



सत्यमेव जयते  
Ministry of Finance  
Government of India

**AIMA**

ALL INDIA MANAGEMENT ASSOCIATION

# Global Procurement Summit 2021

Procurement as Enabler for  
COVID-19 Emergency Response

3-4 February, 2021



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ALL INDIA MANAGEMENT ASSOCIATION

# GLOBAL PROCUREMENT SUMMIT 2021

PROCUREMENT AS ENABLER FOR  
COVID-19 EMERGENCY RESPONSE

3-4 February, 2021  
Virtual Convention in online mode

**SOUVENIR**

**ALL INDIA MANAGEMENT ASSOCIATION**

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# About AIMA

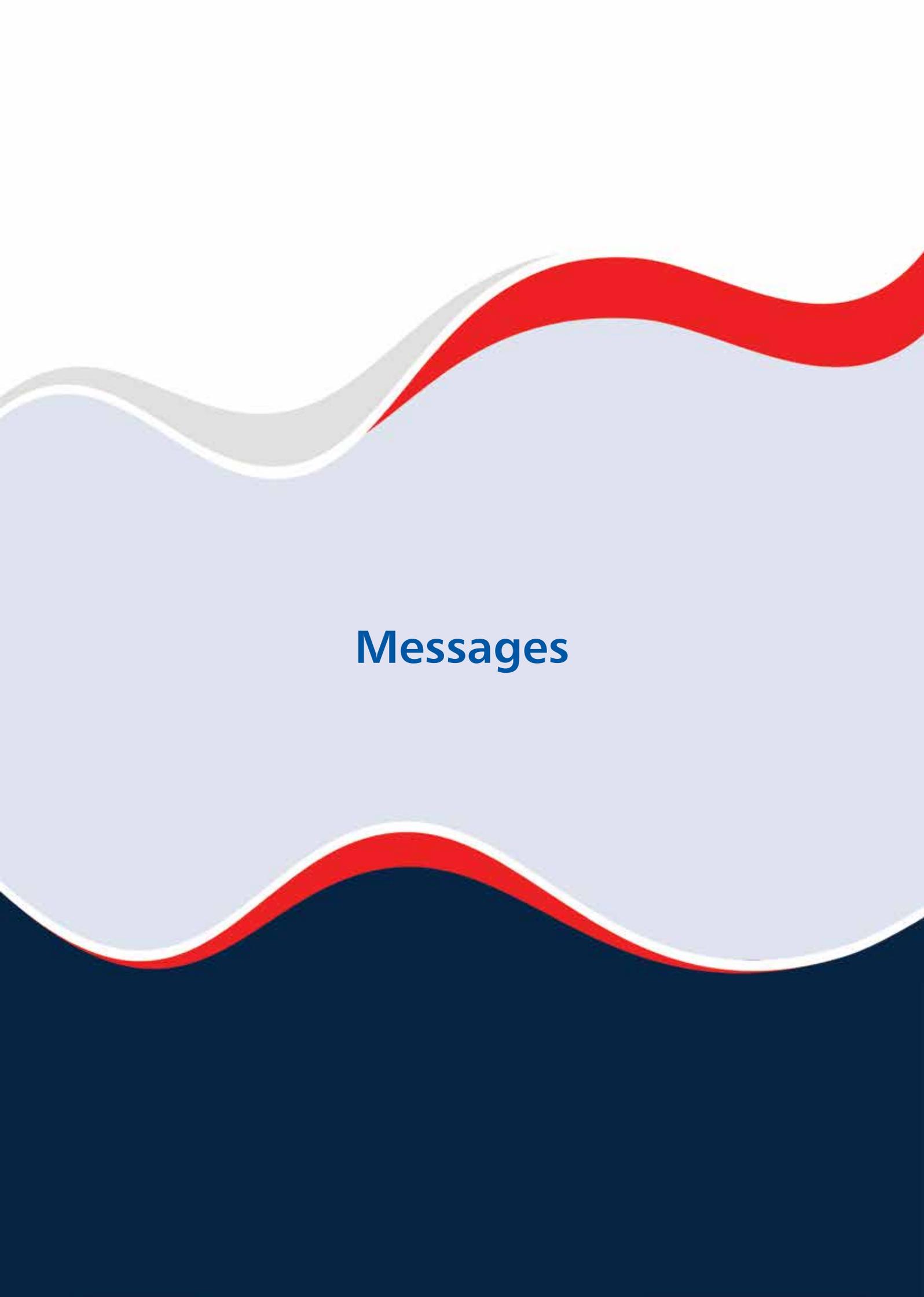
## About AIMA

The All India Management Association (AIMA) is the apex body for management in India with over 38000 members and close to 6000 corporate /institutional members through 66 Local Management Associations affiliated to it. AIMA was formed over 60 years ago and is a non-lobbying, not for profit organisation, working closely with industry, Government, academia and students, to further the cause of the management profession in India.

AIMA makes a salutary contribution to management learning and practice in the country by offering various services in the areas of testing, distance education, skill development & training, events & conferences, research, publications, executive education and management development programmes.

The association is represented on a number of policy making bodies of the Government of India and national associations including All India Council for Technical Education (AICTE), which is the apex regulatory body for professional education in the country under the Ministry of Human Resource Development; National Board of Accreditation (NBA); Association of Indian Management Schools, Hyderabad; National Productivity Council, New Delhi.

AIMA also brings to the Indian managers, the best management practices and techniques through numerous foreign collaborations with professional bodies and institutions. AIMA is an important and long-time member of the Asian Association of Management Organisations (AAMO), which promotes professional management in the Asia Pacific region. India (AIMA) took over the Presidency of AAMO in 2019 and will hold the AAMO Secretariat for the next three years. In addition, AIMA has developed close associations with several leading international Universities and Institutions including Imperial College, University of Berkeley, California, St Gallen Symposium, Horasis, The World Bank etc, to name a few.

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# Messages



## **Rekha Sethi**

*Director General  
All India Management Association*

The COVID-19 pandemic has put an enormous strain on global supply chains; with the temporary halt on manufacturing, and the shutdown of airports and seaports interrupting delivery of raw materials and finished goods. At the onset of the pandemic, procurement departments switched to a crisis-management mode to help their companies alleviate disruptions, while sourcing personal protective gear for employees and helping smaller suppliers manage their cash flow.

The pandemic upended market dynamics in many industries, while expanding value pools for tech companies with cloud-based platforms that helped workers communicate and collaborate remotely. While work from home was becoming popular even before the pandemic, the enforced social distancing accelerated the reimagining of the workplace, and the adoption of remote working became faster than anyone could have predicted. Team meetings, supplier site visits, negotiations, and other face-to-face interactions that procurement professionals took for granted, underwent a digital transformation – heralding a new way of working and collaboration.

AIMA's Global Procurement Summit is focusing on the various domains and areas where procurement can act as an enabler for Covid 19 response and recovery, and reconfiguring the procurement function for the next normal.

The AIMA Global Procurement Summit will provide a platform for all stakeholders to discuss and deliberate over a wide scope of such issues and table the suggestions emerging from conversations. It will help guide forward-looking companies to take the necessary steps towards completely reimagining the procurement function while enhancing the value they deliver. Investing in stronger, future-ready practices and capabilities will pay off in the long term, and help organisations emerge stronger and better equipped for the future.

AIMA is thankful to the Ministry of Finance, and The World Bank for their support and contribution in building and developing the Summit.

I welcome all the speakers and delegates to the Summit, which I am confident will be a great success.



### **Dr Raj Agrawal**

*Director, Center for Management Education  
All India Management Association*

As we move towards a new decade, we see a big challenge to deal with the COVID19 pandemic that has severely disrupted the supply chains on a global scale. The outbreak of virus has caught many companies unprepared. It has exposed shortcomings in their mechanisms to plan for and mitigate supply fluxes linked to natural disasters, infectious diseases, and other severe disruptions. It has also revealed a lack of centralized and coordinated visibility in risk monitoring.

Now the responsibility lies on the Business executives, and especially the procurement leaders, to maintain business operations, fulfil urgent demands, and mitigate supplier challenges against a backdrop of significant disruption to their teams, their people, and their local communities.

The 6th edition of the Global Procurement Summit (GPS) on the theme of “Procurement as an enabler for COVID – 19 Emergency Response”, offers a common platform for all the procurement experts across the world to deliberate and examine various Innovative approaches and the use of digital pedals to reshape and redirect their innovations efforts, both for now and for the post-crisis world.

AIMA is appreciative to the recognized speakers and exceptional specialists for attending the GPS and communicating with delegates from the procurement fraternity. The growing participation of international experts, strategy creators, and professionals from India and abroad itself demonstrate the level of commitment of this event.

I am obligated to the Ministry of Finance, and the World Bank group for assembling the Summit along with AIMA.

I also thank the collaborators and partners for their help in making the event conceivable.



# Background Note

# Global Procurement Summit 2021

## Procurement as Enabler for COVID-19 Emergency Response

Billions of people are being affected by the novel coronavirus pandemic, setting off an unprecedented global health crisis. Behind the fight to save lives, there's another crisis unfolding for governments who are scrambling to get life-saving health supplies to hospitals and keep society running as lockdown measures come into force worldwide. The choices governments make now will have a very real impact on the severity of the outbreak. The World is entering into a recession phase with GDP of most countries shrinking.

Procurement can act as an important enabler in the current crisis. It is important to adjust as quickly as possible. Governments around the world have promised comprehensive economic revival measures. Until such possible support results in reversal of shrinking economies, the liquidity of businesses must be safeguarded by the companies themselves.

Procurement can play a crucial role and significantly contribute to this objective.

Due to pandemic, everything planned for 2020 and perhaps 2021, majorly concerning with global procurement and supply chain landscape has been upended by Covid-19. Recalibration of strategies by the companies is being done in order to save on costs, drive value, surmount disruption and build agility and resilience.

Surrounded by this volatility, procurement and supply chain teams need to explore more on new methods of procurement, focus on dispute and conflict resolution arising specially due to pandemic and work on automation of the entire procurement process to survive and sustain in these tough times ahead.

All India Management Association, an apex body of management profession in India, join hands with World Bank and other international/national partners for bringing together the most senior and regional procurement community to examine the challenges faced during emergency situations and also explore possible solutions to problem in hand.

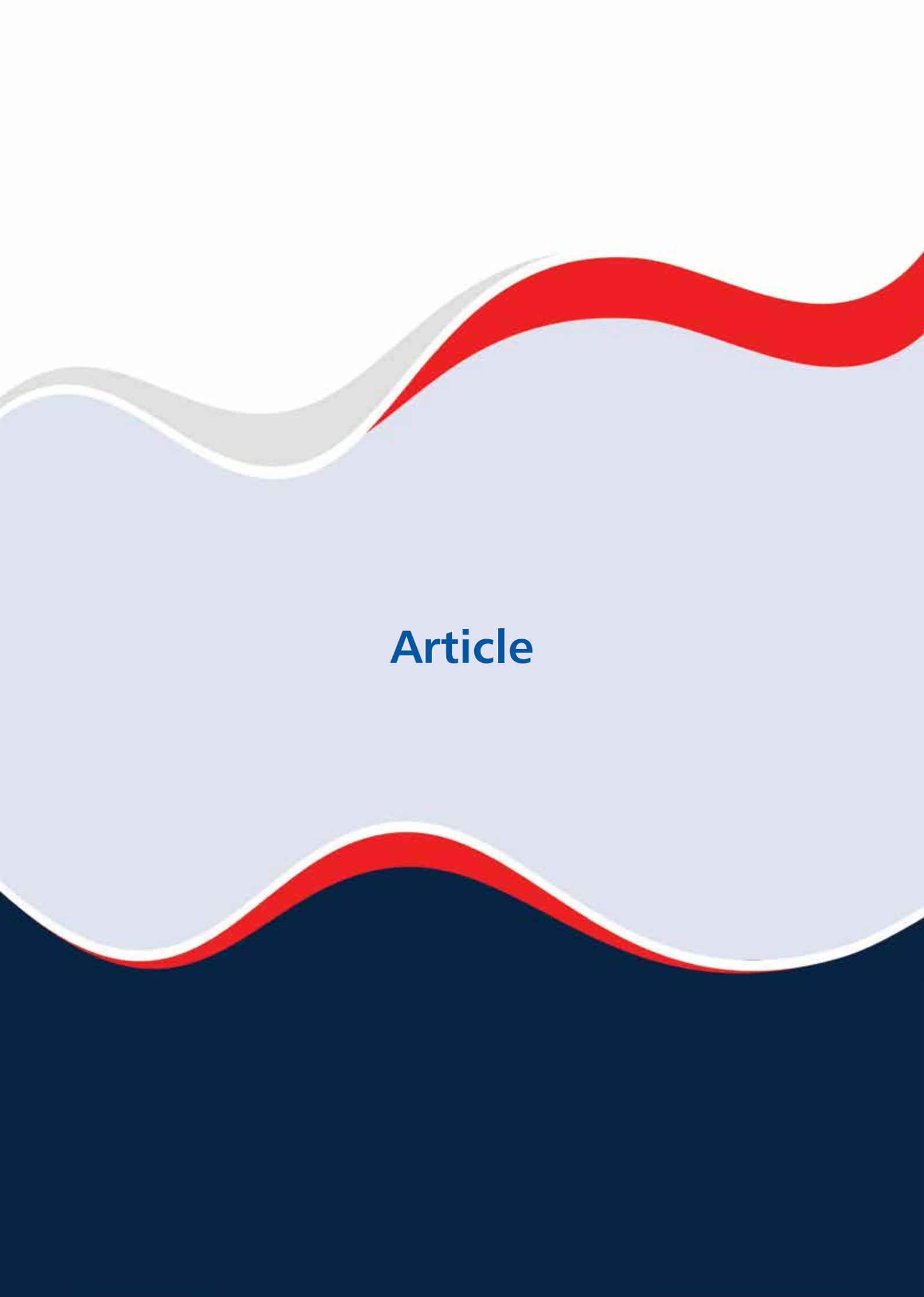
Targeting senior officers engaged in public procurement at central and state public entities and the critical bidding communities represented by manufacturers, suppliers and contractors and consultants, the key objectives of Global Procurement Summit 2021 is to discuss impact of COVID-19 on procurement and supply management functions and come out with recommendations for way forward.

Organized on February 3-4, 2021 at New Delhi, India, GPS 2021 would bring in experts in the area of procurement from and around the World to deliberate and share their knowledge in the following six themes-

- Lessons learned for Contract Management and Dispute Resolution after one year of COVID-19
- Controlling fraud, corruption and other undesirable practices in emergency procurement and Supply Management
- Procurement adjusting to new realities – Automation, AI/ML

- Can PPP help cash-starved governments in boosting infrastructure?
- Addressing COVID-19 related Challenges in Infrastructure Projects
- Challenges and Opportunities for health commodities procurement and distribution, particularly COVID-19 vaccines

During the sessions, the above mentioned themes will be discussed and the speakers will share the focus area of top performing procurement teams, along with the challenges faced by them in their procurement process. Recommendations coming out of the session discussions will act as stepping stone for the policy makers which will provide insight into the current challenges procurement professional face and the upcoming opportunities they foresee from the industry and the Government for the 21st Century.



# Article

# Challenges and Opportunities for Public Procurement during COVID-19 Pandemic

Unlike previous instances of global financial crisis, COVID-19 has resulted in collapse in real economy—not the financial markets. This means it's more akin to the Great Depression after World War II.

Public Procurement, which was always instrumental in functioning of Governments, has become crucial during and after Pandemic. Not only there is renewed interest in savings generated by efficient public procurement to help contracting economies, stimulus packages require more and faster procurement so that the funds are not sitting idle.

Three areas which were particularly tested during this period are how to ensure continuity of supplies while local and international supply chains are broken; secondly how to procure at lightning speed the emergency response items and finally, how to manage contracts while invoking Force Majeure measures and minimizing disputes. As experts have pointed out, this may not be the last pandemic (or emergency) and there may be more instances in future.

Accordingly, this is the right time for the procurement community to examine our readiness and exchange experiences and ideas. This is why the theme of this Global Procurement Summit is *“Procurement as Enabler for COVID-19 Emergency Response”*.

Contract Management has always been critical part of procurement cycle but is often neglected resulting in delays, cost overruns as well as disputes. When economies are shrinking and businesses are collapsing, the importance of proactive contract management and dispute avoidance cannot be overemphasized. Data compiled by the Infrastructure Project Monitoring Division of the Ministry of Statistics and Programme Implementation shows that nearly 400 contracts have been delayed and face cost escalations of nearly Rs. 4 lakh crores. As per an international study, in almost 10% of projects, between 8% and 10% of the total project cost was legal cost. These problems have compounded due to COVID-19 related factors. In view of the same, the first session of GPS-2021 is devoted to *“Lessons learned for Contract Management and Dispute Resolution after one year of COVID-19”*.

As countries cautiously reopen, concerns regarding corruption in both the emergency response and recovery phases of the pandemic are increasing in health service delivery, procurement processes, and the management of funds. Even during ordinary times, research has shown that corruption in the health sector causes global losses of over US\$500 billion per year. According to OECD estimates, up to US\$2 trillion of procurement costs could be lost to corruption. Recognizing importance of this topic, second session of GPD-2021 will deliberate *“Controlling fraud, corruption and other undesirable practices in emergency procurement and supply management”*.

The Pandemic has actually some positive impacts also as it fast-tracked many reforms. For example, during last one year use of e-procurement jumped manifold so as to ensure business continuity during lockouts

and social distancing. Most of the meetings between Purchasers and Bidders were conducted virtually in this period. Governments focused their efforts in developing local supply markets in view of international supply chain failures and demand-supply mismatch for critical supplies. Businesses on the other hand identified and eliminated inefficiencies for the sake of their survival. As it is widely accepted, the World is never going back to pre-2020 status and we have to accept the “New Normal”. The third session of GPS-2021 *“How procurement is adjusting to new realities – automation, AI/ML, supply chain management, localized sourcing etc.”* will explore these topics.

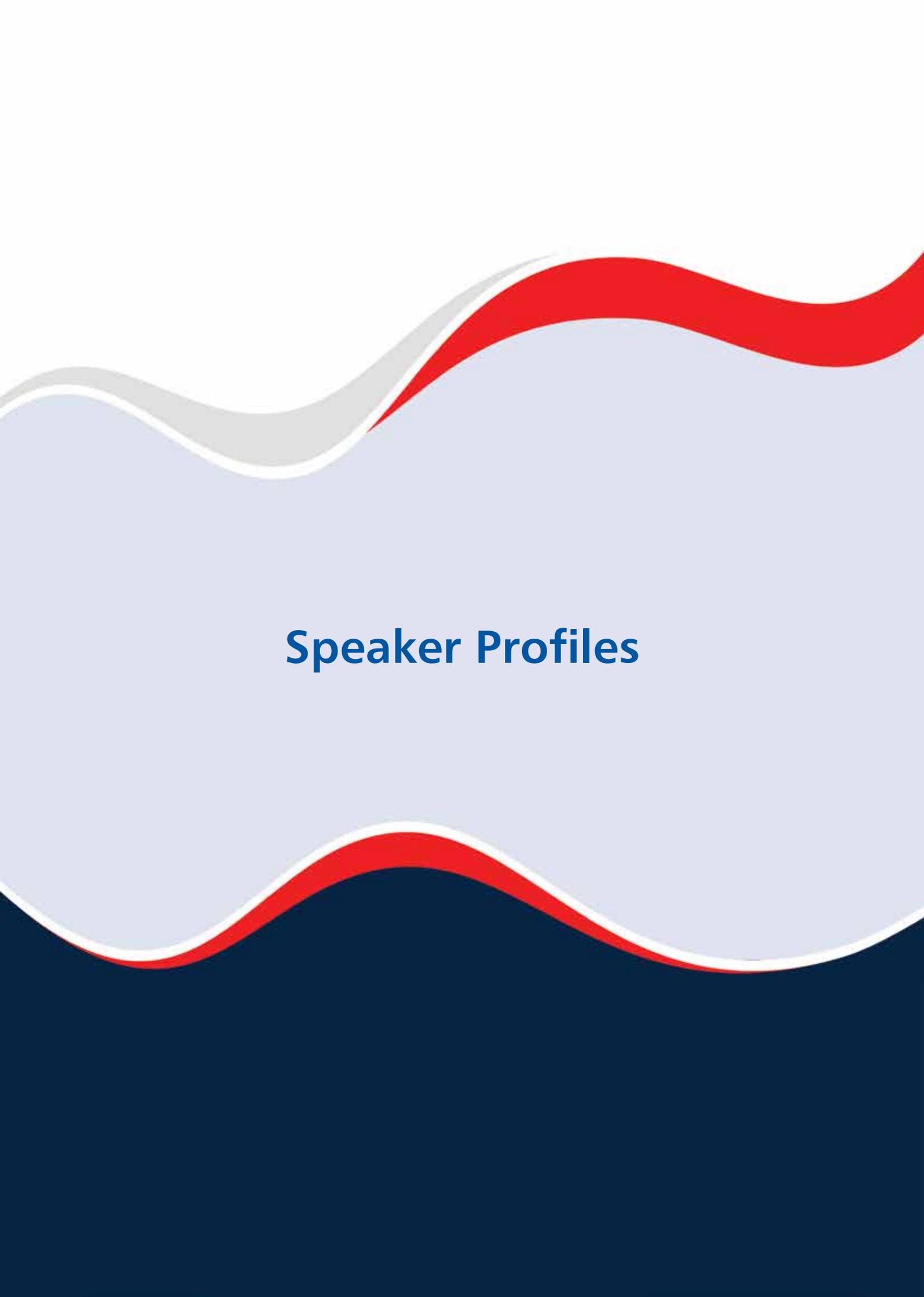
Economies, especially developing economies, were already facing significant problems even before emergence of this pandemic. However, the Governments now face a dilemma whether to increase infrastructure spending as a means to stimulate their economies or divert the funding to COVID-19 related expenditure. The World Bank’s baseline forecast envisions a 5.2% contraction in global GDP in 2020, with developed economies contracting by as much as 7%, and developing economies by 2.5%. In a few years, this health crisis may be contained; however, our economies will have taken a severe hit. Whether Governments can rely upon private sector for much needed capital through PPP? We will discuss this issue during our fourth session on *“Can PPP help cash-starved governments in boosting infrastructure?”*

During last one year, many countries have witnessed complete and partial lockdowns to contain the pandemic. Additionally in India labor migration brought complete halt to construction activities. Government Employers were unable to pay on time due to budgetary constraints as funds were diverted for COVID-19 response. These coupled with liquidity crunch, threw new challenges to Contractor community. For Employers also conventional Project supervision was not possible. Both Employers and Contractors came out with innovative solutions to tackle these problems. In the session on *“Addressing COVID-19 related challenges in Infrastructure Projects”*, we will hear experience of major players.

Governments came out with incentives for fast track development and production of COVID-19 related supplies. Who could have believed that India, which was importing most of PPE kits, masks etc. one year back will turn to a major exporter? Development of vaccines in record time of few months is also an incredible story, though their procurement and distribution to make these available to 7.7 Billion population of the earth is not an easy proposition. Health sector procurement has always been challenging due to the importance of quality, limited shelf-life, storage requirements and timeliness of supply. The session *“Challenges and Opportunities for health commodities procurement and distribution, particularly COVID-19 vaccines”* will debate on these issues.

Professionalization of public procurement is a cross-cutting issue, which touches all of above topics. India recently has taken a small step in this direction through setting up of *“Public Procurement Professional Association of India”*, which is expanding fast. There will a brief presentation of this topic during GPS-2021.

The pandemic has given us all more time to reflect on what’s important. Let’s ensure the collective response focuses on what’s good for the planet and its people. Procurement has an important role to play through our work in supporting creation of infrastructure and delivery of public services in making the world a better place.

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# Speaker Profiles



### **Pratap Chandra Sarangi**

*Minister of State  
Ministry of Micro, Small & Medium Enterprises  
Government of India*

Mr Pratap Sarangi is a Minister of State in the Government of India for Animal Husbandry, Dairying and Fisheries and Micro, Small and Medium Enterprises. A thorough politician from the state of Odisha, Mr. Sarangi is associated with Bhartiya Janta Party (BJP) as National Executive member. He was elected as member of Legislative Assembly from Nilagiri constituency for two consecutive terms from 2009 to 2014. Mr Sarangi is known for his contribution to revolutionized the primary education in rural areas through the innovative concept of community funded Ekal Vidyalaya or Single Teacher Schools.



### **Harsh Pati Singhania**

*President, AIMA  
Vice Chairman & Managing Director, J K Paper Ltd  
Director, JK Organisation*

Mr. Harsh Pati Singhania, 59, MBA from University of Massachusetts and an alumni of Harvard Business School, USA belongs to one of India's largest industrial groups - JK Organisation. Group's businesses include Paper & Boards, Cement, Automobile Tyres, Engineering products (V-Belts, Oil Seals etc.), Hybrid Seeds, Dairy & Food products, Defence, Aerospace & Security, Textiles and operations in Clinical Research, Insurance Brokerage, Health Care, Education, etc with a turnover of around USD 4.5 billion. Mr Singhania is responsible for the Paper, Dairy & Defence businesses. Mr Singhania is currently a Member of Executive Board of International Chamber of Commerce (ICC), Paris which is the apex body for all Chambers of Commerce globally. Also he is currently the President of All India Management Association (AIMA). He has served on various Industry bodies as President, Federation of Indian Chambers of Commerce & Industry ((FICCI), International Chamber of Commerce (India), Indian Paper Manufacturers Association, Young Presidents Organisation-Delhi, and as a Member of the Board of Indo-British Partnership, Indo-French CEOs Forum, Indo-China CEOs Forum, National Integration Council, Regional Council of International Baccalaureate, UK-India Business Leaders Climate Group, Government-Industry Task Force, ASEAN-India Business Council, Board of Governors of International Management Institute, Board of Management - JK Lakshmi Pat University, and Pushpawati Singhania Research Institute for Liver, Renal & Digestive Diseases (PSRI), Member of India-Myanmar Joint Trade and Investment Forum and India-Pakistan Joint Business Forum.

(First word alphabetically wise)



## Ajay Kumar

*Executive Director*

*Dedicated Freight Corridor Corporation of India Limited*

Mr Ajay Kumar, having completed his M.E in Structural Engineering from Roorkee (1983), joined the civil services by being part of the IRSE, 1984 Batch and has contributed to the nation for more than 35 years. He has been responsible for engineering and maintenance of tracks, bridges, staff quarters and service buildings, executing more than 500kms of Primary track through mechanised track laying method and improving the safety performance of the division all during his stint as Sr. Divisional Engineer. While being the Group General Manager, he had assisted in procurement with the World Bank where he played a vital role in the finalization of the loan from the World Bank. From 2015 onwards, acting as the Executive Director of the Eastern Corridor DFCCIL to the tune of Rs 15000 crores and consultancy contracts of Rs 500 crores in the last 7 years.



## Amandeep Singh Virk

*PPP Expert*

Mr Amandeep is a leading international PPP transaction advisor with 21 years of experience in various developing economies; especially in south Asia, south-east Asia and sub-saharan Africa. Over this period he has played multiple roles in the value chain of PPP projects from 'concept-to-commissioning' as well as project monitoring support. His expertise covers formulation of PPP regulatory framework; project screening & prioritization; feasibility studies/business cases; PPP transactions through to financial close, capacity building of Govt. & private sector agencies. He has steered various important PPP programs/projects across sectors vis-a-vis transport (roads, public transport, inter-modal hubs, rail, ports, and aviation), healthcare, education, housing, renewable energy, solid waste management, water supply & sanitation, tourism, agriculture and sports infrastructure. Amandeep has proven record of attaining financial closure of 23 PPP projects to date. Currently, he is leading one of the largest PPP transactions in Africa - USD 1.5 billion highway project which has achieved the commercial close recently. He has worked with the World Bank in creating enabling environment in Uganda to enhance private sector participation in infrastructure development. Amandeep has also served as PPP Advisor to Federal Government of Nigeria under a DFID programme. He has led various PPP programs successfully in India, Philippines and other developing countries. Amandeep is an APMG International certified CP3P professional. He holds a post graduate program in management from Indian Institute of Management (IIM), Lucknow; a post graduate degree in transport planning from SPA, New Delhi; and a B.Tech. degree from Guru Nanak Dev University, Amritsar.



**Anna Pinto Hebert**

*Senior Operations Officer – Preventive Services  
World Bank*

Ms Anna Pinto Hebert is Senior Operations Officer in the Preventive Services Unit of the World Bank’s Integrity Vice Presidency who manages this unit’s anti-corruption and prevention portfolio for two regions, South Asia and East Asia and the Pacific. Her work has covered important clients of the Bank in these regions, including India, China, Vietnam, Bangladesh, Nepal, Indonesia, Pakistan, Philippines, Afghanistan, etc. Various practices and sectors she has advised on anti-corruption measures include infrastructure, urban, water, health, and social sectors, as well as thematic areas such as public-private partnerships. She previously worked in the Operations Policy Vice Presidency, and in the Eastern Europe and Central Vice Presidency; she was stationed for three years in the World Bank's Delhi Office, including serving as the coordinator for the Action Plan related to integrity areas. Prior to joining the Bank she worked in Merrill Lynch and Kluwer Plessey. Ms Pinto Hebert has a management degree and holds a Master’s from the New School for Social Research.



**Ashutosh Dutta**

*Senior scientist and 5G Chief Strategist  
Hopkins University Applied Physics Laboratory (JHU/APL)*

Mr Ashutosh Dutta is currently senior scientist and 5G Chief Strategist at the Johns Hopkins University Applied Physics Laboratory (JHU/APL). He is also a JHU/APL Sabbatical Fellow and adjunct faculty at The Johns Hopkins University. Mr Ashutosh also serves as the chair for Electrical and Computer Engineering Department of Engineering for Professional Program at Johns Hopkins University. His career, spanning more than 30 years, includes Director of Technology Security and Lead Member of Technical Staff at AT&T, CTO of Wireless for NIKSUN, Inc., Senior Scientist and Project Manager in Telcordia Research, Director of the Central Research Facility at Columbia University, adjunct faculty at NJIT, and Computer Engineer with TATA Motors. He has more than 100 conference, journal publications, and standards specifications, three book chapters, and 31 issued patents. He is co-author of the book, titled, “Mobility Protocols and Handover Optimization: Design, Evaluation and Application” published by IEEE and John & Wiley. As a Technical Leader in 5G and security, He has been serving as the founding Co-Chair for the IEEE Future Networks Initiative that focuses on 5G standardization, education, publications, testbed, and roadmap activities. He serves as IEEE Communications Society’s Distinguished Lecturer for 2017-2020 and as an ACM Distinguished Speaker (2020-2022). Mr Ashutosh has served as the general Co-Chair for the premier IEEE 5G World Forums and has organized 73 5G World Summits around the world. He served as the chair for IEEE Princeton / Central Jersey Section, Industry Relation Chair for Region 1 and MGA, Pre-University Coordinator for IEEE MGA and chair of Education Society Chapter of PCJS. He co-founded the IEEE STEM conference (ISEC) and helped to implement EPICS (Engineering Projects in Community Service) projects in several high schools. Mr Ashutosh has served as the general Co-Chair for the IEEE STEM conference for the last 10 years. He served as the Director of Industry Outreach for IEEE Communications Society from 2014-2019. He was recipient of the prestigious 2009 IEEE MGA Leadership award and 2010 IEEE-USA professional leadership award. Mr Ashutosh currently serves as Member-At-Large for IEEE Communications Society for 2020-2022. He is a Distinguished Alumnus and obtained BS in Electrical Engineering from NIT Rourkela; MS in Computer Science from NJIT; and Ph.D. in Electrical Engineering from Columbia University, New York under the supervision of Prof. Henning Schulzrinne. He is a Fellow of IEEE and senior member of ACM.



## **Binaya Bhusan Mishra**

*VP & Head Supply Chain*

*Larson & Toubro Construction, India*

Mr.B.B.MISHRA (BBM), started his career with RINL (Rashtriya Ispat Nigam Ltd – Vizag Steel Plant), a public sector enterprise in 1983 as a Management Trainee and was posted to the Procurement Dept. RINL was under construction and BBM gained valuable experience in procurement of construction material as well as finalising of large EPC contracts for Steel plant. RINL started production in 1991 and he was involved in procurement of refractories and raw materials. He worked there from 1983 to 1997. After servicing for 14 years in RINL, he joined NINL (Nilachal Ispat Nigam Ltd), a green field steel project under construction in 1997. He worked as site in charge and Commercial Head in Project site upto 2000. After NINL, he had a brief stint with PT Ispat Indo, an Indonesian Unit of Arcelor Mittal group as Procurement – Head. He joined L&T in 2002 as Regional Materials Manager in Mumbai. Since then, he has been working in L&T in various capacities such as Regional Materials Manager, Deputy General Manager, Procurement – Buildings & Factories IC, Deputy Procurement Head in Heavy Civil IC and Procurement Head in Transportation Infra IC. Presently he is VP & HEAD – Supply Chain Management, L&T CONSTRUCTION- Head Quarters, Manapakkam Campus, Chennai. He handles procurement of all the common items required by the various verticals of L&T Construction such as Steel, Cement, Capital Equipment and Import & Export for all the verticals of Construction. During his various roles in procurement, he contributed significantly to the construction and commissioning of Delhi and Mumbai Airport Project, NPCIL – Tarapur, Statue Of Unity Project, Gujarat, Medigada Project, AP, Nivedita Setu Project, Kolkata, Dedicated Freight Corridor CTP 1 & 2 Project, Rajasthan. With regard to his academic qualifications, he has done his Master’s Degree in Commerce from Utkal University and MBA from Andhra University.



## **Baldeo Purushartha**

*Joint Secretary (Infrastructure Policy & Finance), DEA, Ministry of Finance,  
Government of India*

Mr Baldeo Purushartha joined the Indian Administrative Service (IAS) in 2002. Before joining as Joint Secretary, Department of Economic Affairs, Ministry of Finance, Government of India, he served as Secretary, Lokpal and Divisional Commissioner, Jalandhar, Punjab from 08/2018 to 01/2020. He also served in various field and secretariat positions in the Government of Punjab and Government of India. Among the posts he has held are Private Secretary to Union Minister of State (Independent Charge) in the Ministry of Housing and Urban Affairs; Director, Industries and Commerce Department, Punjab; Director, Technical Education and Industrial Training, Punjab, Commissioner, NRI, Punjab and Special Secretary, Expenditure, Punjab. He holds Post Graduate degree in History from University of Delhi. He represents Government of India on the Board of India Infrastructure Finance Company Ltd., ONGC Videsh Ltd., Indian Railway Station Development Corporation Ltd, Indian Railway Finance Corporation Ltd., Air India Assets Holding Limited and National Investment and Infrastructure Fund Trustee Limited. He also represents Government of India as Director in the Executive Board of International Fund for Agricultural Development and as Alternate Director in the Board of New Development Bank and Asian Infrastructure Investment Bank.



**Bernadine Fernz**

*Head Of Infrastructure – Open Contracting Partnership*

Before joining the Open Contracting Partnership, Ms Bernadine was Associate Director and Regional Manager for Latin America and Southeast Asia at CoST International, the Infrastructure Transparency Initiative. She led on concept design as well as the practical implementation of complex multi-stakeholder programmes aimed at improving the business environment, fighting corruption, and delivering value for money from infrastructure investments. Before CoST, Bernadine worked with the Overseas Development Institute, where she was responsible for the Climate Funds Update, a climate finance transparency initiative. She began her development career at Deloitte & Touché working on Iskandar Malaysia, a regional mega-infrastructure and economic development initiative. Since then, she has worked extensively in renewable and conventional energy technologies and infrastructure. She is a barrister by trade, with 20 years of experience across the legal, consulting and international development sectors. She graduated with Distinction from the London School of Economics with an MSc in Environment and Development.



**Deepika Kinhal**

*Lead (Judicial Reforms) & Senior Resident Fellow  
Vidhi Centre for Legal Policy*

Ms Deepika Kinhal is a Senior Resident Fellow and leads the Judicial Reforms team at Vidhi Centre for Legal Policy. As part of the JALDI (Justice, Access, and Lowering Delays in India) mission, she has initiated multiple projects which explore an inter-disciplinary, collaborative approach towards building solutions for the judicial system. She is currently assisting the Expert Committee on ODR set-up by NITI Aayog to formulate an action-plan to mainstream ODR in India and is also a part of the Supreme Court of India’s sub-committee envisioning phase III of the e-courts project. She regularly writes in leading print and online media on issues concerning the judiciary and women and child rights. She collaborates with other civil society organisations in spreading legal awareness and also conducts gender sensitization training for police and panchayat members across Karnataka. She graduated from NLSIU, Bangalore, in 2012. While not worrying about the state of the judiciary in India, she sings and paints. She is trained in Carnatic classical music.



## **Eliza Niewiadomska**

*Senior Counsel - Public Procurement,  
European Bank of Re-construction and Development*

Eliza Niewiadomska, a counsel in charge of the public procurement sector at the Legal Transition Programme of the European Bank for Reconstruction and Development in London. Eliza received her Masters in Law from Warsaw University, before studying economics at University College London (MSc. in Project and Enterprise Management). A senior legal expert with over twelve years of professional experience in legal advice and procurement management, gained at key positions in government in Poland. She has a hands-on experience in carrying out legislative reform related to harmonisation with EU aquis and practical knowledge of public procurement from different perspectives: legislative process, institutional framework, conducting procurements and bidding for public contracts. Eliza has over six years of managerial experience as a general counsel for public and private sector entities and a director of procurement and infrastructure projects in the utilities sector in Poland. She was in charge of legal teams of Public Procurement Office of Poland and ComputerLand SA, a leading ITC company in Poland. Prior to joining the EBRD, she worked for PGE Polska Grupa Energetyczna SA in Warsaw and was responsible for developing new procurement policies and integrating and modernising their procurement processes.



## **Elmas Arisoy**

*Practice Manager- South Asia  
Solutions and Innovations in Procurement Global Governance Practice  
The World Bank*

Ms Elmas Arisoy is the Practice Manager for Solutions and Innovations in Procurement in the World Bank's Governance Global Practice. She currently oversees the operational procurement in South Asia Region under the Bank financed projects and works closely with the client countries in supporting their public procurement reform activities. She has been with the World Bank for more than 20 years and has earlier worked in Europe and Central Asia (ECA) and East Asia and Pacific (EAP) Regions. She has involved in every step of the project cycle of the Bank financed projects and also involved in public procurement work at the country level by leading Country Procurement Assessment Reviews, Use of Country Systems Assessments, etc. Ms. Arisoy, a Turkish national and engineer by training, prior to joining the Bank, worked for the Ministry of Tourism in Turkey for about 10 years as an engineer, procurement specialist and project manager in implementing the Government and World Bank financed infrastructure projects along Aegean and Mediterranean coastline. She has a Bachelor's of Science and Master's Degrees from Middle East Technical University in Environmental Engineering.

**Gaurav Godhwani**

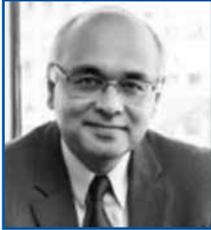
*Co-Founder and Director  
Civic Data Lab (India)*

Mr Gaurav Godhwani is co-founder and director at CivicDataLab - a research lab harnessing data, tech, design and social science to strengthen the course of civic engagements in India. He works to leverage the open-source movement to enable citizens in engaging better with public reforms. He works closely with several governments, nonprofits, think-tanks, media houses and universities to enable data-driven decision making at scale. He has been instrumental in starting initiatives like DataKind Bangalore & Open Budgets India. He is focused to grow open data innovations in sectors like Public Finance, Public Procurement, Law & Justice, Urban Planning and more. When he is away from the keyboard, he enjoys spending his time travelling, teaching and doing photography.

**Jeff Taylor**

*Director  
Procurement Division 1  
Procurement, Portfolio and Financial Management Department Asian Development Bank*

Mr. Jeffrey Taylor is the Director of Procurement Division 1 of ADB's Procurement, Portfolio and Financial Management Department. His division covers ADB's portfolio in Central, West and South Asia. Jeff has been working on the public procurement of infrastructure projects for 33 years. The last 13 of which have been with ADB. He is a Chartered Member of the Institute of Purchasing and Supply and holds a Master of Science in Procurement.



## **Junaid Kamal Ahmad**

*Country Director - India  
The World Bank*

Mr. Junaid Ahmad, a Bangladeshi national, is currently the World Bank Country Director for India. Prior to this assignment, he was the Chief of Staff, Office of the President. Prior to his work in the President's Office, Mr. Ahmad was the Senior Director for the Water Global Practice, a position in which he brought a strong track record of management and leadership in the area of service delivery and international partnerships, combining intellectual and analytical rigor with strategic operational focus. Mr. Ahmad has also worked in the areas of urban finance and city management, service delivery in federal systems, and local government reform. Mr. Ahmad joined the Bank as a Young Professional in 1991, working as an Economist in Africa and Eastern Europe before joining the Africa Infrastructure Unit. Mr. Ahmad spent 10 years in the field, first as the Deputy Resident Representative and Principal Economist in Johannesburg, and then as Regional Team Leader of the Water and Sanitation Program in New Delhi. In 2004, he was a team member of the World Development Report (WDR): Making Services Work for Poor People. From 2004-2008, he was the Sector Manager for Social Development in South Asia Region and subsequently for Urban, Water & Sanitation before taking on the latter responsibility for the Africa Region in 2010. He was also the Director for Sustainable Development in the Middle East and North Africa Region, a position he held from 2012-2014. He holds a PhD in Applied Economics from Stanford University, an MPA from Harvard University, and a BA in Economics from Brown University.



## **K.R.M Rao**

*Executive Director  
GAIL (India) Limited*

Mr. K R M Rao, a mechanical engineering graduate is an astute professional with qualitative expertise in Project Management, Contract Management, Policy Framework, Project Procurement of Pipelines including global sourcing of plant and machineries, Material Management activities involving Material Planning, Logistic Management and Procurement of energy chemicals required for petrochemicals / gas & oil industries, Operation and Maintenance activities. Currently serving as Executive Director (Contracts & Procurement) at GAIL (India) Limited and heading the procurement team of GAIL, Mr Rao has an overall experience of more than 30 years in the domain of procurement. He owns an expertise in Project Procurement for Pipeline and Petrochemical expansion including finalisation of requirements and specifications in consultation with licensors / collaborators / promoters. Further he has a rich experience of Formulation of policies for the department in the company as a whole with analysis of day to day interpretation of the guidelines and procedure existing in vogue. He has worked at various locations of GAIL such as Lakwa, Vijaipur, Rajhamundry, Corporate Office, Pata and has a vast experience in the domain of procurement including supply chain management. Being a part of the Top Management Team (TMT) of GAIL and Heading the Contracts and Procurement Department at Corporate Office & GAIL, he is actively involved in all the important decision making related to policy & procurement.



### **Kanwal Preet**

*Director, Procurement Policy Division  
Department of Expenditure, Ministry of Finance.*

Belong to Indian Railways Stores Service cadre of 2000 batch. During almost 18 years of professional experience on Indian Railways, has worked on senior roles primarily focussed on procurement and supply chain management. During past three years was involved in formulation and implementation of procurement policy for goods on Indian Railways. Graduate in Civil Engineering and have studied law (LL.B.). Empanelled as an Arbitrator (Executive) with Indian Council of Arbitration.



### **Maurice Diamond**

*PPP Expert  
IPATS, London*

Mr Maurice is a Fellow of the Chartered Institute of Public Finance and Accountancy and holds an Economics and Public Administration joint honours degree from the University of London and is a certified CP3P practitioner. He has worked both within and for the public sector and also for blue chip consultancies including PwC, PA Consulting Group where he was the technical lead for complex procurements. He was the Group Commercial Director for Crown Agents, as well as their Global PPP Lead and Director for CA Albania. Maurice is the recipient of three procurement awards including gold award from the Management Consultancies Association for delivering innovation. He works extensively with the not-for-profit and government sectors providing oversight and building capacity. He has advised on and undertaken PPP projects and its UK variant PFI since its inception and has over 25 years PPP experience. He has worked on PPP projects and capacity building in over 20 countries - in Europe, North and South America, Central, South and Southeast Asia as well as in the Middle East and Sub Saharan Africa. He has provided oversight and transaction advice on PPP contracts from Botswana to Nigeria and Sweden worth a few million dollars to over \$20 billion USD. He has delivered professional, commercial and PPP training to senior civil servants, including to the UK Cabinet Office, World Bank and USAID In Washington DC, politicians and the private sector and is an APMG certified trainer for the World Bank sponsored CP3P examination contributing to and delivering the APMG CP3P curriculum. Maurice is often invited to speak at conferences and seminars on complex procurements, has written a number of published articles and has delivered and contributed to a number of webinars.



## **Mayank Mehrotra**

*Director  
Deloitte India*

Mr Mayank has a total of 14 years of experience in Operations and Supply Chain domain advising Indian and MNC clients on a host of issues ranging from Procurement, Operations Restructuring, Supply chain Design and Cost reduction. Over the last 3 years he has been focusing on topics on Artificial intelligence in procurement and inbound supply chains for Indian environments. He has been instrumental in shaping the go-to-market for Deloitte Digital Supply Chain Networks Offerings. He has worked on large scale global transformations for the Procurement and Supplier management function and has brought the power of exponential technologies such as RPA, Machine Learning, Cognitive Visualization to bear in this area. In his career, he has worked with leading consulting firms globally and has played a key role in activating the digital mindset for Indian Supply Chain Professionals. His recent assignments included Commodity Price forecasting in Rubber and Ferrous Alloys for leading Indian conglomerate, Price Transparency in Direct materials to provide gross margin assurance for a FMCG company, Digital Roadmap for Procurement function for a leading broadcasting and DTH company, Procurement transformation through exponential technologies for an alcoholic beverages company, Order to Deliver Excellence in a globally connected Finished goods supply chain. His focus clients Consumer Goods, Engineering & Construction, Government and Infrastructure, Automotive & auto components.



## **Mihaly Fazekes**

*Assistant Professor – Central European University  
School of Public Policy*

Mr Mihály Fazekas is an assistant professor at the Central European University, School of Public Policy, with a focus on using Big Data methods to understand the quality of government globally. He is also the scientific director of an innovative think-tank, the Government Transparency Institute, while serving as a non-resident research fellow at the University of Cambridge. He has a PhD from the University of Cambridge where he pioneered Big Data methods to measure and understand high-level corruption in Central- and Eastern Europe. His research and policy interests revolve around corruption, favouritism, private sector collusion, and government spending efficiency. Methodologically, he has experience in both quantitative and qualitative methods in diverse fields such as public policy, economics, and political science. He worked at the University of Cambridge as the scientific coordinator of the Horizon 2020 funded project DIGIWHIST which used a Big Data approach to measuring corruption risks, administrative capacity, and transparency in public procurement in 33 European countries. He also serves as a co-Principal Investigator on the DFID funded research project looking at anti-corruption in development aid funded procurement. He regularly consults the European Commission, Council of Europe, EBRD, OECD, World Bank, and range of national governments and NGOs across the globe. Together with Bence Tóth and István János Tóth, he was awarded on two occasions the first prize in the U4 Anti-Corruption Resource Centre competition for the best new proxy measure of corruption.



### Prashant Yadav

*Senior Fellow, Centre for Global Development and Affiliate Professor of Technology and Operations Management INSEAD, Washington DC*

Mr Prashant Yadav is a globally recognized scholar in the area of healthcare supply chains. He is Senior Fellow at the Center for Global Development, Affiliate Professor at INSEAD and Lecturer at Harvard Medical School. He is the author of many peer-reviewed scientific publications and his work has also been featured in prominent print and broadcast media. In addition to his roles in academia and think tank, Prashant serves on the boards of many health and development focused companies. In his previous roles Prashant has worked as Strategy Leader-Supply Chain at the Bill & Melinda Gates Foundation; Vice President of Healthcare at the William Davidson Institute and Faculty at the Ross School of Business at the University of Michigan; Professor of Supply Chain Management at the MIT-Zaragoza International Logistics Program and Research Affiliate at the MIT Center for Transportation and Logistics. He trained as a Chemical Engineer and obtained his PhD in Management Science & Operations Research.



### Pratibha Jain

*Founding Partner  
Nishith Desai Associates, Delhi*

Ms Pratibha Jain is the Founding Partner of the Delhi office of Nishith Desai Associates. She is the leader of the M&A and Private Equity practice at NDA. Ms. Jain brings with her a breadth of international and Indian experience having worked with Sullivan & Cromwell in New York, Tokyo and Hong Kong, with Skadden Arps Slate, Meagher and Flom LLP in Hong Kong and Goldman Sachs in Mumbai. Ms. Jain's educational qualifications include B.A (Economics) Hons. and LL.B. degree from Delhi University, a Bachelor of Civil Law degree from the University of Oxford, and a LL.M. degree from the Harvard Law School. Her areas of focus include FDI investments, banking and finance and corporate and regulatory advisory. Her client list includes marquee corporate and private equity clients including, Softbank, Amazon, Flipkart, Morgan Stanley, JP Morgan Chase, Soros, Norwest Venture Partners, General Atlantic, SAIF Partners, Everstone Capital, Bombay Stock Exchange and Ministry of Finance. She sits on various important committees including FICCI Capital Markets Committee and FICCI Sub-committee on Internet and Social Media. She has worked on some of the most challenging projects in financial services and regulatory sector, including representing investors in the biggest infrastructure investment by a consortium of Private Equity investors, representing CDPQ, Softbank in its investment of USD 1.4 billion in PayTM, Ministry of Finance for structuring of India's first sovereign wealth fund with proposed corpus of over six billion, representing investors for facilitating listing of stock exchanges in India, representing investors in investigations by the Enforcement Directorate, Central Bureau of Investigation (CBI) and Reserve Bank of India (RBI). She enjoys working and writing on public policy issues and is regularly quoted in news on various public policy issues. She is a Fellow of the Seventh Generation Class of Ananta Aspen's Kamalnayan Bajaj Fellowship and member of Aspen Global Leadership Network. She recently received the "Woman Lawyer of the Year Award 2019" by Business World magazine.



## **Dr Raj Agrawal**

*Director, Center for Management Education  
All India Management Association*

Dr. Raj Agrawal is Professor and Director of All India Management Association, Centre for Management Education (AIMA CME). Before joining AIMA CME Dr. Agrawal was Professor and Director of IILM Academy of Higher Learning, Greater Noida. He is also a “Visiting Research Professor” in Montana State University, Billings, United States (US). He has more than thirty five years of academic experience of working in prestigious national institutions like; All India Management Association (AIMA), Association of Indian Universities, Motilal Regional Engineering College and other national institutes. He is also actively associated with statutory bodies like; All India Council for Technical Education (AICTE), NAAC and National Board of Accreditation (NBA). Dr. Agrawal has done PhD from Allahabad University. A prolific writer and keen researcher, he has written more than seventy articles in leading national and international journals. He has been regularly invited by national and overseas organizations to deliver talks on contemporary economic and social issues.



## **Rajeev Kandpal**

*JS & Chief Financial Officer, GeM, Ministry of Commerce & Industry  
Government of India*

Presently, the JS & Chief Financial Officer (CFO) at GeM, Dr. Rajeev Kandpal is alumnus of IIT-R/MDI and an officer P&T Accounts and Finance Services, 1995 batch. Overall experience is 22 yrs and has worked under various organisations like Govt. Of India, State Govt. (Uttarakhand), Central Public Sector Undertaking (BSNL). He has handled diverse assignments related to Finance Advice, Establishment Administration, Project Implementation & Monitoring prior to joining GeM he was working as Director, Dept. Of Industrial Policy & Promotion where he handled the “Startup” and “Make in India” programme. Shri Kandpal holds an M.Tech Degree from IIT Roorkee and a PGDBM Degree from MDI, Gurgaon. He is also a CFA and a Ph.D in Public Policy.



**Rajendran K**  
*Chief Vigilance Officer*  
*Cochin Shipyard Limited*

Full time Anti-corruption specialist with 25 + years' experience in Central Public Sectors in Vigilance cadre in NTPC and POWERGRID. Appointed as CVO in Cochin Shipyard Limited by DOPT in 2018. Obtained certifications on Anti -Corruption from UNSSC, UNDOC, U4 -CMI( Christian Michelsen Institute) of Norway. At present a scholar of Master in Anti-corruption studies with scholarship in International Anti-Corruption Academy(IACA), Austria. By qualification, A Civil Engineer, Industrial Engineer, Post Graduate in Business Ethics, Professional Diploma in Procurement from World Bank, and Certified Ethical Hacker. A Fellow of Production Engineering from Institution of Engineers India, Member of Indian Institution of Industrial Engineering, Mumbai. Further trained by Shri Prof. S.K.Chakraborty in Human Values and Ethics in Management Centre of Human Values in IIM Kolkatta. One of the senior member of the Transparency International India since 2002 and drafted the code and ethics of the TII India along with the founding Chairman Admiral Tahilyani .



**Rekha Sethi**  
*Director General*  
*All India Management Association*

Ms Rekha Sethi is the Director General of the All India Management Association (AIMA), the apex body for management in India. Ms Rekha took charge of AIMA in June 2008. She has since established AIMA as the preferred platform for discussions and debate on management and has deepened AIMA's relationship with the Government of India and India Inc. AIMA now attracts India's top industry leaders and policy makers on its platform. Ms Rekha is also on the Boards of some leading Indian companies as an Independent Director including Sun Pharmaceutical Industries, the world's fifth largest specialty generic pharmaceutical company and India's top pharmaceutical company. She is also on the Board of Sun Pharma Laboratories Ltd. Ms Rekha is an Independent Director on the Board of CESC, one of India's leading Power generation and distribution companies and the flagship company in the RP-Sanjiv Goenka Group. She is also on the Board of Spencer's Retail Ltd. She is also an Independent Director on the Board of Hero Steels Limited, which manufactures steel sheets and products. She represents AIMA on the Board of All India Board of Management Studies, constituted by AICTE. She is also a member of the sub-Committee of Academic Advisory Committee (AAC) of the National Board of Accreditation, which is mandated to facilitate quality in technical education syllabi in India and a member of the Advisory Board of the Switzerland based St Gallen Foundation think tank, Leaders of Tomorrow – Knowledge Pool. Prior to joining AIMA, Ms Rekha worked with India's premier industry organisation, the Confederation of Indian Industry (CII) for over 17 years. There she led the initiative to create high-profile international events to promote India's economic interests.



**Sanjay Aggarwal**

*Advisor – (Procurement Policy Division), Ministry of Finance  
Government of India*

Mr Sanjay Aggarwal is currently holding the post of Advisor (Procurement Policy) in Ministry of Finance, Government of India. He has been working in the area of procurement policy in Ministry of Finance for last seven years. Mr. Aggarwal was the lead team member of the Task force on revision of General Financial Rules (GFRs) issued in March, 2017. These Rules are overarching instructions for all procurements in India. He was also instrumental in publishing comprehensive Procurement Manuals in 2017. Mr. Aggarwal has also contributed in development of capacity building program in Public Procurement at National Institute of Financial Management (NIFM). This ongoing program has already trained more than seven thousand procurement professionals across all Ministries, Departments of Government of India in last four years. He has varied experience spanning more than 27 years in procurement and supply chain management with special expertise in electronic procurement. He has also interest in the area of electronic commerce and was elected Vice Chairman of “Internet and Mobile Association of India (IAMAI)” between 2008 and 2010. Besides a graduate degree in Engineering, he also holds three post-graduate qualifications in Public Administration, General Management and Financial Markets.



**Steve Guppy, FCIPS**

*Director Of Procurement, Crown Agents*

Mr Steve Guppy, FCIPS is a qualified procurement specialist and advisor with over 30 years’ of hands-on experience of international public sector procurement. He is the Director of Procurement for Crown Agents, one of the world’s leading international development companies that works in partnership with governments, development partners, foundations and the private sector across three broad areas of expertise; procurement & supply chain, strengthening government systems, and project/fund management. Currently, Crown Agents is active in over 60 countries reaching over 36 million people across a wide range of high impact development projects, including many in the health sector. In the last 5 years, Crown Agents’ procurement services have helped save the Ukrainian Government \$62m on the cost of drugs procurement and are improving the lives of 10m South Sudanese citizens through timely and effective procurement of essential medicines. In Ghana, Crown Agents’ value for money procurement audit services have identified over \$1bn in savings for the Government. Mr Steve’s professional experience spans across the Caribbean, Africa, Europe and Asia and his expertise stretches into all areas of the procurement landscape, including strategies for public procurement, law, policy and regulation, anti-corruption, building capacity, e-procurement, procurement audit and oversight. Last year, as leader of the Global Procurement Team, consisting of hubs in a number of locations around the world, Mr Steve led our COVID response procurement work navigating a complex and highly volatile supply market to support over 50 countries to achieve the timely supply of over 4.5 million pieces of quality assured PPE plus diagnostic tests, medical equipment and other items. As the whole now turns towards the race for vaccines, Crown Agents is again playing a key role at the heart of the response and has already undertaken a number of international shipments of vaccines as well as being in active discussions with a number of countries to support them with vaccine procurement.



**Takeo Konishi**  
*Country Director*  
*Asian Development Bank*

Mr. Takeo Konishi is the Country Director of Asian Development Bank in India. Mr. Konishi has more than 22 years of professional experience, including almost 20 years with ADB. He steadily progressed through senior roles since joining ADB as a Young Professional in August 1999. He has worked in SEOD as Programs Officer/ Programs Coordination Specialist for 2 years and was assigned in PHCO as Programs Coordination Specialist in November 2003. He transferred to BPMSD as Human Resource Specialist in BPHR in September 2004 and was promoted to Senior Human Resource Specialist in February 2005. He then progressed to Principal Board Operations Specialist, OSEC in June 2008 and moved back to BPMSD in September 2011 as Advisor, BPMSD and Head, Unit for Institutional Coordination in BPOD-UIC. While in UIC, he supported ADB's Work Program and Budget Framework and implemented corresponding institutional changes to address evolving business needs and institutional priorities. In April 2014, he took over as Country Director, URM, where he established the groundwork for the significant increase in operations in a very complex and challenging environment. He moved to Central West Asia Department (CWRD) as Advisor in July 2018 and in this role, he supported the restructuring of CWRD's front office to help optimize the division of responsibilities and improve CWRD's overall operational effectiveness. He also effectively liaises with the Management and Board on a range of operational matters. Prior to ADB, he was Consultant at Inter-American Development Bank and PADCO (now AECOM International Development) in the USA. Mr. Konishi holds a Master's degree in Public and International Affairs from University of Pittsburgh, USA and a Bachelor's degree in Political Science from Lynchburg College, USA.



**Vikash Kumar Sharda**  
*Partner, Infranomics Consulting LLP*

Having more than 20 years of experience in strategy and management consultancy and executed more than 200+ engagements in infrastructure and other sectors in the area of Business Growth Strategy, Cost Optimization, Project Feasibility, Financial Structuring, Public Private Partnership, Risk Management, Procurement Strategy, Policy advocacy etc. Mr Vikash is a certified PPP Professional, and has worked on almost all aspects of PPP Project in sectors such as Roads & Highways, Ports, Airports, Tourism, Housing, Urban Transport, Water & Sanitation etc. He has also worked in Bank, Financial Institution and infra development industries which provide him 360-degree views on project development. He has a Masters' Degree in Finance and is a qualified Chartered Accountant (all India Rank Holder). He has worked with private sector clients such as L&T Group, Samsung C&T, Axis Bank, GMR Group, etc and also advised to the institutions like World Bank Group, ADB, IFC, JICA and other donor agencies. He has also worked closely with several Central and State Government Agencies and advised them on successful implementation of several PPP Projects. Some of his marquee projects include Chennai Outer Ring Road Project on Hybrid Annuity Model (first HAM project at state level), Comprehensive Planning of Chennai Bengaluru Industrial Corridor (CBIC), Vizag Chennai Industrial Corridor (VCIC) and Regional Planning for Chennai Kanyakumari Industrial Corridor (CKIC).



**Vinod G Pillai**

*Vice President (Sourcing)  
HLL Life Care Limited, India*

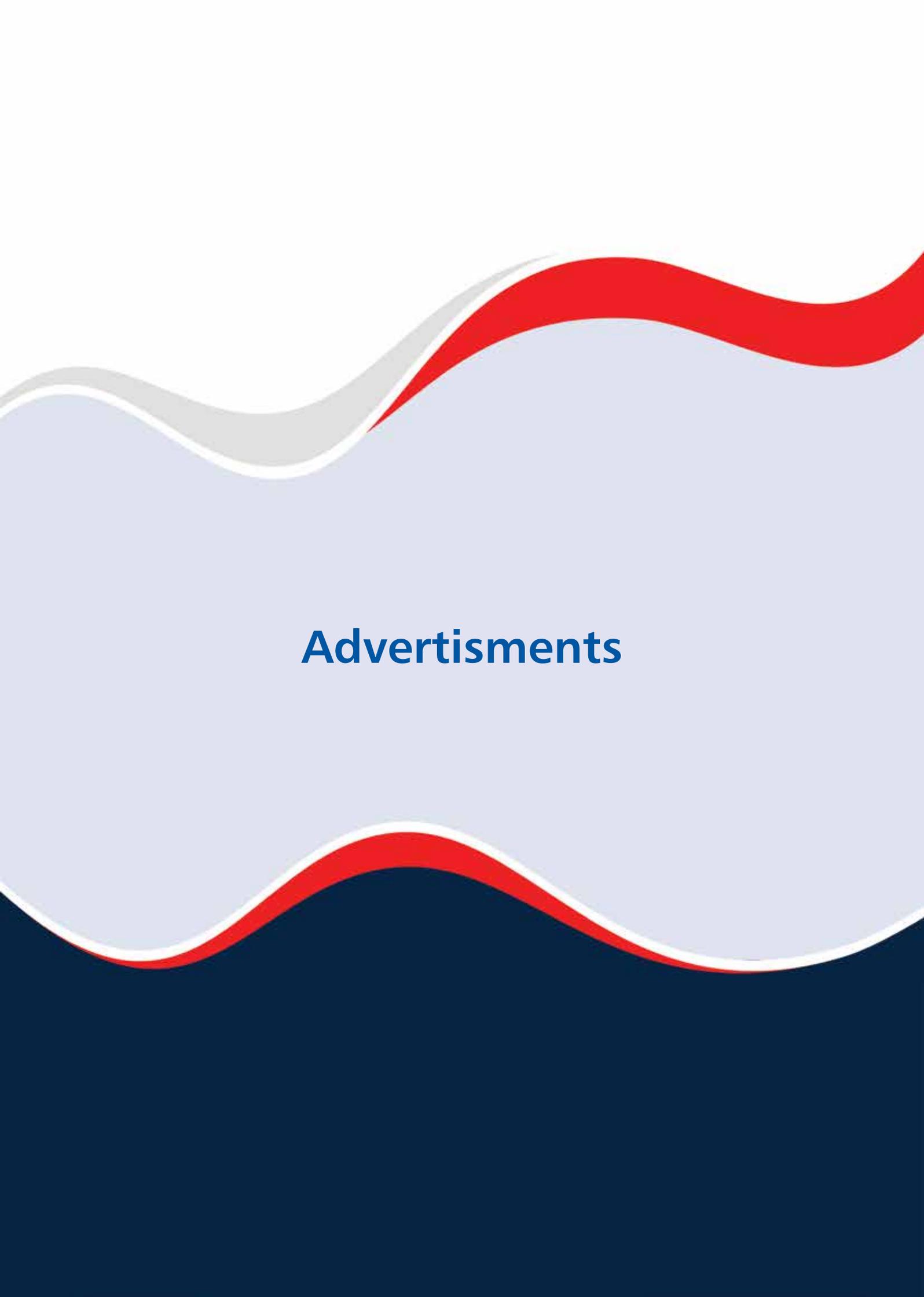
Presently handling the Procurement Management functions of HLL Lifecare Ltd and over seeing the COVID – 19 pandemic procurement related activities in co-ordination with the Ministry of Health & Family Welfare. His previous working experience lies with working with Dutco Beatty LLC, M/s. The Aluminium Industries Ltd. (ALIND) and M/s. Hindustan Motors Ltd at various positions.



**Yamini Sarangi**

*Managing Director  
Odisha State Medical Corporation, India*

Ms Yamini Sarangi holds Bachelor of Engineering (Civil Engineering) from Delhi College of Engineering. From 2002 till 2003 She worked with the Indian software company, Infosys Technologies Ltd., Bangalore. From 2003 till 2008, She worked with the German multinational software corporation, SAP with my last assignment as Associate Manager. Ms Sarangi joined the Indian Administrative Service (IAS) in 2008 and was allotted the State cadre of Odisha. She have served in the capacities of Sub Collector; Project Director of District Rural Development Agency; Collector & District Magistrate - across various Districts in the State of Odisha. From Feb 2019 till June 2019 She worked as Joint Secretary in the Health & Family Welfare Department, Govt. of Odisha. Since June 2019 till date, She have been officiating as the Managing Director of Odisha State Medical Corporation Ltd. (OSMCL) with additional Charge of Commissioner Food Safety, Odisha.



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# ADVANCED CERTIFICATE PROGRAMME IN BUSINESS CONSULTING

The Advanced Certificate Programme in Business Consulting is aimed at catering to the growing need for trained and skilled management consultants. This programme will help the participants in gaining knowledge and developing skills to act as a business/management consultant and further develop them as experts who can help the organisations to come out of the problematic situations they face.

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The duration of the programme is 6 months.

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The programme fees for this course is ₹ 41,300/- (including GST @18%) which include cost of Course Learning Material & Examination fees.



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With Technical Support from The World Bank

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## Key Features

- Certification from premier institute like AIMA with technical support from the World Bank
- Focused Course Structure to address specialised needs
- Blended Learning Environment
- Benefit from strong AIMA industry connect and networking

## Eligibility

Graduate in any discipline from a university recognised by UGC.  
Working experience of 2-3 years is desirable

## Fee Structure

INR 25000 plus GST as applicable.

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For further details contact - Programme Manager  
ALL INDIA MANAGEMENT ASSOCIATION  
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# POST GRADUATE DIPLOMA IN MANAGEMENT (EXECUTIVE)

Approved by AICTE, Ministry of Education, Government of India

**Objectives of the course:** The Post Graduate Diploma in Management-Executive (PGDM-Executive) Programme of 15/18 months duration aims to equip the working executives with requisite conceptual, analytical and personal skills to be successful and groom them for a General Management role. The program shall provide adequate perspective and an integrated overview of core business functions, key concepts and emerging tools and techniques to attain success and sustain growth in a competitive business environment.

**Benefits of PGDM (Executive) Program:** AICTE Approved Program • 170 hours + blended Learning from Industry Experts • Latest Case Studies (From industry to bring meaning and relevance) • Placement Training Support • Live Industry Interactive Sessions • Over four decades of expertise in Conducting Management education program • Academic Flexibility to optimize student's learning

**Target Audience:** The PGDM (Executive) programme is specially designed for high-performing professionals with work experience at the managerial/supervisory level.

**Eligibility:** Bachelor's degree in any discipline from a recognized university with at least 5 years of working experience at the managerial/supervisory level.

#### Programme Fee, Code & Duration:

Program	Program Fee	Duration
PGDM (Executive) in General Management (E6)	INR 75,000/-	15 months
PGDM (Executive) (E7)	INR 90,000/-	18 months

**Program Delivery:** 12 hours of teaching (per subject) via Face to Face Class room/Online teaching on weekends and Online Industry Interactive sessions on weekday etc.

**Evaluation:** On the basis of two assignments per subject and term-end examination. Term end Examination is Paper pen based and is conducted Pan India in month of June and December.

#### Companies where our Alumni Works:



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Procurement

# AIMA offers Professional Diploma in Public Procurement (PDPP)

PDPP caters to procurement practices across the globe and the endeavor is to enable anyone interested in Public Procurement to get an overview of the field and to understand the rationale behind Public Procurement decisions.

The course is delivered as a blend of e-Learning, instructor-led-sessions, self-study and social learning. The delivery of this course is governed by the 'Charter on Public Procurement Studies' (CPPS). The ILT sessions (face to face) are spread over five days. At the end of comprehensive online and offline training, a summative assessment will be conducted. On successful completion of the programme, the partner institute will award the Professional Diploma in Public Procurement (PDPP).

## Will benefit :

- Procurement Professionals for updating their domain knowledge
- Non-procurement professionals who participate in or manage procurement function
- Employees of private sector bidding in Public Procurement
- Anyone interested in Public Procurement.

### Key Features

- Certification by premier institute like AIMA and the World Bank
- Enhance Knowledge and skills to undertake effective procurement using best in class practices
- Blended learning/ Actionable learning
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(PGCM-BA)

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- 200 hours of comprehensive training (135 hours live classes, 25 hours of online recorded sessions and 40 hrs of capstone project)
- Online doubt solving by experts
- World class study material from leading publishers
- 24x7 free access to online e-library containing books, reports & journals
- On the job training & placement assistance after completion of the programme

For more details, please contact

Ekta Nayar (Programme Manager)

All India Management Association (AIMA)

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Metro Station, New Delhi – 110024

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# INTERNET MARKETING

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# PGCM IN DIGITAL MARKETING & STRATEGY

Approved by AICTE\*

The digital technology and internet has emerged as a platform to facilitate global businesses and communication. Virtually, every organisation today is using some or the other digital/online marketing tools.

Leveraging the digital marketing tools, and technology to achieve the competitive advantage and building market lead, CRM and innovations is the main objective of the digital marketing strategy programme.

The programme is intended for Sales & Marketing and IT professionals, who want to take, advantage of digital marketing tools and techniques to upscale their career and achieve better revenues for the organisation and create business values.

\*in ODL mode

For more details, please contact: Ekta Nayyar  
All India Management Association – Centre for Management Education  
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Ph: +91 011-47673000/49868399 Extn:- 732/709 | Mobile: +91 - 9899056265; +91 9250127573  
Email: enayyar@aima.in; digital@aima.in | Website: www.aima.in



# Take a steady step into the business world

## Post Graduate Diploma In Management (Approved by AICTE\*)

All India Management Association is the apex body of management profession in India. Centre for Management education under the aegis of AIMA offers PGDM Programme which is widely acclaimed for its strong curriculum in the industry and academic circles. It is designed not only to impart the knowledge of core subjects such as Accounting, Economics, Finance and Marketing but also lays special stress on developing skills and competencies through exposure to real business situations in the form of case studies. AIMA leverages its close linkages with the industry to assess emerging needs and factor them on to its programmes.

### Course Highlights

- Teaching based on case studies to build and strengthen decision making and analytical skills.
- Contemporary course curriculum recognized by Industry.
- Library Database on AIMA website.
- Complimentary AIMA Membership and Indian Management Journal.
- Lateral Entry permitted on the basis of last Post Graduation/Master's Programme pursued in stream relevant to management education.
- 25% discount in program fee for serving/retired officers of Armed forces.

### Eligibility

- Graduation in any stream from UGC recognised university or equivalent

### Duration

- 2 Years (divided into 4 semesters)
- Online Registration is available , please visit <https://education.aima.in/showAdmissionForm.action>

### Programme Delivery

- 15 hours of teaching per subject
- Industry Interface
- E-Learning Support (Specially designed Foundation Program on Economics, Quantitative Techniques & Accountancy)

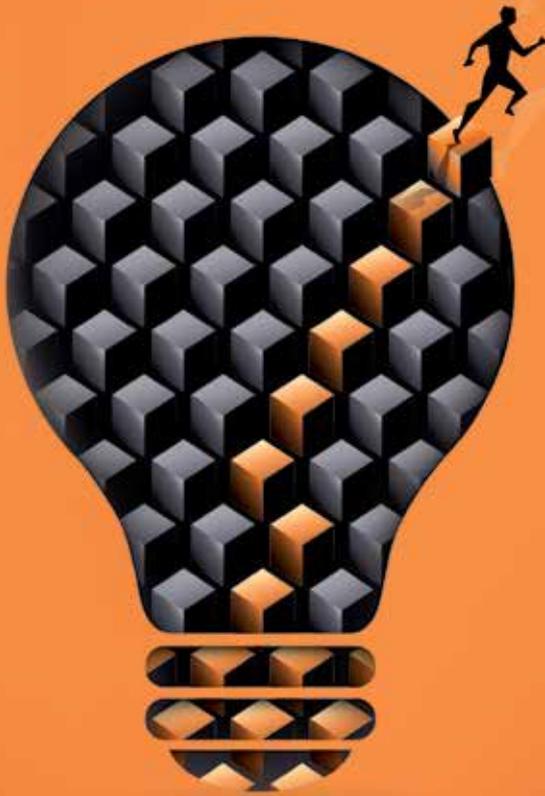
#### \* In ODL Mode

**Specializations : HR, Marketing, Finance, Operations, IT, International Business, Digital Marketing, Business Analytics, Supply Chain, Retail, Hospitality & Financial Research & Valuation Modelling.**

#### Program Manager

All India Management Association – CME  
15 Link Road, Lajpat Nagar-3, New Delhi - 110024  
Contact: 011- 4767 3011 | Mobile: +91-96546 01397  
Email: [pgdm@aima.in](mailto:pgdm@aima.in) Website: [www.aima.in](http://www.aima.in)

# Ph.D (Business Administration)



## Ph.D Programme

Ph.D Programme was launched in 2000 by AIMA in collaboration with Aligarh Muslim University. The programme is divided in two phases - Foundation Phase and Research Work Phase. The Foundation Phase of the programme includes course work conducted by AIMA.

## For Whom

This programme has especially been designed for working professionals (both in industry & academia) which provide enough flexibility so that they continue to make academic pursuits without compromising on their respective job duties & responsibilities.

## Admission Procedure

Register online at [www.aima.in](http://www.aima.in) in the month of March-April/October-November. Candidates need to appear in Research Aptitude Test (RMAT) to be held in May and December every year. Qualified candidates are interviewed for final selection and admission.

## Eligibility

A candidate will be eligible for admission to a course of study leading to the degree of PhD in Business Administration subject to fulfilling the following criteria:

- **Educational Qualification:** Master's Degree in Management or allied subjects like Commerce, Humanities, Science, Engineering and Law etc. or a PGDM / PGDITM duly approved by AICTE, of two years duration with not less than 55% marks or equivalent grade OR Chartered Accountancy, Cost Accountancy or any other professional qualification which are considered equivalent to Master Degree with at least 55% marks or equivalent grade. In addition, the candidate should have a minimum of 50% marks in Graduation.
- AND
- **Work Experience:** Minimum 5 years post qualification work experience in industry at the managerial level or a minimum 5 years of teaching experience as full time Faculty in a Management Institute approved by AICTE or affiliated to a University.

For further details contact: **Manager (PhD Programme)**

**ALL INDIA MANAGEMENT ASSOCIATION**  
**CENTRE FOR MANAGEMENT EDUCATION**

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## CERTIFICATE COURSE IN

# PPP

## PUBLIC PRIVATE PARTNERSHIP

The Certificate in Public Private Partnership, is a blended learning programme designed to nurture certain basic level of Knowledge amongst individuals, working on PPPs or those interested in learning about PPPs, regardless of discipline or sector. The programme assists in preparing participants with the conceptual knowledge and skills to understand the Public Private Partnership as project. With focus on both theory and practice, the curriculum encompasses topics related to the designing a PPP transaction, financing options available, bidding for PPP, PPP contract management and dispute resolution. It also includes extensive regional and sectoral knowledge and comprises PPP best practices in India and around the World.

### Who can benefit

- Government and PSU officials involved or interested in designing and managing PPP transactions
- Employees of Private Concessionaires, Contractors and suppliers involved or interested in implementing PPP contracts
- EPC and other downstream contractors
- Procurement Professionals for updating their domain knowledge

### Eligibility

Graduate in any discipline from university or recognized institute.

### Fee Structure

Course fee - ₹ 25,000/- plus GST (18%) -  
Total fee (inclusive of all taxes) - ₹ 29,500/-

For further details contact

**Yash Kashyap** - Programme Manager

15 link Road, Lajpat Nagar - III, New Delhi

M: +91 8800893848 | Ph: 011-47673000, 49868399-Ext 721 / 710 | Email: [ppp@aima.in](mailto:ppp@aima.in) | Website: [www.aima.in](http://www.aima.in)



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