



Symposium on
Infrastructure Projects
- Effectiveness Through Procurement & Contracting

Saturday, December 8, 2018
10.00 a.m. to 5.00 p.m.

FOR ONLINE REGISTRATION AND PAYMENT, PLEASE CLICK
[HTTP://WWW.AMAINDIA.ORG/MANAGEMENT-TRAINING-AND-DEVELOPMENT-PROGRAM](http://www.amaindia.org/management-training-and-development-program)

Venue: AMA Seminar Hall, Torrent-AMA Management Centre,
Core-AMA Management House, AMA Complex, Ahmedabad 380 015
Phone: 079-26308601-5 • Mobile: 9537407187, 7069940917, 7203030990
Fax: 079-26305692 • E-mail: ama@amaindia.org • Website: www.amaindia.org

Introduction & Objectives: India needs about 1.5 trillion \$ investment in the infrastructure sector, in the coming ten years. Government of India has allocated a very large provision in the budget for new projects. India's expanding demography and its sheer scale presents a challenge of demand and creates opportunities for effective infrastructure development, thus helping the economic growth. Timely procurement and effective contract management are key aspects which make or break such infrastructure projects.

This symposium aims at providing insights from experts who have accomplished and hands-on experience in handling procurement and contracts for infrastructure and related projects. The experts would be dealing with important aspects like strategies, best practices in contract management, awareness and mitigation of risks, power of negotiations, ethical aspects, constructed contracts, supplier relationship management and managing the change in contracts.

Session- I : 10.00 AM to 11.15 AM

Speaker : Mr. Ravi Sankar J, Executive Vice President & Head of Commercial and Contracts - GMR Infrastructure Ltd.

Title I : Risk Awareness and Risk Management in Infrastructure projects.

The Infrastructure Projects carry bundle of uncertainties that makes the viability of the project/investment risky. Particularly in India, we don't have the process of mapping the lifecycle risks of the Projects and understanding the probability/impact of each of the risks and allocate such risks to the stake holder that is best placed to manage each of those risks.

Apart from the Time/Cost overrun issues, there are multiple regulatory/capability/attitude/funding issues that haunt the project completion or project cost optimization. All these risks can be managed. The ways and means of identification of project specific risks and suggested management methodology will be discussed.

Title II : Strategic Sourcing Concepts for profit enhancement in Infrastructure projects.

The most important aspect of any Infrastructure project is identification of efficient sourcing options for materials and services. Strategic sourcing is being used very casually in Indian business scenario and though procurement/sourcing of material and services are being done effectively by some business houses, the same rarely qualifies to be called as strategic sourcing.

The most important aspects of strategic sourcing and the idea of 'profit enhancement' of project instead "initial cost reduction" shall be the focus area. The ways and means of stage wise implementation of the strategic sourcing concepts for profit enhancement especially for Infrastructure Projects, will be discussed

Mr. Ravi Sankar has hands - on experience of over 30 years in Construction project management with experience in Commercial & Contracts management of high value Infrastructure projects. Ravi has an excellent academic qualification background. He is a Civil engineer with additional qualifications in finance management, Law, HR and a Registered Professional Engineer from Australia. Ravi worked for Government organization for over 15 years and also in private organizations in various states in India, Australia and Dubai having managed very high value Infrastructure projects successfully.

Session- II : 11.30 AM to 12.45 PM

Speaker : **Mr. Ashok Sharma**, Former President, International Federation of Purchasing & Supply Management, Vienna & Bombay Management Association, Faculty AMA.

Title I : Power of Negotiations as a key lever for great procurement savings.

The key aspects of professional negotiations which stimulates competition and identifying the levers which will produce effective results in terms of savings in cost without compromising the safety and quality of goods and services procured, will be discussed in detail. A proper home work done on the estimates and a careful evaluation of the commercial offers provides the necessary inputs.

Title II : How to Curb Fraud/ Corruption in Procurement? Enhancing Integrity.

It is quite vital that the procurement practitioners adhere to utmost integrity and implement policies and procedures that has checks and measures, which monitor ethical practices are followed by all the team members involved in procurement organization. These reflect the values and behavior followed by the top management of the organization and procurement have a great responsibility along with selected suppliers, in making this a success.

Mr. Ashok Sharma is Management Advisor, UN trained Trainer and a keynote speaker. He is a BTech from IIT Delhi, with MBA from the Faculty of Management Studies, Delhi. Ashok Sharma has held top management positions like COO & Director for TechNova, President, Pidilite Industries, Whole-Time Director, Mather & Platt and Vice President, Blue Star Ltd. He is also Former National President of Indian Institute of Materials Management, Mumbai.

Session- III: 1.45 PM to 3.00 PM

Speaker : **Mr. D. Ragavan**, Independent Project Procurement & Contracting Consultant, based at Mumbai.

Title I : Guidelines in constructing a Good Contract ensuring good administration.

It is very important that a Contract is complete in all respects, clarifying the scope of work, specifications to be adhered to, safety measures to be complied with, detailing how the measurement of the work will be done, who will certify quality and work, procedure for submission of invoices for the work done, payment period, statutory compliance for Insurance of men and machinery, compliance to provident fund, handling of plant and machinery etc. A well-defined and constructed contract is self-explanatory and this is a 'must' for successful execution.

Title II : Effective Strategies for a better management of Supplier Relationship Management.

It has been observed that 60 percent of procurement managers spend their time in Strategic Sourcing of goods. However unless the contract is managed efficiently and the supplier performance is measured to give feedback to the vendors for course correction, the savings achieved in negotiation can get easily wiped out. Hence Supplier Relationship Management assumes a lot of importance in achieving the final goal of getting the project completed on schedule.

Mr. D. Ragavan is a B.Tech Chemical Engineer, with Post Graduate Diploma in Materials Management from Indian Institute of Materials Management, Mumbai. Ragavan is an accomplished project procurement leader with more than 35 years of professional experience, leading a wide spectrum of projects including petrochemicals, utilities etc. He has established track record of delivering goods and services, deriving benefits via value engineering, Contract optimisation, expediting, implementing successful supplier relationship management. He has been in Senior Management positions with various companies like KTI-Technip, Aker Powergas, Deepak Fertilizers, Polysindo-Indonesia and Reliance Industries Limited. Till end September 2018, he was working as Senior Vice President-Project Procurement at Reliance Industries Limited, Mumbai.

Session- IV : 3.15 PM to 4.30 PM

Speaker : Mr. Deepak Agrawal, Associate Vice President. KMC Constructions Limited, Hyderabad.

Title I : **Implementing Value Engineering concepts during project execution for better cost controls in EPC projects.**

With increasing competition, the profit margin for private sector developers come under severe pressure. This affects the credibility of all stakeholders connected with the project development. The key challenge in infrastructure project is cost overrun. The explanation of Value Engineering concept and the process and how potential savings will be achieved with due to same will be dealt with in detail, with the support of a case study.

Title II : **Developing Effective Strategies in Contract Change Management Process**

Managing a change in any contract is an important impediment to the progress and same need to be handled carefully. While change is impossible to avoid in any contract execution, it is possible to address them effectively by enabling suitable provisions in the contract and practicing a good contract administration.

Deepak Agrawal is a Civil engineer with an added qualification of a post-graduation in Advanced Strategy Management from IIM Lucknow. He has an extensive experience in the Infrastructure Industry and has worked in reputed organisations like Larsen & Toubro, GMR Infrastructure, IVRCL, AFCONS, HCC. He has demonstrated success in managing complex projects, and multiple stake holder relationships in his assignments. Deepak has over 27 years of professional hands-on experience and is an expert in the areas of project management, contracts management & Claims and Value engineering for wide range of infrastructure projects.

Final Session : 4.30-5.00 PM

Review & Feedback

PROGRAMME FEE : Rs.2500/- per participant inclusive of GST. For multiple nominations 10% concession in fee. Fee includes course fee, cost of reading material, lunch and refreshments. The cheque may please be drawn in the name of 'Ahmedabad Management Association.

REGISTRATION : Please send your registration along with participation fee to:

Ahmedabad Management Association,

AMA Complex, ATIRA Campus, Vastrapur, Ahmedabad 380 015

Phone:079-26308601-5 • Mobile : 9537407187, 7069940917, 7203030990

Fax: 079-26305692 • E-mail: ama@amaIndia.org • Website: www.amaIndia.org

Android Mobile App: AMA-Ahmedabad amaIndia.org

FOR ONLINE REGISTRATION AND PAYMENT, PLEASE CLICK

[HTTP://WWW.AMAINDIA.ORG/MANAGEMENT-TRAINING-AND-DEVELOPMENT-PROGRAM](http://www.amaIndia.org/management-training-and-development-program)

