



**International Training Programme on the  
World Bank's New Procurement  
Framework (November 26 - December 07,  
2018)**

**Indian Institute of Management-Lucknow  
NOIDA Campus**

The World Bank has introduced New Procurement Framework (NPF) with effect from July 1, 2016 which has introduced many significant changes in procurement procedures to be used in projects financed by the World Bank. The Indian Institute of Management, Lucknow ([www.iiml.ac.in](http://www.iiml.ac.in)), one of the most prestigious management education institutions in South Asia, invites nominations for the upcoming training programme on World Bank's New Procurement Framework. Delivered in collaboration with the World Bank, this training programme will be useful for borrowers, implementing agencies, suppliers, contractors and consultants. It will be held at Noida Campus of IIM-L (25 km from New Delhi Airport). Faculty to conduct this training programme has been drawn from the World Bank and IIM-L and it is being coordinated by the Procurement Observatory, Uttar Pradesh, which is South Asia's first procurement observatory (<http://www.procurementobservatoryup.com/>). Training will be delivered in English. The participants are expected to have working knowledge of English. Weekends are free, during which the participants can explore rich heritage and fabulous markets of Delhi.

### **PROGRAMME VENUE**

Indian Institute of Management - Lucknow, NOIDA Campus

No. B-1, Sector-62, Institutional Area, Noida, Uttar Pradesh 201307

Help Desk email: [npf@iiml.ac.in](mailto:npf@iiml.ac.in)

## **PROGRAMME SCHEDULE**

### **Week one (26th November 2018 - 30th November 2018)**

- Project cycle in the World Bank financed projects
- Main features of procurement regulations for borrowers - introduction, general considerations and governance
- Approved selection methods and market approaches for goods, works, NCS and CS
- Preparing Project Procurement Strategy for Development (PPSD) with a case study

### **Week two (3rd December 2018 - 7th December 2018)**

- Abnormally low bids (ALB) and value engineering
- e-Procurement and reverse e-auction
- Procurement performance assessment and benchmarking
- Red flags in procurement
- Systematic tracking of exchanges in procurement (STEP) – New documentation management system
- Main features of procurement document for goods, works, NCS, CS and IT
- Introductions to contract management

Training will be delivered in English. The Participants are expected to have working knowledge of English. Weekends are free during which the participants can explore rich heritage and fabulous markets of National Capital Region of Delhi.

## **PROGRAMME FEE**

Indian residents: INR 90,000 plus applicable taxes (18% Tax)

Foreign participants: USD 3000 plus applicable taxes (18% Tax)

The fee includes tuition, course material, continental lunch and refreshments during the session, access to the institute's library, computer center and other infrastructural facilities, etc. The fee is payable in advance either by Demand Draft drawn in favour of Indian Institute of Management Lucknow and payable at Lucknow or by Bank Wire Transfer (ECS) to A/c No. 07231450000294 of IIM Lucknow with HDFC Bank, A R Centre, Dr. B N Verma Road, Opp. Gulmohar Hotel, Aminabad, Lucknow 226018 (IFSC code HDFC0000723 SWIFT CODE: HDFCINBB). In case of ECS, the remitter may inform us the UTR number and date of transaction at [mdpoffice@iiml.ac.in](mailto:mdpoffice@iiml.ac.in) and [mdpfin@iiml.ac.in](mailto:mdpfin@iiml.ac.in) along with name of the participant, name of the organization and name of programme.

## **DISCOUNTS**

**Early Bird Discount:** Nominations received upto 30 days before the programme date along with the fee will be entitled to an early bird discount of 10% on programme fee.

**Group Discount:** A group discount of 10% on programme fee is admissible provided an organization nominates a minimum 5 or more of its executives for the programme. Organizations sponsoring minimum 5 or more executives for the programme may avail both the discounts subject to a maximum discount of 20% provided the nominations along with the fee is received at our end 30 days before the programme date.

## **ACCOMMODATION**

Modest accommodation is available on campus. Accommodation including breakfast and dinner can be booked (not included in fee) by paying additional 20,000 (plus 18% tax) for local participants and US\$ 400 (plus 18% tax) for foreign participants. Participants also have option to stay in nearby hotels on direct payment basis. Participants are expected to arrive a day before and may leave after the completion of program.

## **REGISTRATION**

The registration form (appended in the next page) duly filled in along with the requisite fee should reach us at least 21 days before the commencement date of the programme. In the event of cancellation of nomination by the sponsoring authority, only 50 per cent of the fee would be refunded provided we receive such information at least 15 days before the commencement of the programme. However, the nominating organization could recommend change(s) in the nominee(s). A confirmation of nomination letter/mail will be sent to nominees after the due date. Nominees/organizations are requested to make travel plans only after receiving the confirmation of nomination(s).

### **Program Directors**

Prof(s) Amit Agrahari and Samir K Srivastava

Emails: amit@iiml.ac.in; samir@iiml.ac.in

Help Desk email: npf@iiml.ac.in





**INDIAN INSTITUTE MANAGEMENT LUCKNOW**  
**Management Development Programme**  
**NOMINATION FORM**

**Name of the programme:** International Training Programme on the World Bank's New Procurement Framework

**Duration, date and venue:** 10 Days (November 26- December 07, 2018) Indian Institute of Management - Lucknow, NOIDA Campus, No. B-1, Sector-62, Institutional Area, Noida, Uttar Pradesh, INDIA 201307

**Name of the Participant:**

**Name of the Organization:**

**Address of the Organization:**

**Phone (O):**

**(R):**

**Mobile:**

**Fax:**

**E-mail:**

Participant's present area of responsibility: Procurement/Marketing/HRD/Materials/F&A/MIS/ R&D/Project Management/General Management/Production/ Operations/ Other (Please Specify)

(Signature of the Participant)

**Payment Details:** Find enclosed Demand Draft/UTR No. \_\_\_\_\_  
dated: \_\_\_\_\_ for INR/ USD \_\_\_\_\_

towards RESIDENTIAL / NON RESIDENTIAL fee drawn in favour of "Indian Institute of Management Lucknow" payable at "Lucknow". In Case of NEFT/RTGS transfer, please email UTR No. & Date to [mdpoffice@iiml.ac.in](mailto:mdpoffice@iiml.ac.in); [mdpfin@iiml.ac.in](mailto:mdpfin@iiml.ac.in)

Beneficiary	Indian Institute of Management Lucknow
Saving Bank Account No.	07231450000294
Bank Name	HDFC Bank Limited
Bank Address	AR Centre, DR. B.N Verma Road Opposite Gulmohar Hotel, Lucknow- 226018
Bank Branch	Aminabad Branch
IFSC Code	HDFC 0000723
SWIFT CODE	HDFCINBB

Date: \_\_\_\_\_

(Signature and Seal of Sponsoring Authority)

**To be mailed to:** Programme Manager – MDP, Manthan, Indian Institute of Management Prabandh Nagar, IIM Road, Lucknow- 226013 (UP)

Phones: 0522-6696282, 6696288, 6696284, 6696285 Fax: (0522)- 2734026, 2734025

Email: [mdpoffice@iiml.ac.in](mailto:mdpoffice@iiml.ac.in) or [mdp@iiml.ac.in](mailto:mdp@iiml.ac.in)