

School of Enterprise Management announces

One Week Programme on Public Procurement Policies and Vendor Development Programme for PSU/PSE's

(11 – 15th Sept, 2017)



Programme Director:
Dr. Dibyendu Choudhury
Centre for Promotion of Advanced Management Practices (C-PAMP)



National Institute for Micro, Small and Medium Enterprises (ni-msme)
(An Organisation of Ministry of Micro, Small and Medium Enterprises, Govt. of India)
(An ISO 9001-2008 Certified Organisation)
Yousufguda, Hyderabad - 500 045

One Week Programme on
Public Procurement Policies and Vendor Development Programme for
PSU/PSE's

(11 – 15th Sept, 2017)

Rationale: In the section 11 of the Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, the Central Government through all its ministries notified the “Public Procurement Act” where the mandate is to procure 20% from the MSMEs for every Central Ministry and its relevant departments, Public Sector Undertakings from the year 2012-13. Annual goal of 20% procurement also include sub-contracts to MSMEs by large enterprises and consortia of MSMEs formed by NSIC for the betterment and holistic development of MSMEs in India. After a period of three years i.e. from 1st April, 2015, overall procurement goal of minimum of 20 percent will become mandatory for all PSUs. Hence, there is a requirement to understand the procurement policy and gear up to comply with the PSUs procurement compliances be it from the statutory or quality angle to qualify to get enlisted for the 358 scheduled items getting sourced from MSMEs.

In practicality, there is a gap of focus by MSMEs mainly in the manufacturing sector. PSUs waived EMD and many other obligations to become L1 for the enlisted organisations having EM-II as manufacturer. The manufacturer or service provider availing the advantage of this policy would be the major focus of this workshop. The strategies to make MSMEs consortium and applying for larger projects in PSUs would be another area this workshop would envisage.

Objective:

The participants will be able to appreciate:

- Increased levels of expertise: This would focus on the act and compliances for the sourcing enterprises (PSUs) with a greater depth to their supply chain and allows for the potential manufacturers of inter-firm learning and co-operation.
- The ability of enterprises to draw together complementary skills in order to bid for large pieces of work that as individual enterprises (Consortium formation) they would be unable to compete for the potential for economies of scale to be realised by further specialising production within each enterprise, by joint purchasing of common raw materials to attract bulk discounts or by joint marketing.
- Strengthening social and other informal links, leading to the creation of new ideas and new businesses volume with steady PSUs.
- Improved information flows within a cluster, for example, enabling finance providers to judge who are the good entrepreneurs and business people to find who provides good support services.
- The very substantial divide between the current outdated procurement and provisioning practices in government (PSUs) and the new integrated supply chain management function necessitates a phased implementation approach through effective vendor management and compliances by MSMEs.
- A dedicated session for Buyer-Seller meets (Inviting people from different PSUs to answer MSMEs need and queries).

Content:

- **Module 1** – Understanding the Public Procurement Policy and Vendor Management for MSME clustering in India and key attributes for policy benefits for MSMEs as a business opportunity.
- **Module 2** – Vendor Development process of PSUs and its challenges under globalisation.
- **Module 3** – Capacity building and bringing MSMEs to develop and involve in the entire process as stakeholders.
- **Module 4** – Understanding challenges and strategies of procurement planning and development of PSUs and compliances.

- **Module 5** – Understanding private sector participation in infrastructure projects under Public Private Partnership (PPP) especially in industrial infrastructure, power, roads & bridges, health, tourism, education sectors being MSMEs to attract the CSR funding.
- **Module 6** – Understanding the simplification of rules & procedures, certification and use of Information & Communication Technology (ICT) for hassle-free, timely procurement of goods and services to meet the aggressive procurement plan of PSUs for the holistic development of MSMEs as well as the benefit to Indian economy.
- **Module 7**- Dedicated buyer seller meet where buyers from large PSUs discuss their difficulties and share the challenges with MSMEs.

Benefits to participants:

Through case studies and interactions from PSU purchaser's and industry experts, participants will be exposed to an array of practical issues of the procurement policy, challenges, meeting the compliances through sustainable solution and inclusive economic growth of India in this workshop. They would explore in a focused and structured manner about procurement policy in potential areas e.g. promoting MSMEs; employment generation and enhancing the businesses through sustainable development by adopting environment friendly technologies, etc. They will be also exposed in a buyer seller meet, where they meet the live buyers and discuss with different issues.

For whom: This programme is suitable for the PSU and PSE's top or mid-management officials, Industry Association's, Entrepreneurs who want to participate in the National Procurement policies and explore the new business opportunities.

Duration & Venue: 5 days programme at ni-msme, Hyderabad.

FEE: Rs.20,000 per participant. The fee covers cost of tuition, reading material, boarding and lodging (Non-AC, shared accommodation). It does not cover travel costs of participants. Fee should be paid in advance by way of demand draft drawn in favour of the **CAO, ni-msme, Yousufguda, Hyderabad – 500 045**. Fee once paid shall not be refunded. However, a substitute may be permitted.

Administration:

This training programme is full time and is strictly residential. Normally the session timings are between 09.30 hrs. and 17.00 hrs. with breaks for coffee and lunch. Some sessions may, however, be scheduled outside these hours. Guest house rooms are spacious and adequately furnished with mattresses, bed linen, mosquito nets, etc. Both vegetarian and non-vegetarian food is served in the mess attached to the guest house.

Joining Instructions

Accepted nominees are requested to reach **ni-msme** a day in advance of the commencement of the workshop. During the workshop participants are advised to keep themselves free from all official and personal commitments. **Participants are also advised to keep their cell phone in silent mode during class room sessions.**

Please address your enquiries and nominations, so as to reach before 30th Aug, 2017 to:

The Registrar
ni-msme
 Yousufguda, Hyderabad - 5000045
 Telephones: 91-40-23608544-5-6-7, 23608316-7-8-9
 Fax: 091-040-23608547/23608956
 E-mail: registrar@nimsme.org, webmaster@nimsme.org
 Website: www.nimsme.org

Programme Director:
Dr. Dibyendu Choudhury
ni-msme
 Yousufguda, Hyderabad - 5000045
 Telephones: 91-40-23608228(Dir), 23608316-7-8-9, (0)-9700422230 (cell)
 Fax: 091-040-23608547/23608956
 E-mail: dibchoudhury@nimsme.org, dibchoudhury@gmail.com
 Website: www.nimsme.org

ni-msme - the premier Institute

ni-msme, the pioneer institute in the field of MSME is playing a major role in providing pro-business environment to foster the progress of MSME towards success and prosperity. The raison d'être of this Institute is to assist the Government in formulating policies for micro, small and medium enterprises and to help the practising and potential entrepreneurs through a host of services like training, research, consultancy, information, education and extension. The Institute is a training ground for senior technocrats, bureaucrats and bankers who come here to gain expertise and knowledge in order to equip themselves with latest practices and streamline their operations.

Set up in 1960, **ni-msme** has made valuable contributions by creating an impressive record of achievements beyond the Indian shores, enabling other developing countries to get the benefit of the Institute's facilities and expertise. **ni-msme's** activities are changing from time to time to meet the needs of enterprises in the context of globalisation.

Located in a sprawling and enthralling campus amidst a rich natural setting, **ni-msme** is well equipped with both physical and academic infrastructure. In keeping with the changing times and technological changes, the Institute has updated its style of functioning by focusing on the use of IT in every aspect of its activities, but at the same time retaining the wisdom and advantages of deeply ingrained traditional practices.

The Institute stores and supplies information that helps make a successful entrepreneur who is well versed in the intricacies of business and can participate in business activities intelligently and diligently through its SENDOC.

ni-msme has made many significant contributions towards enterprise promotion both nationally and internationally. **ni-msme's** outstanding contributions for the last decade include Faculty Development Programmes for DST (2009), EDPs in Food Processing (2010), Programmes for the officials of the Department of Employment and Self Employment, Govt. of Maharashtra (2010), Programmes on MSME Promotion for the DC-MSME Officials(2010), EDPs / ESDPs / ToTs, Sponsored by the Ministry of MSME, Govt. of India, under the "**Scheme of Assistance to Training Institutions**" (2010), Programme on Business Plan Preparation, Sponsored by Uttarkhand Livelihoods Improvement Project for the Himalayas (ULIPH), Govt. of Uttarkhand (2010), Entrepreneurship Development Programmes (EDPs), Sponsored by State Bank of India, Mumbai (2010), EDP for First Generation Entrepreneurs, APSFC, Govt. of Andhra Pradesh (2011), Revitalisation of District Industries Centres (DICs) (2012), Training Programme on Stores Management, Sponsored by Andhra Pradesh Beverages Corporation Ltd (APBCL), Govt. of AP (2012), Workshop on Implementation of the Schemes of M/o FPI for the Officials of the Dept. of Industries and KVIB, Govt. of AP (2012), Training Programmes for Officers of KVIC (2012), Project Identification, Preparation of Project Profiles and Project Appraisal, Sponsored by the Directorate of Micro & Small Scale Enterprises, Govt. of West Bengal (2013), Training Programmes on Business Development Plan for Micro and Small Enterprises, Sponsored by Directorate of Industries and Commerce, Govt. of Kerala (2013), Contemporary Human Resources Management Practices, Sponsored by Dept. of Public Enterprises, Govt. of Karnataka (2013), Specialised Skill Up-gradation Training Programmes for A. P. Building and other Construction Workers' Welfare Board, Govt. of Andhra Pradesh (2013), Skill Development Programmes in Food Processing, sponsored by *National Institute of Food Technology Entrepreneurship and Management (NIFTEM)*, Ministry of Food Processing Industries, Govt. of India (2013), Customised Training Programme for Canara Bank Executives Heading SME Sulabhs (2013), "IGNITE" Industrial Motivation Programme, sponsored by the Dalit Indian Chamber of Commerce & Industry (DICCI), CII, APIIC and Govt. of Andhra Pradesh (2013), Balanced Scorecard and Related Tools for Productivity Improvements in Mining Industry, sponsored by Singareni Collieries Company Ltd, Andhra Pradesh (2013), Induction Training for Industrial Promotion Officers on MSME Development, sponsored by Commissionerate of Industries, Govt. of Andhra Pradesh (2013), Orientation Workshop on Skills and Livelihood Development, sponsored by the Ministry of Housing and Urban Poverty Alleviation, Govt. of India (2013), National Workshop on *Prime Minister's Employment Generation Programme (PMEGP)*, sponsored by the Department of Commerce, Industry & Employment, Govt. Madhya Pradesh (2013), Orientation workshop for Industry Members of IMCs, under the scheme "Upgradation of 1396 Government ITIs through PPP", sponsored by the DGE&T, Ministry of Labour & Employment, Govt. of India (2014), Mid Career Programme on MSME Promotion, sponsored by Directorate of Industries & Commerce, Govt. of Kerala (2014), Product Identification and Preparation of Low Investment Project Profiles, sponsored by the Directorate of Micro & Small Scale Enterprises, Govt. of West Bengal (2014), Entrepreneurship Development Programmes in Food Processing, sponsored by AP Food Processing Society (APFPS), Govt. of Andhra Pradesh (2014), Executive Development Programme, sponsored by *National Thermal Power Corporation (NTPC) Ltd*, Govt. of India (2014), Induction Training Programme for Environmental Engineers of APIIC Ltd, Govt. of Andhra Pradesh (2014), Marketing and Branding of Clusters for KVIC Officers, Sponsored by KVIC, Govt. of India (2014), Workshops, Sponsored by DSIR, Ministry of Science & Technology, Govt. of India (2014), IPR Challenges & Prospects, Sponsored by DC (MSME), Ministry of MSME, Govt. of India (2015), Basic Orientation Programme on Management, Monitoring & Implementation of MSE-CDP, Sponsored by the Directorate of Micro, Small and Medium Enterprises, Govt. of West Bengal (2015), Customised programmes for the Directorate General Resettlement, Department of Ex-Servicemen, Ministry of Defence, Govt. of India (2015), Project Appraisal and Financial Analysis, Sponsored by the Singareni Collieries Company Ltd (2015), Executive Development Programme for Managers of Coir Board, Sponsored by the Coir Board, Ministry of MSME, Govt. of India (2015), Entrepreneurship/Career Oriented Programme in Solar Technology, In Collaboration with Construction Management and Consultancy Consortium (CMNCC), New Delhi, (2015), Entrepreneurship Development Programme on Solar Energy, In Collaboration with I Create Skills, New Delhi, (2016) and Programme on Corporate Governance and RTI Act-2005, Sponsored by the Singareni Collieries Company Ltd (2016). The Institute has contributed several research and consultancy services in MSME area, apart from training.

The management of the Institute rests with the Governing Council appointed by the Government of India. The governing body acts through the resident Director General. The present Director General is **Shri M. Chandrasekhar Reddy**

For further details, please contact



The Registrar
National Institute for Micro, Small and Medium Enterprises (ni-msme)
(An Organisation of the Ministry of MSME, Govt. of India)
(An ISO 9001-2008 Certified Organisation)

Yousufguda, Hyderabad - 500 045, India
Tel: 91-40-23608544, 23608546, 23608317, 23633499, Fax: 91-40-23608547, 23608956
E-mail: registrar@nimsme.org, ar@nimsme.org, Website: www.nimsme.org