



**2 Days
Online
Instructor-
Led Training
Program**

Mastering Strategic Supplier Selection

(QCBS, Rated Criteria & Weighted Methods)

**Choose Suppliers
Strategically, & Effectively!**

Mastering Strategic Supplier Selection (QCBS, Rated Criteria & Weighted Methods)

1. OVERVIEW

In today's complex and performance-driven procurement landscape, selecting the right supplier goes far beyond choosing the lowest bidder. This training is designed to equip procurement professionals with the tools, frameworks, and practical know-how to make well-informed, strategic supplier decisions using rated criteria, QCBS (Quality- and Cost-Based Selection), and weighted scoring methods.

Participants will learn how to design transparent and objective evaluation processes that align with organizational goals—balancing quality, cost, risk, and sustainability in supplier selection.

Learning Objectives:

- ❖ Understand the strategic importance of supplier selection.
- ❖ Learn how to design and apply rated criteria in tenders and RFPs.
- ❖ Master the QCBS approach, its rationale, and calculation methodology.
- ❖ Apply weighted evaluation techniques in both public and private sector settings.
- ❖ Avoid common pitfalls in scoring and evaluation.
- ❖ Practice supplier evaluation using realistic case studies and templates.

2. COURSE CONTENT

Module 1: Understanding Strategic Supplier Selection

- ❖ What makes supplier selection "strategic"?
- ❖ Risks of poor selection decisions
- ❖ Total Cost of Ownership (TCO) perspective
- ❖ Importance and Challenges in Public Sector Procurement
- ❖ Key Procurement Methods: QCBS, Least Cost Selection, and Others

Module 2: Introduction to QCBS

- ❖ Overview of the QCBS approach.
- ❖ Explanation of the principles behind QCBS and its advantages compared to other selection methods.
- ❖ Provisions in Government of India rules
- ❖ Provisions for World Bank financed Projects.

- ❖ Provisions for ADB financed Projects.

Module 3: Preparation of Tender Documents for Works and Non-Consulting Services

- ❖ Guidance on preparing tender documents that clearly define technical requirements and evaluation criteria.
- ❖ Instructions on including quality and cost components in the tender documents.

Module 4: Evaluation Process

- ❖ Training on the evaluation process, including the formation of evaluation committees and their roles.
- ❖ Explanation of how technical proposals and cost proposals are evaluated separately and then combined.

Module 5: Quality Evaluation Criteria

- ❖ Identification of key quality criteria relevant to works projects, such as technical specifications, experience, and methodology.
- ❖ Methods for scoring and weighting quality criteria to ensure objectivity and consistency.

Module 6: Cost Evaluation Criteria

- ❖ Guidance on evaluating cost proposals, including the use of price schedules and cost breakdowns.
- ❖ Techniques for comparing costs and assessing value for money.

Module 7: Contract Award

- ❖ Procedures for determining the winning bidder based on the combined scores of qualities and cost.
- ❖ Steps for contract negotiation and finalization with the selected bidder.

Module 8: Case Studies & Practical Examples

This session will cover various case studies covering procurement of Works and Non-Consulting Services under different financing (i.e. Government of India, World Bank, and ADB).

Module 9: Closing Session

- ❖ Recap of Key Learning Points
- ❖ Final Q&A
- ❖ Distribution of Certificates
- ❖ Closing Remarks



- **Training Mode:** ONLINE
- **Date & Time:** 15-16 May 2025 | 11:30 AM- 5:30 PM IST



- **Duration:** 2 Days



- **Training Fee:**

For Indians: -

- INR 10,500/- + 18% GST (For members of ISM-INDIA & PPPAI)
- INR 11,500/- +18% GST (Non-Members)

For Foreigners: -

- US \$150/- (For members of ISM-INDIA & PPPAI)
- US \$180/- (Non-Members)

**Note: 10%
Discount for
the female
participants.**



- **Certificate:**

- All the participants will get Certificate of Participation after the training program.
- The Certificate of Accomplishment will be awarded after the Post Assessment Test.
- 12 CEHs are awarded after completion the masterclass



- **Contact Us for More Information:**

- Please call us at +91 95996 51911 +919971171220 or write to us at Shubham.gulia@ism-india.org or contact@ism-india.org.