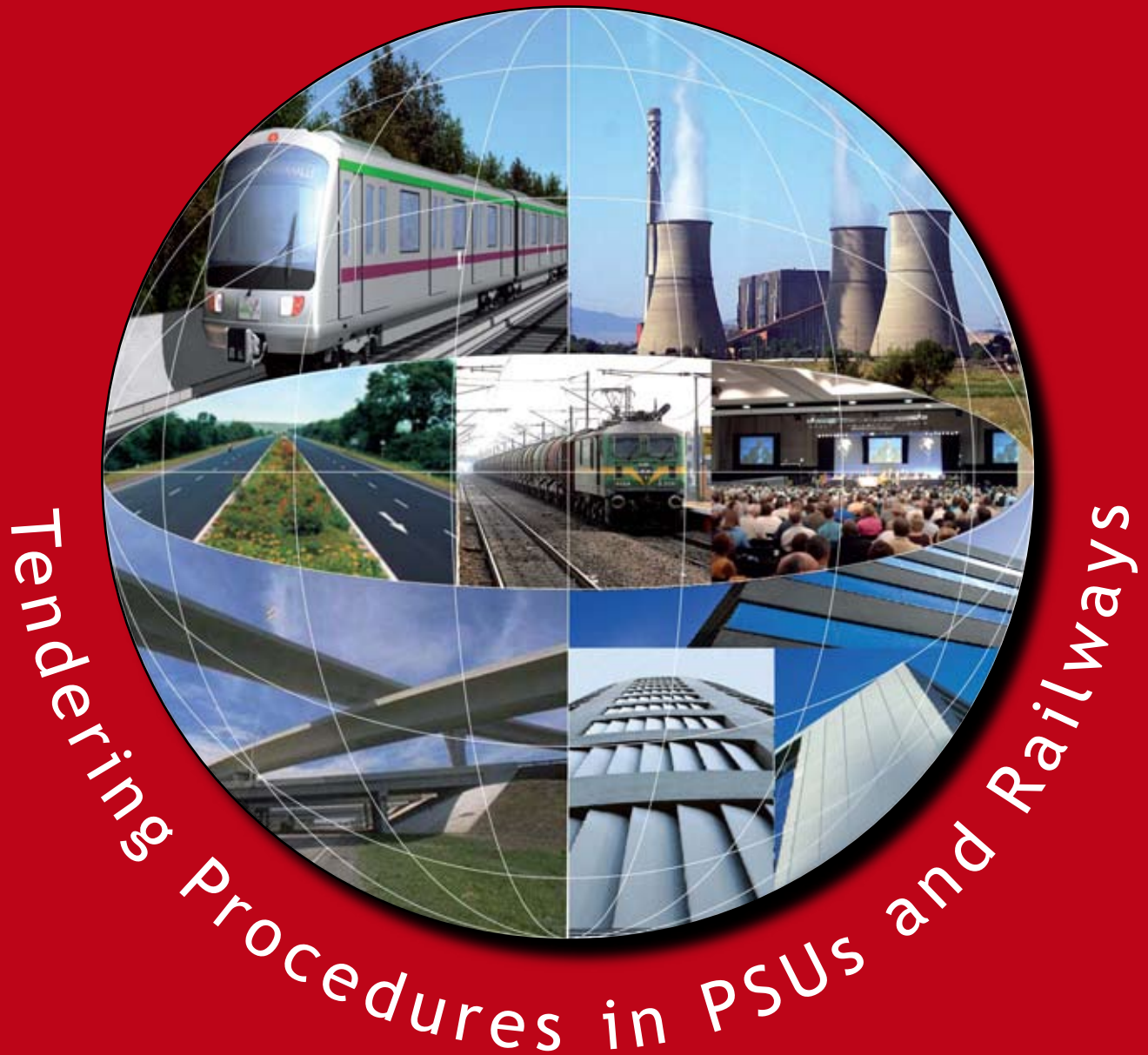


CONFERENCE ON



Tendering Procedures in PSUs and Railways

DATE
January 8, 2010

VENUE Hotel The Park, 15 Parliament Street New Delhi

ORGANISED BY
Euclid Infotech Pvt Ltd



Centre for Promoting Sustainable Growth

Tejinder Singh Laschar, I.E.S.
Sr. Economic Advisor (Retd.)



OVERVIEW AND OBJECTIVE OF THE CONFERENCE

The primary objective of the conference is to bring together various stakeholders in Public Procurement like Government Departments, PSUs, Railways, State Govts & Private organizations by providing them a common platform to discuss critical issues and best practices that should be followed. The ultimate objective belong to achieve, overall efficiency and effectiveness in the Public Procurement Process.

In today's business environment, PSUs need to operate in a competitive environment like a private organization, with freedom, transparency and accountability. Further, the use of tax payer's money, calls for adoption of efficient, responsive and transparent procurement procedures.

To sustain in the present competitive world, today's PSUs & Govt enterprises need to develop linkages with their suppliers. Although the ever expanding IT sector is bringing a paradigm shift in the Public Procurement Process, yet certain areas still have a challenge for stakeholders, like "GFR-2005" which came into effect from July 01, 2005. Not every one is clear about them and number of ambiguities remains unanswered.

The conference will give opportunity to discuss issues like Innovative Purchasing, e-Procurement, Environmental Aspects of Purchasing, need for policy review, regulatory framework and many other related issues.

CONFIRMED SPEAKERS

ONGC: Mr. S. R. Athawale, ED-Chief Material Management
 Railway: Mr. Arvind Kishore, CSO-Northern Railway
 GAIL: Mr. S. K. Singh, ED-Contracts and Procurement
 NTPC: Mr. V. K. Dassani, Addl. GM-Contracts and Projects
 HPCL: Mr. H. L. Zutshi, Ex/CMD-HPCL

TOPICS TO BE COVERED

- * Procurement Process and Procedures in PSUs and Railways
- * Procurement Volumes
- * Future Procurement Plan
- * Case studies
- * Major Mistake made by Bidders
- * Expectation from Supplier Community
- * Role of New Technology in Procurement Process
- * E-Procurement Process and their benefits

WHO SHOULD ATTEND ?

- * CEOs' & CFOs'
- * Purchasing and supply Managers
- * Finance and Accounts Managers
- * Contract Managers
- * Procurement Managers
- * Business Development Managers
- * Operation Managers
- * Project Managers
- * Commercial Managers
- * Strategic Managers
- * Auditors, Supply Controllers
- * Administrative Officers
- * All Managers involved in purchasing operations in Public Sector Units (PSU's), Defense, Railways, CPWD and other Govt. Departments.

BENEFITS TO THE PARTICIPANTS

It will be a unique opportunity to participants to interface with decision makers in PSUs, Railways, CEO's, policy makers and professionals from different industry.



TENTATIVE SCHEDULE

9.30-10.00 AM	- Registration and Tea	1.00-2.00 PM	- Lunch
10.00-10.45 AM	- Inaugural Session - Opening Remarks Tejinder Singh Lascher (I.E.S) Ex Senior Economic Advisor - Insight on Public Procurement Process - Remarks from Mr H.L.Zutsi (Ex CMD-HPCL) - Public Procurement Process in HPCL	2.00-2.45 PM	- Presentation from Indian Railways by Mr Arvind Kishore (Controller Store Northern Railway) - Railway Procurement Process with case studies - Major Mistake done by the bidders - Current procurement plan
10.45-11.15 AM	- Presentation from ONGC by Mr S.R.Athawale-Executive Director (Chief Material Management) - ONGC Procurement Process with case studies - Major Mistake done by the bidders - Current procurement plan	2.45-3.30 PM	- Presentation from NTPC by Mr V.K.Dassani (Addl GM Contract and Projects) - NTPC Procurement Process with case studies - Major Mistake done by the bidders - Current procurement plan
11.15-11.30 AM	- Q&A with Delegates	3.30-4.00 PM	- Q&A Session with Railway and NTPC
11.30-12.30 AM	- Presentation from GAIL by Mr S.K.Singh-Executive Director (Contract and Management) - GAIL Procurement Process with case studies - Major Mistake done by the bidders - Current procurement plan - Discussion on New Trends Like Reverse Auction, e-tendering etc	4.00-4.15 PM	- Tea Break
12.30-1.00 PM	- Some Specific Case Studies with GAIL and Q&A	4.15-4.45 PM	- Presentation from Central Vigilance Commission - Guidelines on Public Procurement Process
		4.45-5.15 PM	- Presentation from NHPC - Procurement Plan, budgets and projects for NHPC - Procurement Procedure in NHPC - Advise to bidders
		5.15-5.45 PM	- Q&A and closing remarks

SPONSORSHIP OPPORTUNITIES

GOLD: Rs. 5 Lacs

Benefits:

- Company name on publicity material
- Company name for morning tea sponsorship
- 10 minutes presentation in Technical Session
- Company name on backdrop
- 5 Complimentary delegate pass
- Table space in lobby for display of brochures

Silver: Rs. 3 Lacs

Benefits:

- Company name on publicity material
- Company name in website
- 3 Complimentary delegate pass
- Company name on backdrop
- Company names for high tea sponsorship
- 5 minutes presentation in Technical Session

Co-sponsor: Rs. 1 Lac

Benefits:

- Company name on publicity material
- Company name in website
- 3 Complimentary delegate pass
- Company name on backdrop
- 5 minutes presentation in Technical Session

ABOUT THE ORGANIZERS

The conference is being organized by Centre for Promoting Sustainable Growth and M/s Euclid Infotech Private Limited (Tendersinfo.com). Euclid has engaged itself in Research and Conferences with International Organizations like World Bank, ADB, IFC, NTPC and some other reputed organizations, which have been a success story. Tendersinfo is the largest and most comprehensive source of International Tenders, Bids, RFP's, Contracts, Upcoming Project Information, Procurement News, Buyer Profiles and Bidding Consultancy from the Public Procurement Domain Worldwide. Their Business Intelligence products include online information on Govt. Tenders, Contract Information, Business News, Procurement News and Project Information related to B2B Sector. Their Online Information Databases are a compilation of Information from over 180 Countries.

For more information, please visit www.tendersinfo.com





CONFERENCE ON

TENDERING PROCEDURES IN PSUS AND RAILWAYS

DATE: 8 January, 2010. VENUE: Hotel The Park, 15 Parliament Street, New Delhi

REGISTRATION FORM

DELEGATE FEE: 5000 + Service Tax (10.3%) = INR 5515

PERSONAL DETAILS

Name _____

Designation _____ Organisation _____

Mailing Address _____

Telephone _____ Fax _____

Mobile _____ Email _____

FOR PAYMENT BY CASH / CHEQUE / DEMAND DRAFT (By Demand Draft / Cheque in favour of Euclid Infotech Pvt. Ltd.)

Demand Draft / Cheque of Amount _____ Draft/ Cheque No. _____

Drawn on Bank _____ Date _____

FOR PAYMENT BY CREDIT CARD (Details to be furnished by filling the Bank Authorisation Form Below)

I hereby authorise Euclid Infotech Pvt. Ltd. to charge my Credit Card for the amount of

INR _____ In Words _____

towards the registration fees for the "Conference on Tendering Procedures in PSU's and Railway's, January 8, 2010 at the Park Hotel, New Delhi

My Credit Cards Details are:

Name of the Card Holder _____

Credit Card No. Date of Expire /

Visa Master Card American Express

Signature of the Card Holder _____ Date _____



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Centre for Promoting Sustainable Growth