

PROGRAMME 1

STRATEGIC LEVEL

CAPACITY DEVELOPMENT PROGRAMME

World Bank Procurement Framework

(Updated Version - till September 2025)

Strategic Procurement

Designed for Procurement Heads, Project Directors, PMUs / PIUs and Senior Procurement Specialists

Strategy. Judgment. Governance. Value. Development Outcomes.

A focused 5-day senior-level programme built around the strategic decisions that shape World Bank-aided projects before and during procurement - including PPSD, market analysis, fit-for-purpose procurement, risk, contracting strategy, Rated Criteria, Value for Money, sustainable procurement, governance and strategic contract management.

PROGRAMME DATES

26-30 October 2026

5 Days | Live Online

LEARNING DURATION

20 Learning Hours

4 hours of learning each day

DELIVERY MODE

Live Online

Interactive, expert-led sessions

SESSION TIMINGS

11:30-13:30 & 14:30-16:30 IST

Break: 13:30-14:30 IST

PPSD & STRATEGY

VALUE FOR MONEY

GOVERNANCE & RISK

SUSTAINABILITY &
INTELLIGENCE

STRATEGIC DECISION ARCHITECTURE

Project Objectives

Market &
Stakeholders

Risk

PPSD

Procurement
Approach

Contract Strategy

Rated Evaluation

Value for Money

Governance & KPIs

Development
Outcomes

FROM COMPLIANCE TO DEVELOPMENT OUTCOMES

01 PROGRAMME DESIGN & STRATEGIC FOCUS

TWO TRACKS, TWO AUDIENCES, ONE FRAMEWORK

Why a Strategic-Level Programme?

The programme is structured by capability rather than by simply splitting a syllabus. Strategic and practitioner audiences require different learning outcomes.

STRATEGIC LEVEL

PPSD, fit-for-purpose procurement, Value for Money, market analysis, risk and procurement strategy - the decisions that shape a project before execution begins.

WORLD BANK FRAMEWORK ALIGNMENT

PPSD is intended to connect procurement decisions with project development objectives and Value for Money - the principle anchoring this strategic learning path.

PROGRAMME AT A GLANCE

- Day 1** World Bank Procurement: From Compliance to Development Outcomes
- Day 2** PSD, Market Analysis & Procurement Strategy
- Day 3** Strategic Procurement Choices & Contracting Strategy
- Day 4** Rated Criteria, VfM & Sustainable Procurement
- Day 5** Governance, Intelligence & Strategic Contract Management

Duration	5 Days
Audience	Senior / decision-making procurement leadership
Orientation	Judgment, strategy and development outcomes
Centerpiece	PPSD as a strategic tool

02 WHO SHOULD ATTEND?

- Procurement Heads & Managers
- Project Directors & Coordinators
- PMU / PIU Officials
- Contract & Supply Chain Leaders

- Development Partners & Consultants
- Government Officials involved in WB-aided projects
- Senior Procurement Specialists
- Strategic procurement decision-makers

03 PROGRAMME FEE

INDIAN PARTICIPANTS

INR 25,000/-
+ 18% GST

FOREIGN PARTICIPANTS

US \$300
per participant

Special Discounts: Female participants are eligible for a **10% discount**. Groups of **3 or more participants** will receive a **20% discount**.

1 DAY 1 - FROM COMPLIANCE TO DEVELOPMENT OUTCOMES

SESSION 1

World Bank Project Cycle & Role of Procurement

- World Bank Project Cycle
- Where procurement influences project outcomes
- Procurement as a development enabler rather than an administrative process

SESSION 2

Evolution of the World Bank Procurement Framework

- Evolution from the 2016 Framework to the current framework
- Current Procurement Regulations for IPF Borrowers
- Key changes in procurement thinking

SESSION 3

Core Procurement Principles

- Value for Money
- Economy & Efficiency
- Integrity
- Fit-for-Purpose
- Transparency & Fairness

SESSION 4

From Lowest Cost to Value for Money

- Lowest price vs lowest evaluated cost
- TCO / Lifecycle Cost
- Quality, Risk, Sustainability and VfM

STRATEGIC PIVOT

A major strategic session - moving the discussion from price-led procurement toward broader Value for Money and project outcomes.

2 DAY 2 - PPSD, MARKET ANALYSIS & PROCUREMENT STRATEGY

SESSIONS 1 & 2 - PROGRAMME CENTERPIECE

Project Procurement Strategy for Development (PPSD)

- Development objectives
- Procurement objectives
- Project environment
- Stakeholder analysis
- Procurement complexity
- Agency capability
- Supply-market analysis
- Procurement risk
- Contract packaging
- Approach to market
- Selection methods
- Procurement Plan
- Strategy implementation

SESSION 3

Supply Market Analysis & Early Market Engagement

- Market structure, supplier capability & competition analysis
- Market capacity & supplier risks
- Market engagement & packaging strategy
- Domestic vs international market
- Developing competitive markets

SESSION 4

Procurement Risk Management

- Market, supply, contract, financial, delivery & capacity risk
- ESG / environmental and social risk
- Risk allocation and mitigation

SOURCE INSIGHT

The PPSD provides the basis and justification for procurement decisions, demonstrating how procurement supports project development objectives and delivers VfM through a risk-based approach.

3

DAY 3 - STRATEGIC PROCUREMENT CHOICES & CONTRACTING STRATEGY

SESSION 1

Selecting the Right Procurement Approach

- Goods, Works, Non-Consulting & Consulting Services
- Open vs limited competition; Direct selection
- National vs international market
- Single-stage vs multi-stage
- RFB vs RFQ vs RFP

SESSION 3

Strategic Overview of Contract Models

- Traditional works contract
- Design-Build
- EPC / Turnkey
- Performance-based contracts
- Framework-type arrangements, where applicable

SESSION 2

Contracting & Packaging Strategy

- Single large package vs multiple packages
- Competition vs aggregation
- Risk allocation & market capability
- Interface risks
- Delivery schedules

SESSION 4

FIDIC from a Strategic Perspective

- Why FIDIC
- Employer / contractor risk allocation
- Engineer's role
- Major contractual risks
- Claims / disputes
- Selecting appropriate contract arrangements

LEADERSHIP QUESTION

Which contracting model delivers the best project outcome and allocates risk to the party best able to manage it?

4

DAY 4 - RATED CRITERIA, VFM & SUSTAINABLE PROCUREMENT

SESSIONS 1 & 2

Rated Evaluation Criteria

- Price vs non-price criteria
- Quality evaluation
- Developing meaningful Rated Criteria
- Weightings & technical scoring
- Risk considerations
- Linking criteria with PPSD
- Most Advantageous Bid / Proposal

SESSION 3

Value for Money

Price → Cost → TCO/LCC → Quality → Risk → Sustainability → Vfm

SESSION 4

Sustainable & Climate-Smart Procurement

- Environmental & social considerations
- Economic sustainability & lifecycle approach
- Carbon / environmental performance
- Sustainable specifications & evaluation criteria
- Supplier sustainability requirements
- Contract KPIs

SOURCE INSIGHT

Rated Criteria are presented in the source programme as the default / mandatory approach for most World Bank-funded international competitive procurements, rather than price-led selection.

DAY 5 - GOVERNANCE, INTELLIGENCE & STRATEGIC CONTRACT MANAGEMENT

SESSION 1

Procurement Governance & Integrity

- Governance & accountability
- Conflict of interest
- Fraud and corruption
- Procurement complaints
- Transparency & oversight
- Decision rights

SESSION 2

Strategic Contract Management

- Contract Management Plan
- Critical contracts & KPIs
- Supplier / contractor performance
- Milestones & risk management
- Value realization
- Escalation and governance

SESSION 3

Data-Driven Procurement & Emerging Technologies

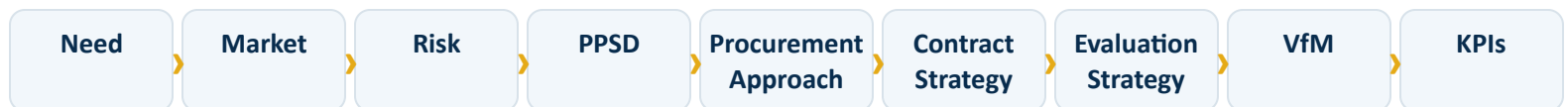
- Data → Analytics → Insights → Intelligence → Decision-Making
- Procurement dashboards
- Spend & market intelligence
- Risk analytics & supplier intelligence
- AI applications & predictive analytics
- Digital procurement governance

SESSION 4

Capstone: Developing a Procurement Strategy

A realistic project case used as the strategic conclusion to the programme.

CAPSTONE DECISION PATH



PROGRAMME FOCUS

This strategic-level programme focuses on strategy, decision-making, planning, governance and delivery of development outcomes. It is designed to equip senior professionals with the knowledge and tools required to make high-impact procurement decisions under the World Bank Procurement Framework.



KEY PARTICIPANT BENEFITS

20

20 CEHs Certificate

Earn 20 Continuing Education Hours for successful participation in the 5-day programme.



Recorded Videos

Access recorded videos of all training days for revision and continued learning.

eB

Ebook for All Sessions

Receive digital learning material / ebook support covering all programme sessions.



CERTIFICATION & REGISTRATION

Certificate of Participation

All participants will receive a **Certificate of Participation** after completion of the training programme.

Certificate of Accomplishment

The **Certificate of Accomplishment** will be awarded to participants who choose to take the post-training assessment test and score above **60%**.

Optional Assessment Fee: USD \$50 or INR 2,500/- additional. The assessment is optional and is required only for participants seeking the Certificate of Accomplishment.



CONTACT DETAILS

Phone +91 97739 49444
+91 99711 71220

Email contact@ism-india.org

Website www.ism-india.org

Address 1911, Tower 4, DLF Corporate Greens,
Southern Peripheral Road, Sector 74A,
Gurugram - 122004, Delhi-NCR, India

REGISTER FOR THE STRATEGIC LEVEL PROGRAMME

26-30 October 2026

Live Online | 20 Learning Hours

4

HOW TO REGISTER

1

Share participant details

Name, designation, organization, email and mobile number.

2

Receive confirmation

Our team will confirm registration and payment instructions.

3

Complete fee payment

Indian: INR 25,000 + 18% GST
Foreign: US \$300

4

Join live sessions

Login details and joining instructions will be shared before the programme.

Special Combined Programme Fee

Participants enrolling in **both Programme 1 (Strategic Level) and Programme 2 (Executive Level): INR 35,000 + 18% GST** for Indian participants or **US \$500** for foreign participants.

Discounts: 10% for female participants. 20% for groups of 3 or more participants. Seats may be limited; early registration is recommended.

STRATEGIC PROCUREMENT

Stronger Governance. Better Development Outcomes.