84 programmes on Procurement Management since 1995, attended by over 4402 officials from more than 55 countries. Our training programme aligns with the latest Procurement Policy and Regulations introduced by the World Bank in July 2016, emphasizing principles such as Value for Money, Integrity, and Fit for Purpose.

The modules will cover a comprehensive range of topics, including procurement procedures, consultant hiring, selection methods, market approaches, PPSD preparation, STEP, and associated procurement documents. Sessions will be conducted by the ASCI faculty and accredited trainers and specialists from the World Bank, incorporating interactive elements such as case studies and experience sharing to enhance the learning experience.

**We encourage each project or organization to nominate three or more officials for the programme to avail a 10% discount on the fee. Additionally, there is a special 10% discount for women participants.**

Attached is the brochure detailing the programme for your perusal. Nomination forms are also included for your convenience. Should you require any further clarification or assistance, please do not hesitate to contact us at [bvns@asci.org.in](mailto:bvns@asci.org.in) or [rdp@asci.org.in](mailto:rdp@asci.org.in)

We eagerly anticipate the participation of your officers in this enriching programme and kindly request nominations at your earliest convenience.

Yours sincerely,

**(B.V.N. Sachendra and Rutwik Dilip Phatak)**

Encl: Brochure and Nomination Form

International Programme on

# 2016 PROCUREMENT POLICY FRAMEWORK FOR THE WORLD BANK AIDED PROJECTS

(July 22 to August 02, 2024)

Module 1 – July 22 - July 26, 2024  
Module 2 – July 29 - August 02, 2024



## PROGRAMME OVERVIEW

Procurement encompasses the process of engaging contractors, suppliers, and consultants for various construction works, facilities, or the supply of goods/equipment required for development projects. Funding for these endeavors often comes from loans or grants provided by International Financial Institutions (IFIs) such as the World Bank, Asian Development Bank, and others.

The procurement function is a significant aspect of project implementation but is often hindered by challenges such as a shortage of trained personnel. The presence of skilled officials capable of handling complex procurement operations in line with the procedures of funding agencies is crucial. This lack of expertise has been cited as a primary cause of delays and cost overruns in numerous projects worldwide.

Over the past 30 years, the Administrative Staff College of India, with technical support from the World Bank, has been offering a program to aid borrowers in comprehending, enhancing, and expediting procurement operations. Operating on a self-sustaining basis, this program aims to equip participants with the knowledge and skills necessary to navigate procurement processes effectively.

This Programme explores, explains and clarifies the World Bank's 2016 Procurement Regulations, subsequent policy updates, and the Standard Procurement Documents in detail. The programme is designed in a modular format. Participants have an option to join the first module or the second module or both the modules depending on their interest, seniority and availability of time.

**Module 1** covers World Bank project cycle, chapter-wise overview of the World Bank Procurement Regulations for IPF Borrowers (fifth edition), Core Principles of Procurement under WB Aided Projects, Overview of Approved Selection Methods, Abnormally Low Bids, e-Procurement and best practices, and STEP.

**Module 2** covers advanced aspects such as the Strategic Approach to Procurement, Sustainable Procurement, Rated Evaluation Criteria, EPC & Design-Build Contracts, Public Private Partnerships, Contract Management, and the Approved Methods and Standard Documents for Procurement of Consultancy Services.

**The Programme is designed in such a way a participant can join either of the modules independently. However, ASCI strongly recommends participants to attend both the modules for a comprehensive understanding of the topic.**

## OBJECTIVES

**Module 1** aims to impart fundamental knowledge and skills necessary to manage and supervise procurement function in Projects financed by The World Bank. Module 2 will acquaint participants with emerging & strategic areas in Procurement. Participants attending the Comprehensive Programme will be able to competently and effectively strategize, plan and carry out the procurement activities in accordance with the World Bank's Procurement Regulations of July 2016 (as revised from time to time) and associated procurement documents.

## TARGET AUDIENCE

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. 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.

## METHODOLOGY

The Programme is conducted by a mix of ASCI Faculty and procurement practitioners associated with the World Bank, including Accredited Procurement Specialists and Consultants 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. Brief profile of the Programme Directors is as follows:

**Prof. BVN Sachendra**, has about 27 years of rich teaching and training experience including courses on Operations Management, Supply Chain Management, Project Management and Total Quality Management to PGDBM students in Business Schools of high repute. In addition, he is also proactive in developing, designing and delivering Executive Development Programmes and Management Development Programmes including Procurement Procedures for World Bank Aided Projects. He has ten papers to his credit, out of which four were presented at the international level.

**Rutwik Phatak**, alumnus of the Indian Institute of Management (IIM), Shillong, is a Public Procurement Specialist with rich experience in the development sector. Prior to joining ASCI, Rutwik worked as a Procurement Consultant with organisations such as a The World Bank, SEEPZ SEZ, Mumbai, Civic Data Lab and Jal Jeevan Mission, and also worked full-time as Procurement Specialist for a World Bank financed Project in the state of Assam, India. He also played a pivotal role in the Procurement Policy Reforms process in Assam. At ASCI, Rutwik has pioneered Programmes on the topics of Green Public Procurement, Quality and Cost Based Selection, and Using Data to Improve Public Procurement.

Thus, the programme offers ample opportunities for participants to discuss realistic procurement problems encountered by the implementing organisations. 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 bring copies of the project appraisal document, loan agreement(s) / procurement and other manuals for reference.

**The Programme will be delivered in English. The Participants are expected to have working knowledge of English.**

*Organisational Sponsorship is Essential.*

## PROGRAMME CONTENTS

### Module 1

- ▶ Managing World Bank Projects
- ▶ The World Bank Project Cycle
- ▶ Salient Features of Procurement Regulations (Sections I to V of the 2016 Procurement Regulations Covering key topics such as Definitions, Governance, Roles and Responsibilities, Conflict of Interest, Unfair Competitive Advantage, Eligibility, Procurement-related Complaints, Fraud and Corruption, Disqualification of firms, Procurement Planning, Advance Contracting and Retroactive Financing, National Procurement Procedures, Leased Assets, Procurement of Second-hand Goods, Value Engineering, Confidential Information, Publication of Procurement Opportunities, Use of Brand Names, Bid/Proposal Security, Bid/Proposal Validity, Domestic Preference, Price Adjustments, Standstill Period, Contract Management, etc.)
- ▶ Core Principles of Procurement under WB Aided Projects
- ▶ Overview of Approved Selection Methods for Works, Goods and NCS Procurement (Section VI of 2016 Procurement Regulations)
- ▶ Overview of Approved Methods for Selection of Consultants (Section VII of 2016 Procurement Regulations)

- ▶ Standard Procurement Documents for Works
- ▶ Abnormally Low Bids
- ▶ e-Procurement and best practices
- ▶ Systematic Tracking of Exchanges in Procurement (STEP)

#### Module 2

- ▶ Project Procurement Strategy for Development (PPSD)
- ▶ Incoterms
- ▶ FIDIC Conditions of Contract
- ▶ Evaluation of Bids for Works, Goods & Non-Consultancy Services Contracts
- ▶ Standard Procurement Documents for Consultants (ITC, Data Sheet, Forms of Technical and Financial Proposals, Forms of Contracts and Appendices to the Contract, GCC and SCC.)
- ▶ Introduction to Sustainable Public Procurement
- ▶ Rated Evaluation Criteria
- ▶ EPC & Design-Build Contracts
- ▶ Public Private Partnership (PPP) Contracts
- ▶ Red Flags and Ethical Issues in Procurement

#### PROGRAMME VENUE

The Programme is fully residential and the participants will be accommodated in air-conditioned single occupancy rooms in the College campus. However the college does not provide accommodation for the family. The College is WI-FI enabled in a comprehensive way.

#### EXCURSION AND SIGHTSEEING

Participants attending the comprehensive programme will be taken for sightseeing trip covering prominent monuments of historic importance in Hyderabad on the on the Saturday occurring between the two weeks of the program. An excursion to Ramoji Film City - the world's largest film studio complex will also be arranged on the Sunday i.e. 28th July 2024. Please note that the excursion and sightseeing is only for the participants attending the comprehensive 2-weeks Programme. Participants attending one-week modules will not be eligible.

#### DURATION

The Programme duration is from **July 22 to August 02, 2024.**

**Module 1 - July 22 to July 26, 2024.**

**Module 2 - July 29 to August 02, 2024.**

Participants are expected to arrive a day before and may leave after the completion of programme.

#### PROGRAMME FEE

	Indian Participants	Foreign Participants
Comprehensive (2 weeks)	INR 1,25,000 + GST	US\$ 1,953 + GST
<b>Module 1</b> (First week)	INR 70,000 + GST	US\$ 1,086 + GST
<b>Module 2</b> (Second Week)	INR 70,000 + GST	US\$ 1,086 + GST

The fee will cover tuition, lodging, boarding, courseware and usage of other facilities in the campus.

**A discount of 10% on the Programme fee for three or more participants from the same organisation will be given, provided the fee is credited into our Bank account before July 19, 2024.**

Kindly forward us the details of Bank/Wire transfer of fee payment to [poffice@asci.org.in](mailto:poffice@asci.org.in)

**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 - 500 082

#### For Foreign Participants:

Bank Account Number 62090698675  
 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 - 500 082.  
 Country India

#### MEDICAL INSURANCE

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

#### LAST DATE FOR NOMINATION

The Nomination Form duly filled in along with the Demand Draft/Wire transfer details in favor of 'Administrative Staff College of India' payable at Hyderabad should reach the **Programmes Officer (poffice@asci.org.in)** by **July 08, 2024.**

#### LAST DATE FOR WITHDRAWAL

**July 12, 2024.** 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

A Certificate of Participation is awarded on conclusion of the Programme. The sponsoring organisation/participant are solely responsible to arrange for the fee payment.

#### PROGRAMME DIRECTORS

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

**Sri. Rutwik Phatak**  
 Assistant Professor, ASCI

## COUNTRIES THAT SENT OFFICIALS TO PREVIOUS PROGRAMMES

- |                           |                |                      |                |
|---------------------------|----------------|----------------------|----------------|
| 1. Afghanistan            | 15. India      | 29. Moldova          | 43. Sudan      |
| 2. Albania                | 16. Iran       | 30. Mongolia         | 44. Swaziland  |
| 3. Azerbaijan             | 17. Indonesia  | 31. Mozambique       | 45. Tajikistan |
| 4. Bangladesh             | 18. Kazakhstan | 32. Nepal            | 46. Tanzania   |
| 5. Bhutan                 | 19. Kenya      | 33. Nigeria          | 47. Thailand   |
| 6. Bosnia and Herzegovina | 20. Jordan     | 34. Pakistan         | 48. Turkey     |
| 7. British V.I.           | 21. Lao PDR    | 35. Palestine        | 49. Uganda     |
| 8. Cambodia               | 22. Lesotho    | 36. Papua New Guinea | 50. Vanuatu    |
| 9. China                  | 23. Liberia    | 37. Philippines      | 51. Vietnam    |
| 10. Egypt                 | 24. Macedonia  | 38. Romania          | 52. WestIndies |
| 11. Ethiopia              | 25. Malaysia   | 39. Russia           | 53. Yemen      |
| 12. Gambia                | 26. Malawi     | 40. Samoa            | 54. Zambia     |
| 13. Georgia               | 27. Maldives   | 41. Sierra Leone     | 55. Zimbabwe   |
| 14. Ghana                 | 28. Mauritius  | 42. Sri Lanka        |                |

## ABOUT ASCI

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 with a strong alumni of over 1,69,000. 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 2024-25.

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

#### Delhi Campus

C-24, Institutional Area  
South of IIT, Behind Qutub Hotel  
New Delhi-110 016.  
Tel: 011-26962204, 26961750, 26961850

#### Bella Vista Campus

Bella Vista, Raj Bhavan Road,  
Khairatabad, Hyderabad - 500 082, India.  
Phone : 0091-40-66534247  
Fax : 0091-40-66534356

#### College Park Campus

Road No. 3, Banjara Hills,  
Hyderabad - 500 034.  
Tel: 040-66720700 / 01 /02 /05  
Fax : 040-66720725



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

**Nomination Form**  
**International Programme on**  
**2016 PROCUREMENT POLICY FRAMEWORK**  
**FOR THE WORLD BANK AIDED PROJECTS**  
**(July 22 – August 02, 2024)**

Please tick the programme for which the nomination is made:

- 1. Comprehensive Module 1 and 2 (2 Weeks)   
**(July 22 – August 02, 2024)**
- 2. Fundamentals of World Bank Procurement (Module 1)   
**(July 22 – 26, 2024)**
- 3. Emerging and Strategic Areas of Procurement (Module 2)   
**(July 29 to August 02, 2024)**

**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 No. :	_____
Address :	_____
	_____ Pincode : _____
Phone(s) :	(Off) : _____ (Mobile) : _____
e-mail :	_____ Fax : _____

**Fee Particulars**

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

**Medical Insurance**

<b>Name of the Insurance Agency</b>	<b>Policy Number</b>	<b>Validity upto</b>
<b>Note :</b> Coverage should be available in Hyderabad, India		

Signature and Official Seal of the Sponsoring Authority :