



10th Online Instructor-Led Training Program

(20- 31 January 2025)

Excluding Saturday & Sunday



PROCUREMENT FRAMEWORK for WORLD BANK AIDED PROJECTS

(With technical support from The World Bank)



With technical support from

PPPAI's

STAKEHOLDERS:



THE WORLD BANK
IBRD • IDA | WORLD BANK GROUP



International
Trade
Centre



**ASIAN INFRASTRUCTURE
INVESTMENT BANK**



**New
Development
Bank**



ASIAN DEVELOPMENT BANK

*Discover the power of the **World Bank Procurement Framework** in achieving sustainable development goals through inclusive and accountable procurement processes.*



Overview:

PPPPI and ISM-INDIA are conducting a 2-weeks ONLINE training program on **The Procurement Framework for World Bank Aided Projects” with technical support from the World Bank.**

The World Bank Procurement Framework **supports Countries to achieve value for money with integrity in delivering sustainable development through** inclusive, accountable, and coordinated procurement processes.

The world bank's procurement framework aims to **maximize the strategic role of procurement** to achieve development effectiveness goals by:



- **Enhancing Efficiency:** Recognizing the growing demand for improved efficiency in public expenditure, the framework aims to enable countries to optimize their spending. This optimization allows for increased investments in vital public services like education, healthcare, and infrastructure, consequently fostering enhanced development outcomes.
- **Modernizing procurement:** The framework seeks to revamp procurement practices by prioritizing flexibility, quality, and maximizing the value derived from public expenditure. By emphasizing adaptability to individual country contexts, the modernization efforts aim to ensure that procurement processes are fit-for-purpose.
- **Strengthening National Procurement Systems:** The framework promotes the empowerment of national procurement systems to effectively support sustainable development objectives. By strengthening these systems, countries can better align their procurement practices with their long-term development goals.
- **Enhancing Transparency:** The framework advocates for increased transparency in public spending. Leveraging information and communication technology (ICT) and other innovative tools in public procurement, it aims to provide greater visibility into the utilization of public funds, ensuring accountability and preventing corruption.



Training Mode: **ONLINE**



Duration:



10 *days*



Training Schedule:

- **Timings:** 11.30am to 5:00pm IST
- **Break Time:** 1 Hour Break (1.30pm -2.30pm IST).



Training Fee:

INR 35000/- Plus 18% GST for Indians || **US \$500/-** for Foreigners



Certificate:

- All the participants will get **Certificate of Participation** after the training program.
- The **Certificate of Accomplishment** will be awarded to those who will participate in the **post training assessment test** and score above 60%. If participants choose to take the test, there is an additional cost of **USD \$50 or INR 2500/-**.



How to Register:

You are welcome to call us at +91 95996 51911/ +91 99711 71220 or write us at contact@ism-india.org or contact@pppai.org.

Tentative Agenda: WB Procurement Framework

Day 1: 20 January 2025		
11:30am-12:00pm	Mr. Krishan Batra	Welcome & Introduction Session
12:00pm-12:45pm	Mr. V.S. Krishnakumar	ICE BREAKER (TED talk on 10 Ways to have Better Conversations and A brief on Knowledge, Understanding and Wisdom)
12:45pm- 2.00pm	Mr. V.S. Krishnakumar	Introduction to World Bank and its core values, Country Partnership Framework, Project Documents, Financing Instruments.
2:00pm - 2:30pm		BREAK TIME
2:30pm- 5:00pm	Mr. Shivendra Kumar	Procurement Policy & Procurement Regulations. (Section I, II, III, V)
Day 2: 21 January 2025		
11:30am-1:30pm	Mr. Shivendra Kumar	Procurement Policy & Procurement Regulations. (Section I, II, III, V) (Cont.)
1:30pm– 2:30pm		BREAK TIME
2:30pm– 5:00pm	Mr. Krishan Batra	PPSD & Procurement Plan
Day 3: 22 January 2025		
11:30 am- 1:30 pm	Mr. Shivendra Kumar	Procurement Methods for Goods, Works, Non- Consulting (Section VI)
1:30 pm – 2:00 pm		BREAK TIME
2:00 pm – 3:30 pm	Mr. Shivendra Kumar	Procurement Methods for Goods, Works, Non- Consulting (Section VI) (Cont.)
3:30 pm -5:00 pm	Mr. Shivendra Kumar	Procurement of Works; Main features of SPD for small works.
Day 4: 23 January 2025		
11:30am-2:00pm	Mr. Shivendra Kumar	Procurement of Works; Main features of SPD for small works. (Cont.)
2:00pm– 2:30pm		BREAK TIME
2:30pm– 5:30pm	Mr. V.S. Krishnakumar	Group Exercise: A complex case study on Procurement, Corruption and Technical Issues

Day 5: 24 January 2025		
11:30am-1:30pm	Mr. Shivendra Kumar	<ul style="list-style-type: none"> • SPD for Design build works; • Procurement of Goods; Main features of SPD for Goods.
1:30pm-2:30pm		BREAK TIME
2:30pm- 5:00pm	Mr. Shivendra Kumar	Procurement of Goods; Main features of SPD for Goods. (Cont.)
Day 6: 27 January 2025		
11:30am-1:30pm	Ms. Geeta Shivdasani, WB	Procurement of Consulting Services: SPD, Approved Selection Method, Market Approach's.
1:30pm – 2:30pm		BREAK TIME
2:30pm- 3:30pm	Ms. Geeta Shivdasani, WB	Selection & Employment of Consultant (EOI, RFP)
3:30pm- 5:00pm	Ms. Geeta Shivdasani, WB	Selection & Employment of Consultant (Evaluation and other aspects)
Day 7: 28 January 2025		
11:30am-12:30pm	Mr. V.S. Krishnakumar	Integrity in World Bank Funded Operations and Complaint Management
12:30pm-1:30pm	Mr. Krishan Batra	Legal Aspects of Procurement
1:30pm – 2:30pm		BREAK TIME
2:30pm- 5:30pm	Ms. Payal Malik, WB	STEP & Contract Management Module
Day 8: 29 January 2025		
11:30am-1:30pm	Mr. Krishan Batra	Cross Border Procurement; INCOTERMS, LC, Insurance
1:30pm – 2:30pm		BREAK TIME
2:30pm- 3:30pm	Mr. V.S. Krishnakumar	Governance in Procurement with specific reference to Conflicts of Interest
3:30pm- 5:30pm	Mr. V.S. Krishnakumar	Rated Criteria and Abnormally Low Bids
Day 9: 30 January 2025		
11:30am- 1:30pm	Mr. V.S. Krishnakumar	Group Exercise: Case study on bidding process, bid patterns and evaluation of bids, including price adjustment versus fixed price provisions
1:30 pm – 2:30pm		BREAK TIME

2:30 pm- 3:30pm	Mr. Krishan Batra	E-Procurement Experiences
3:30 pm- 5:00pm	Mr. Krishan Batra	Sustainable Procurement
Day 10: 31 January 2025		
11:30am- 2:00 pm	Mr. V.S. Krishnakumar	Public Private Partnership
2:00 pm- 3:00 pm	BREAK TIME	
3:00pm- 3:30 pm	Mr. Krishan Batra	Jeopardy Games
3:30pm- 4:00pm	Mr. Krishan Batra & Mr. Shanker Lal	Experience Sharing, Feedback & Wrap-Up by Participants and Closing Session.

Note:

- On certain days, sessions after break may be rescheduled to accommodate international speakers from other geographies.
- Lunch Break will be readjusted to accommodate the additional time for specific subjects based on the request of participants and speakers.



Krishan K. Batra
CEO,
ISM-INDIA & PPPAI

Mr. Krishan K. Batra has diverse experience of 4 decades in the field of Technology, Procurement & SCM in different parts of the World. Presently he is **the President & CEO of ISM-INDIA**, which is an affiliate of ISM, USA with chapters in 71 countries. During his employment with the UN organization as Head & Chairperson of the Procurement & Supply Chain, he was instrumental in re-engineering business processes and implementing ERP worldwide.

He worked closely with the World Bank, EU and US Government to harmonize the Procurement Processes. He is the founder and developer of **UNSPSC Classification Standard** (Procurement Taxonomy) which is used by **SAP, ORACLE**, and many others as a global standard. He has represented the UN for greening Procurement in various international conferences. He is an Advisor of Economic Times on use of new technology to digitize the Procurement & Supply Chain.

He started his career with Voltas Ltd. after completing M. Tech from IIT Delhi. Later he completed MBA from Syracuse University in the USA. He is instrumental in developing the various certification programs in the field of Procurement & SCM including Blockchain Technology.



V.S. Krishnakumar

Ex-Practice Manager, Solutions and Innovations in Procurement, Europe & Central Asia Region, The World Bank

Mr. V.S. (Krish) Krishnakumar is a seasoned expert with over 40 years of experience in procurement, contracting, and supply chain management across private and public sectors, including a distinguished tenure at the World Bank. He has managed procurement for 600+ projects across 45 countries in **Sub-Saharan Africa**, contributed to the World Bank's Procurement Reform, and retired as Practice Manager for Solutions and Innovations in Procurement for **Europe and Central Asia**.

Post-retirement, he has served as a Lead Procurement Consultant for the **Asian Development Bank**, conducted procurement training workshops globally, and delivered lectures at the **Universities of Rome and Belgrade**.

With extensive expertise in managing large-scale international projects, Krish advocates integrating **behavioral science** into procurement practices to address complex challenges and improve development outcomes.



Shanker Lal
Country Procurement Lead,
India, The World Bank

Mr. Shanker Lal is the **World Bank Country Procurement Lead for India**, based in New Delhi. A Fellow of the Chartered Institute of Procurement and Supply (FCIPS), he holds a postgraduate degree in Mechanical Engineering from IIT-BHU and a Graduate Diploma in Purchasing & Supply from CIPS, UK. Since 2014, **he has led the Bank's procurement team in India**, supporting Bank-financed operations, driving procurement reforms, and spearheading capacity-building initiatives in partnership with top institutions.

He played a key role in establishing the **Public Procurement Professional Association of India (PPPAI)** and has authored several studies, blogs, and a guidebook on framework agreements. Before joining the Bank, he served as Deputy Head (Contracts and Procurement) for DFID, **Government of the UK**.



Shivendra kumar
Consultant
The World Bank

Mr. Shivendra Kumar is an engineering graduate with over **45 years' experience** in Public Procurement in Government of India and in the World Bank. He joined Indian Railways as an Indian Railways Stores Service officer in 1969, and **retired from Railways as General Manger**, Integral Coach Factory, Chennai in 2005. Since then, he has been working with the World Bank as a Procurement Consultant and in India, Sri Lanka, Jordan and Yemen.

His public procurement experience on Indian Railways and public sector undertakings RITES and CRIS covered purchase, disposal, policy & budgeting, materials management, e-procurement, and training. His World Bank experience includes procurement related issues in preparation and negotiation of new Loans/ Credits/ Grants, capacity and risk assessment, project documentation, procurement supervision, preparation of manuals and model procurement documents, and training in World Bank procurement procedures etc.



Payal Malik Madan
Program Asst. Specialist
The World Bank

Ms. Payal Malik Madan is working with World Bank Procurement team in India for about 16 years and supports the team in administration and client services activities, knowledge management, networking efforts, and etc.

She is one of the STEP champions for the South Asia Region. She has delivered many STEP trainings for India as well as at the Region level for the World Bank Clients.



Geeta Shivdasani
Procurement Specialist
The World Bank

Ms. Geeta Shivdasani is a public procurement professional with over 25 years of progressive experience in procurement and project management with the government. **She is a Procurement Specialist at the World Bank**, based in New Delhi. In her current position, she is involved in project procurement supervision and capacity building with various Project Implementation Units.

Shivdasani has authored several blogs, has worked on various capacity building initiatives, carried out procurement research and analytics, and has recently been involved in procurement assessment for India.

Her areas of interest are **procurement capacity building and procurement analytics**. Shivdasani holds an Honors degree in Economics as well as an MCIPS Diploma in Procurement and Supply from the Chartered Institute of Procurement and Supply [CIPS], UK.



Training Testimonials: Below are the few testimonials about our training program. We have trained **400+ participants from 65+ countries** in our recent programs on The World Bank Procurement Framework.



Kingsley Ensah

1 review

★★★★★ 3 weeks ago **NEW**

The 10 business days training conducted by Institute for Supply Management India (ISM - India) on The World Bank Procurement Framework (latest version) is really educative to me as a procurement practitioner who has no experience on The World Bank Procurement Framework, and it is a capacity building that had enhanced my knowledge generally in procurement processes and specifically in The World Bank Procurement and Contract management Regulations.



Augustina Illimoe

1 review

★★★★★ 4 months ago

The **training** was mind-blowing experience for me. Its one of the best I have attended so far.



Fathuddin Fazli

1 review · 1 photo

★★★★★ a month ago

First of all thank you from ISM-india and WB to pave the way a great opportunities to learn role and regulation of procurment to remain a sucessful in today's modern business environment. Within ten days we received comprhensive materials which are relevant with our to days duties and activities , all instructors explain analytical subjects respond our question timley and session conducted and managed on time. Through this training now we are ensuring how to manage resources , supplier communication, contract managment and over all stage of procurment as well as consideration of policy WB for those projects which funded by WB.

Thank you for your support and coopration



MEENAKSHI TYAGI

1 review

★★★★★ 2 weeks ago **NEW**

The 10 days online training program was very enriching. Krishan Sir and all the speakers were very thorough in delivering lectures and resolving queries. A very special thanks to Arun and ISM for organizing it so efficiently.



Jyotiranjana Pradhan

2 reviews · 13 photos

★★★★★ 3 weeks ago **NEW**

Very good learning platform for professional seeking to explore Public procurement procedures for MDB.

Our Existing PPPAI Members from: (Glimpse)



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Southern Peripheral Road, Sector 74A,
Gurugram-122004, Delhi-NCR, INDIA

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For additional information please visit our website –

www.ism-india.org | www.pppai.org

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