

## Workshop on Project Procurement

Saturday, March 16, 2019 • 9.30 a.m. to 5.00 p.m.



**Venue:** Torrent-AMA Management Centre, Core-AMA Management House,  
AMA Complex, ATIRA Campus, Ahmedabad 15.

This One Day Workshop aims in giving an insight to the Project Procurement aspects, and brings to light the various challenges experienced by a Project Procurement Manager, in effectively supporting the Project Implementation.

### Who would benefit from this workshop?

Project Owners, Entrepreneurs, Project Directors, Procurement Directors, Procurement Practitioners/ Buying Managers of EPC Companies, Supplier Companies supplying Goods and services, Technical Sales Managers, Application engineers, Contract Management professionals, Young engineers/ managers who have a learning agility to learn about project procurement.

### Program Overview:

- Session-1 :**
- Overview of Project Procurement.
  - Project Procurement Manager's Key Role and responsibilities.
  - Technology selection and appointment of technology supplier.
  - Selection of Detailed Engineering Contractor.(DEC)
  - Developing a Procurement Plan.
- Session-2 :**
- Project vendor list finalisation.
  - Pre-award Activities.
    - Strategic Sourcing.
    - Technical evaluation.
    - Deviations / exclusions/ value engineering initiatives.
    - Scope of supply.
    - Technical Bid Analysis.
    - Conditioning of terms and conditions.
    - Commercial bid evaluation.- total cost of ownership / Life cycle.
    - Spend Data Analysis/ Vendor Rating.
    - Delivery/ Implications for delays.
    - Performance parameters./ warranty.
- Session-3 :**
- Negotiations, selection and award of order.
  - Unconditional Acceptance to the order from vendor.
  - Appointment of Third Party Inspection Agency.(TPIA)
  - Expediting & follow up.
  - Progress reports.
  - Meetings.
- Session-4 :**
- Import licenses for imported items.
  - Final inspection and despatch Clearance./ Transit Insurance.
  - Appointment of freight forwarder / coordination with transport/ logistics.
  - Steps required for movement of Over Dimensional Cargo (ODC).
  - Custom clearance/ documentation/ delivery.
  - Final documentation.
  - Payment release as per terms of order.
  - Resolution of all change orders/ issues related to delivery delays.
  - Services support during commissioning.

