2nd Infrastructure & Contracting Symposium
(including Construction Project Procurement)
Saturday, 14th September, 2019 • 9.30 a.m. to 4.30 p.m.

Venue
AMA Seminar Hall,
Torrent-AMA Management Centre, Core-AMA Management House,
AMA Complex, Dr. Vikram Sarabhai Marg, Vastrapur,
Ahmedabad 380 015.
2nd Infrastructure & Contracting Symposium  
(including Construction Project Procurement)  

PROGRAM OVERVIEW  
India needs about $1.5 trillion investment in the infrastructure sector, in the coming ten years. Government of India has recently announced the Budget in which they have plans to take India’s economic size to $5 trillion by 2024. The government is ready to invest heavily in infrastructure, digital economy, encouraging Public private partnerships in Railways are some key highlights. 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 vital aspects which make or break such infrastructure projects.

This symposium aims at providing insights from experts in the field who have accomplished and have hands on experience in handling procurement and contracts for infrastructure / construction related projects. The expert speakers would be dealing with important aspects like strategies, awareness and mitigation of risks, power of negotiations, contracts management and best practices of contract management, in following sessions.

PROGRAMME  
9.30 am to 10.00 am  
Inaugural Session  
Welcome address by AMA  
Theme Address; Mr Ashok Sharma, Former President, International Federation of Purchasing & Supply Management, Vienna (Affiliated to UNCTAD/ITC Geneva)

10.00 AM to 11.15 AM.  
Session- I  
Strategic Sourcing for Construction / Infrastructure projects.  
The most important aspect of any Infrastructure project is 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 important concepts of strategic sourcing and the ways and means of stage wise implementation of the strategic sourcing concepts for profit enhancement especially for Infrastructure Projects, will be discussed

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

Mr. Ravi Sankar has hands on experience of over 32 years in Construction Project Management with extensive experience in Commercial & Contracts management of high value Infrastructure projects. Ravi has an excellent academic qualification background. He is a Chartered Civil Engineer (Australia) with additional qualifications like MBA in Finance Management, LLB and LDP from IIM Bangalore. Ravi worked in India, Australia and Dubai, having managed very high value Infrastructure projects successfully.

11.15 am to 11.30 am - Tea Break.
11.30 AM to 12.45 PM  Session- II  
Contract Management- Importance of Good Record Management and Notices, based on FIDIC  
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. After the construct of a well defined contract, it is essential to do a professional contract management, by keeping a tab on the original scope as well as monitoring the changes or scope creep, the contract is undergoing during the execution. Good Record Management and timely notification to the client are key aspects for the success of the contract execution.

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

D. Ragavan is a Chemical Engineer, with 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. Till end of September 2018, he was working as Senior Vice President- Project Procurement at Reliance Industries Limited, Mumbai. He has established a track record of delivering goods and services, deriving benefits via value engineering, Contract optimization, expediting, implementing successful supplier relationship management. He has been in senior positions with various companies like KTI-Technip, Aker Powergas, Deepak Fertilizers, Polysindo- Indonesia and Reliance.

12.45 pm to 1.45 pm  Lunch break.

1.45 PM to 3.00 PM. Session- III  
Negotiations and key aspects to be covered while finalising construction contracts  
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 services rendered for a construction/ infrastructure contract will be discussed in detail. A proper home work done on the competency of the contractors, estimates and a deep dive into the offers received along with inputs from the Data Analytics group will lead to a successful Negotiation achieving the desired results.

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

Mr. Ashok Sharma is one of the most popular Management Advisors, UN trained Trainer and a keynote speaker. Ashok Sharma is a qualified engineer from IIT Delhi, with a post-graduation Management from Faculty of Management Studies, Delhi. Ashok Sharma has held successfully various top management level positions like COO & Director for Tech Nova, President, Pidilite Industries, Whole-time Director, Mather & Platt and Vice President, Blue Star Ltd. He is a former President of Bombay Management Association and National President of the Indian Institute of Materials Management, Mumbai.

3.00 pm to 3.15 pm Tea Break.
3.15 PM to 4.30 PM

Session- IV

Identification and Management of Risks in Construction / 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 the risks.

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

Speaker: Dr. Sridhar Mothe, Head (Contracts) Building division, NCC Limited, Hyderabad.

Dr. Sridhar Mothe is a graduate in Civil Engineering from Osmania University and Post graduate from IIT Madras. He obtained Ph.D. in Construction contracts management on resolution of delay claims. He was selected for Central Engineering Services in 1987. After 20 years of Govt. Service he took VRS in the grade of SE in 2007 and joined private sector. He was Head of Contracts and legal in SEW Infrastructure Ltd, Hyderabad and presently with Nagarjuna Constructions (NCC). He holds a degree in Law and a PG Dip in ADR from NALSAR. He has good experience in handling claims, litigations and disputes in various Arbitrations, DRBs and conciliations. Conversant with administration of varied types of contracts, FIDIC. He has presented 30 papers in national, international seminars and reputed journals. He is a visiting faculty for Engineering staff college of India, Hyderabad, ICADR and other Prestigious Training Institutes on contract management and dispute resolution subjects.

Programme Co-ordinator
Mr. Ashok Sharma, Former President, Bombay Management Association & Faculty, AMA

Registration Fee
Rs.2500/- per participant inclusive of GST. Fee includes course fee, cost of reading material, lunch and refreshments. Special concessional fee for Engineering and Management Students. The cheque may please be drawn in the name of Ahmedabad Management Association. If you wish to avail GST Credit, please provide your GST Number. Tax Invoice will be issued on receipt of your GSTN.

Registration
Please send your registration along with participation fee to:

Ahmedabad Management Association
AMA Complex, Dr. Vikram Sarabhai Marg, Vastrapur, Ahmedabad 380 015 • Phone: 079-26308601-5
Mobile: 9537407187, 7069940917, 7203030990
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Registration Form:
Please fill-in and return this form along with participation fee to:
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