



**Training Program  
on  
Procurement of Goods, Works and Non-Consultancy Services under  
World Bank financed projects  
(7<sup>th</sup> – 9<sup>th</sup> December 2023)**



**Organized by  
Dr. APJ Abdul Kalam Centre for Policy Research and Analysis,  
Indian Institute of Management Shillong**

**With technical support by**



## Table of Contents

About IIM Shillong.....	3
About the World Bank.....	3
Overview of the Program.....	3-4
Objective.....	4
Outcome of the Program.....	4
Duration.....	4
Venue.....	4
Agenda/Curriculum.....	5-6
Participants.....	7
Minimum batch size.....	7
Important dates.....	7
Methodology.....	7
Faculty Profile.....	7-8
Certificate of Completion.....	8
Fee Structure.....	8-9
About Shillong.....	9
How to reach Shillong.....	10
Correspondence.....	10

### **About IIM Shillong**

IIM Shillong has been set up with a vision of expansion and mobilization of facilities for offering good quality management education and research in the North Eastern Region of India by the combined decision of the Union Minister of Human Resource Development along with the Chief Ministers of the North Eastern States. With the vision to become an internationally recognized management institute with a global outlook grounded in Indian values, IIM Shillong commenced its operations in 2008. Further, Dr. APJ Abdul Kalam Centre for Policy Research and Analysis was created as an outcome of a tripartite agreement between IIM Shillong and the Ministry of Development of North Eastern Region (MDoNER) and North Eastern Council signed on 15<sup>th</sup> October 2016, and aims to emerge as a state-of-the-art center to assist the states of North East India and the implementing agencies to plan and execute the projects properly, promote innovations and functions as repository of best practices in the region.

### **About the World Bank**

The World Bank Group is one of the world's largest sources of funding and knowledge, and is a unique global partnership with 189 member countries, staff from more than 170 countries and offices in over 130 countries. Its five institutions share a commitment towards working for sustainable solutions, reduce poverty, and build shared prosperity in developing countries, and give a unique ability to connect global financial resources, knowledge and innovative solutions to the needs of developing countries. The World Bank group endorsed a new country partnership framework (CPF) for India to support India's transition to a higher middle-income country by 2030 by addressing some of its development priorities and expects to deliver \$25-30 billion funding to various projects in India during the 5-year period covered by CPF. In this context, an important focus of the CPF will be to deepen engagement with India's states and invest in the institutions and capabilities of the states and local governments to address their development priorities.

### **Overview of the Program**

The World Bank has established regulations for procurement of goods, works, and non-consultancy services for its funded projects. These guidelines aim to support its vision and reflect stakeholder feedback. They cover over 170 countries and diverse locations, ranging from complex infrastructure to routine goods and services. The regulations detail various options for procurement processes. The Regulations guide procurement by guiding core principles of value for money, economy, integrity, fit for purpose, efficiency, transparency, and fairness. They provide options for borrowing and specify rules for understanding the procurement process. Complementing these are Standard Procurement Documents, Guidance, and e-learning materials.

The training is designed to facilitate professionals involved in World Bank-funded projects with the necessary knowledge and skills to effectively navigate the procurement process. It covers topics and various facets of procurement related to goods, work, and non-consultancy services. Every session is specifically structured to tackle important issues pertaining to the Key Elements of the Model Procurement Document (MPD) for Obtaining Goods via National Competitive Procurement (NCP). This includes a brief overview of ITB, BDS, Evaluation and Qualification Criteria, Bidding and Other Forms, GCC, and PCC, as well as other components of the 2016 regulations and distinctions with the ICP document.

Additionally, the training also emphasizes the importance of compliance with ethical standards and anti-corruption measures to ensure transparency and fairness in procurement activities.

### **Objective**

The training is designed to improve the effectiveness, efficiency, and ethical conduct of procurement activities.

### **Outcome of the Program**

At the end of the Program, the participants will be able to competently and effectively strategize, plan and carry out the procurement activities in accordance with the World Bank guidelines.

### **Duration**

7<sup>th</sup> to 9<sup>th</sup> December 2023

### **Venue**

Indian Institute of Management Shillong  
Umsawli, Shillong - 793018, East Khasi Hills  
Meghalaya, India

## Agenda / Curriculum

The three-day training program will cover the following topics connected with the Procurement of Goods, Works & Non-consulting Services for the World Bank funded projects.

Topic/ Coverage	Duration
<b>Day 1 (December 7, 2023)</b>	
Welcome address and Introduction to IIM Shillong Icebreaking & Introduction by participants Get the Ball Rolling	10:00-10:30
Procurement of Goods, Works & Non-consulting Services - Approved Selection Methods and Market Approaches (part-1)	10:30-11:30
Tea/Coffee break	11:30-11:45
Procurement of Goods, Works & Non-consulting Services - Approved Selection Methods and Market Approaches (part-2)	11:45-13:00
Lunch break	13:00-14:00
Procurement of Works - Types of Contracts, Salient Features of Model Procurement Document (MPD) for Procurement of Civil Works through National Competitive Procurement (NCP) covering ITB, BDS, Evaluation and Qualification Criteria, Bidding and other Forms, GCC and PCC in brief and other features of 2016 regulations (part 1)	14:00-15:30
Tea/Coffee break	15:30-15:45
Procurement of Works - Types of Contracts, Salient Features of Model Procurement Document (MPD) for Procurement of Civil Works through National Competitive Procurement (NCP) covering ITB, BDS, Evaluation and Qualification Criteria, Bidding and other Forms, GCC and PCC in brief and other features of 2016 regulations (part 2) + Differences with ICP document	15:45-17:30
<b>Day 2 (December 8, 2023)</b>	
Procurement of Goods - Types of Contracts, Salient Features of Model Procurement Document (MPD) for Procurement of Goods through National Competitive Procurement (NCP) covering ITB, BDS, Evaluation and Qualification Criteria, Bidding and other Forms, GCC	10:00-11:30

Topic/ Coverage	Duration
and PCC in brief and other features of 2016 regulations + Differences with ICP document	
Tea/Coffee break	11:30-11:45
Procurement of Non-consultancy Services (NCS) - Types of Contracts, Salient Features of Model Procurement Document (MPD) for Procurement of NCS through National Competitive Procurement (NCP) covering ITB, BDS, Evaluation and Qualification Criteria, Bidding and other Forms, GCC and PCC in brief and other features of 2016 regulations + Differences with ICP document	11:45-13:00
Lunch break	13:00-14:00
Evaluation of Bids for Goods, Civil Works and Non-Consulting Services (part-1)	14:00-15:30
Tea/Coffee break	15:30-15:45
Evaluation of Bids for Goods, Civil Works and Non-Consulting Services (part-2)	15:45-17:00
<b>Day 3 (December 9, 2023)</b>	
Red Flags, Complaint handling, Standstill period	10:00-11:30
Tea/Coffee break	11:30-11:45
Case Studies/Group work	11:45-13:00
Lunch break	13:00-14:00
Systematic Tracking of Exchanges in Procurement (STEP) (part 1)	14:00-15:30
Tea/Coffee break	15:30-15:45
Systematic Tracking of Exchanges in Procurement (STEP) (part 2)	15:45-17:00
Experience Sharing, Feedback and Wrap up – Closing the Loop	17:00-17:30

## Participants

The Program is primarily aimed at meeting the knowledge needs of all officials working in the World Bank funded projects under various Central Ministries, State Governments and Public Sector Undertakings, and NGOs. The Program will be delivered in English.

### Organizational Sponsorship is Essential.

The participant's expenses and fees must be borne by the sending organization. The participation to the training is purely based on the nomination by the implementing agency. The seats are limited and will be reserved on first come first basis.

### **Minimum batch size of the training: 30 participants**

#### Important dates:

- ❖ The last date of nomination: 4<sup>th</sup> December 2023
- ❖ IIM Shillong will notify the shortlisted candidates through email by 5<sup>th</sup> December 2023
- ❖ Last date of payment for training fees: 6<sup>th</sup> December 2023

## Methodology

The training program will be facilitated through a combination of presentations, case study / group work and class-room discussions. The emphasis is on learning through participation and solution seeking.

## Faculty Profile

The Programme will be conducted by the Accredited Procurement Specialists of the World Bank, guest faculty and faculty of IIM Shillong.

### **Mrs. Priti Jain**

Mrs. Jain has an extensive experience of over 33 years in procurement, contract management, vendor development, supply chain, capacity building, and procurement reforms. Currently, she is working at the World Bank, providing fiduciary support to India for World Bank funded projects in water supply, sanitation, agriculture, education, infrastructure, environment, and social sectors. She also has an experience in the fertilizer sector, including working as Deputy General Manager, capital goods procurement, international vendor development, and managing supply chain logistics.



**Mr. Shivendra Kumar**

Mr. Kumar has an experience of over 45 years in public procurement, including World Bank procurement, materials management, IT, e-procurement, budgeting, accounting, procurement policies, legal aspects, dispute resolution, supply chain logistics, training, and policy manual writing. He has worked in various sectors, including health, rail, road, power, water, environment, education, and agriculture. Furthermore, he has also worked as a public procurement professional with Indian Railways and retired in 2005 as General Manager.

**Mr. Kumar Sivaramakrishnan**

Mr. Sivaramakrishnan has an experience of 32 years in various positions in renowned Multilateral Institution, Government Sector and Limited Companies with core expertise in Administrative and Procurement functions. He has worked as a Short-Term Temporary Consultant with the World Bank providing administrative support in Disaster Management (DRM) in GSURR, New Delhi. Earlier, he was also providing assistance to Officials in Department of Economic Affairs (Multilateral Institutions Division), Ministry of Finance, Govt of India, New Delhi as part of Capacity Building Technical Assistance.

**Certificate of Completion**

On successful completion of the Programme, the Participants will be awarded a Certificate of Participation by IIM Shillong. Attending all the sessions is a mandatory condition for obtaining the course participation certificate.

**Fee Structure:**

**A. Residential:** Rs 13,500 + 18% GST (Rs 2430) x 4 days = Rs 63,720

Facilities to be provided

- Accommodation on single occupancy basis  
(Check in on 06-12-23 Afternoon & Checkout on 10-11-23 Forenoon)
- Programme delegate kit on registration
- Any study/reading material/case material
- Breakfast, Lunch, Dinner on all program days
- Tea with cookies/biscuits (2 times) on all program days

**B. Non-Residential:** Rs 10,000 + 18% GST (Rs 1800) x 3 days = Rs 35,400

- Programme delegate kit on registration



- Any study/reading material/case material
- Lunch on all program days
- Tea with cookies/biscuits (2 times) on all program days

Participants will be required to pay their fees in advance as a matter of policy. Confirmation to attend the program will be determined upon receipt of the program fees.

**Payable to:**

Dr. APJ Abdul Kalam Centre for Policy Research and Analysis, IIM Shillong

Bank: State Bank of India

Branch: Mawdiangdiang, Shillong

Bank Account No: 38398114537

IFSC Code: SBIN0061683

MICR Code: 793002533

Fees are non-refundable unless the training is canceled due to unavoidable situations

**About Shillong:**

Shillong, Meghalaya's capital, is renowned for its picturesque landscapes, including lush green hills, waterfalls, and meandering rivers, making it the "Scotland of the East."

Khasi, Jaintia, and Garo tribal communities are among the city's diverse inhabitants, and its culture is a distinctive fusion of modern influences and traditional Khasi practices. Festivals and traditional dance forms are an integral part of the local culture. Shillong functions as a prominent trade and educational center for the northeastern region of India, with its economy predicated primarily on tourism, agriculture, and small-scale industries.

Shillong, a popular tourism destination, is renowned for its pleasant climate and natural beauty. Several prominent tourist destinations can be found in the vicinity of Shillong, such as the Shillong Peak, Elephant Falls, Umiam Lake, Don Bosco Museum, and numerous vantage points that provide expansive vistas of the surrounding hills. Shillong is often referred to as the "Rock Capital of India." The city takes great pride in producing a large number of internationally acclaimed musicians and bands, which has contributed to the growth of the Indian music industry. A trip to Shillong offers not only the chance to admire breathtaking vistas but also an occasion to immerse oneself in the region's rich cultural heritage, creating a memorable experience that will last a lifetime. The city's vibrant music scene and the warm hospitality of its people make it a must-visit destination for music enthusiasts and nature lovers alike.

Greetings, and welcome to the Campus in Clouds!

**How to reach Shillong:**

The nearest railway station to Shillong is Guwahati, which is at a distance of 100 km. Shillong Airport, located in Umroi, provides connections to all North East cities, Kolkata, and New Delhi. Shillong bus stand in city center offers regular services to Guwahati, connected by NH 40 and NH 44 for the North-East. Shillong roads offer breathtaking views of hills and green landscapes, making journeys smooth and enjoyable, making it an unforgettable experience for solo or family travelers.

**Correspondence:**

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