



asci
Leadership through Learning



Programme on

e - Procurement

May 4-6, 2009

Administrative Staff College of India

Introduction

E-Procurement (Electronic Procurement) is the Business-to-Business purchase and sale of goods and services through the Internet as well as other electronic networks. E-Procurement has been found to offer benefits in the form of bringing down the procurement time, superior price discovery due to larger participation and also reduced cost of procurement.

Programme Objectives

The purpose of the proposed training programme on e-Procurement is to enhance the capacities of the participants in :

1. Acquiring knowledge on the contemporary management practices in procurement.
2. Gaining better understanding of Internet and Electronic networks as a medium of doing business.
3. Appreciating the issues involved in migrating from conventional procurement processes to Electronic Procurement.
4. Providing exposure to the technology and commercial options available for implementing e-Procurement.
5. Analyzing the options to choose appropriate options and create a road-map for implementation of e-Procurement.
6. Preparing them to face the challenges in implementation of Electronic Procurement.

Programme Contents

The proposed programme will draw upon the successful current practices in Electronic Procurement and will present an integrated perspective of the change process together with what it takes to implement and use it successfully.

Accordingly, the programme will cover :

1. How Internet is being used to transact business?
2. What are the contemporary management practices to bring efficiency in Procurement?

3. What are the tangible and intangible benefits that Electronic Procurement can deliver?
4. Business Process re-engineering opportunities and challenges while migrating from traditional to Electronic Procurement?
5. How back-end software applications can be integrated with e-Procurement?
6. How organizations have implemented e-Procurement successfully?
7. What are the technology and commercial options available for implementing e-Procurement?
8. How users can be trained and prepared for this change to make this implementation successful?

The programme will draw upon case studies of successful as well as failed examples of Electronic Procurement implementations.

Pedagogy

- ❖ Lectures by faculty drawn from ASCI, software consultants, government and industry.
- ❖ Interaction with Chief Information Officers who have implemented e-Procurement projects.
- ❖ Demo of e-Procurement software.
- ❖ Simulation of reverse auctions.
- ❖ Theme-based group discussions.
- ❖ Experience-sharing, participative & Interactive learning.
- ❖ Group work exercise.
- ❖ Case study illustrations & analyses.

In order to ensure that there is further value-add to the programme, ASCI also proposes to draw upon the resources from e-procurement.gov.in, an AP Government initiative, hailed as a best practice by Government of India.

Who Should Participate

Government of India has made e-Procurement a priority and is insisting Government departments and Public Sector

Units to implement e-Procurement in their organizations. The large corporates who have significant purchase budgets seeing the benefit of efficiency and superior price discovery are embarking on e-Procurement projects. The Programme therefore ideally suits officers / executives involved in Purchase / Projects / IT from these organizations who have the responsibility for implementing the e-Procurement initiatives in their organizations. Organizations who have implemented e-Procurement may send users for awareness building.

Organizational sponsorship is essential.

Programme Outcome

It is envisaged that at the end of the programme, participants would gain a better understanding of the ingredients of successful e-Procurement implementation, such as :

- a) Leveraging Internet for procurement
- b) Process improvements in procurement.
- c) Software tools and technologies available for e-Procurement.
- d) Developing a road-map for e-Procurement implementation.
- e) Managing e-Procurement projects.
- f) Understanding people issues in implementation.

Venue

The Programme is fully residential and the participants will be accommodated in single air-conditioned rooms in the Bella Vista or the College Park Campus of the College at Hyderabad. The College does not provide accommodation for the family. Transport between Airport / Railway Station and Campus will be arranged by the College.

Duration

The Programme duration is from **Monday, May 4 to Wednesday, May 6, 2009**. The participants are expected to arrive a day before the commencement and may leave after the conclusion of the programme.

Programme Fee

Rs. 19,000/- (US \$ 590 if foreign) plus Service Tax @10.30% per participant will be charged to cover tuition, board and lodging, courseware and other facilities of the College including Internet usage. Local participants not availing hostel accommodation will be given a discount of Rs. 1,000/- per day for the duration of the programme.

A concession of ten per cent is given to the second nominee and onwards. A ten per cent concession is also given to a woman participant, if she is a lone nominee.

Since the College enjoys exemption from Income Tax, please do not deduct tax.

Last date for Nomination

The nomination form duly filled in along with the Demand Draft made out in favour of **"Administrative Staff College of India"** payable at Hyderabad should reach the **Programmes Officer** by **April 20, 2009**.

Last date for withdrawal

April 27, 2009. Any withdrawals after this date will entail forfeiture of fee paid.

ASCI Alumni Association

Participants of College Programmes will automatically become members of ASCI Alumni Association.

Certificate of Participation

The College issues a Certificate of Participation on conclusion of the Programme

Programme Director

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