



Ministry of Finance
Government of India

AIMA
ALL INDIA MANAGEMENT ASSOCIATION

 **THE WORLD BANK**
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GLOBAL PROCUREMENT SUMMIT 2022

Convergence of Public and Private sectors
to maximize value through Green and
Innovative Procurement

March 7-8, 2022 | New Delhi



SOUVENIR



GLOBAL PROCUREMENT SUMMIT 2022

**CONVERGENCE OF PUBLIC AND PRIVATE SECTORS
TO MAXIMIZE VALUE THROUGH GREEN
AND INNOVATIVE PROCUREMENT**

**7-8 March, 2022
New Delhi**

SOUVENIR

ALL INDIA MANAGEMENT ASSOCIATION

Management House, 14 Institutional Area
Lodhi Road, New Delhi - 110 003. India
Tel. : +91 11 2464 5100 / 4312 8100, Fax : +91 11 2462 6689
E-mail : gps@aima.in, Website: www.aima.in

Procurement

AIMA and The World Bank 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
- Opportunity to get AIMA's library membership
- User friendly & easy to use technology interface
- Benefit from strong AIMA industry connect and networking
- Student membership of AIMA with all privileges like subscription to Indian Management Journal

Global Procurement Summit 2022

Thank You Partners

International Partner



Knowledge Partner



PSU Partner



Associate Partner





Certificate Programme in **Contractual Dispute Resolution**

With Technical Support from The World Bank

About the Programme

The Certificate in Contractual Dispute Resolution, a blended learning programme is designed to prepare participants with the foundational knowledge and skills to understand and effectively manage contractual agreements. The course assists in developing the skills to identify and avoid the basic problems / issues which may lead to the dispute in the contract and provides the skills to resolve disputes, if arise, through various methods. With a focus on both theory and practice, the curriculum explores a range of topics, including the legal framework of contract management, dispute resolution and best practices. The programme will be pursued in such a manner as to encourage the managerial perspective of contract management and dispute resolution process.

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.

AIMA GSTIN ID Number: 07AAATA1644A1ZH

PAN no. of AIMA: AAATA 1644 A

For further details contact - Programme Manager
ALL INDIA MANAGEMENT ASSOCIATION
15 link Road, Lajpat Nagar - III, New Delhi

Ph: 011-47673000, 49868399-Ext 710/721 | Email: cpcdr@aima.in | Website: www.aima.in

CONTENTS

CONTENTS	PAGE NO.
• About AIMA-----	09
• Messages -----	13
• Background Note-----	19
• Agenda-----	23
• Speaker Profiles-----	29
• Advertisements -----	47

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.

Messages

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

The world around us changed rapidly, and drastically, with the sudden spread of Covid-19 in March 2020. Without stating the obvious, the pandemic had a significant impact on various areas of economic and social life. In the area of logistics, problems like broken supply chains were observed, and the importance of a functioning procurement system has been abundantly clear throughout these two years of continuous disruption.

Two years down, business leaders across all sectors today are faced with questions about the future of supply chain strategies and about the impact of the changes that will follow, on the ecological and social aspects. Many companies mastered the operational challenges that Covid brought to their procurement function very well. There is increasing awareness of the benefits businesses can accrue from setting up a sustainable procurement policy and following more sustainable sourcing practices. Strategically, sustainability is actually becoming a competitive advantage in itself; and there is now a considerable need for action on issues like sustainable procurement.

Keeping this in mind, AIMA's Global Procurement Summit, this year is focusing on the Convergence of Public and Private sectors to help practitioners understand the benefits and in turn maximize value, through Green and Innovative Procurement. The AIMA Global Procurement Summit (GPS) will provide a platform for all stakeholders to deliberate over a wide scope of opportunities and challenges; while discussing the way forward to build robust and responsible supply chains.

The Summit will help guide forward-looking companies to take the necessary steps towards completely reimagining Public Private Partnership while keeping sustainable development goals in view. Investing in stronger, future-ready practices and capabilities will pay off in the long term towards sustainability, and help organisations emerge stronger and better equipped for any future challenges.

AIMA is thankful to the Ministry of Finance, and The World Bank for their support and contribution in building and developing this year's Global Procurement 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 beginning, we see a big challenge to deal with reorganising our industries and supply chain and make them more resilient towards future challenges which may include large scale disruption, be it the pandemic or trade wars or natural disasters. Our view should not only be focused upon getting the existing systems back to their optimum performances but also the opportunity to reorganise them with sustainable development goals.

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 7th edition of the Global Procurement Summit (GPS) on the theme of “Convergence of Public and Private sectors to maximize value through Green and Innovative Procurement.”, offers a common platform for all the procurement experts across the world to deliberate and examine various. Innovative approaches to reshape and redirect their innovations efforts, both for now and for the future world we would like to leave behind for the generations to come.

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 successful.

**Elmas Arisoy**

*Regional Procurement Manager, South Asia Region
The World Bank*

There is an increasing realization about importance of public procurement all over the world. The size of public procurement globally is estimated to be US\$13 trillion, and this mammoth amount can be leveraged to achieve various policy goals by the governments, including employment generation, upliftment of a segment of society, addressing climate change, improving transparency in governance, reducing income inequality or fast-tracking labour reforms. Increasing expenditure coupled with reduced tax collection due to impact of COVID-19 has put enormous pressure on governments. Procurement professionals have contributed immensely in improving expenditure efficiency.

With above background, current Global Procurement Summit brings together thought leaders from world over to deliberate over topics ranging from modernization of public procurement, making supply chain more resilient, public-private partnership, green procurement, and contractual dispute resolution. Such conferences are important tool for professionalization of procurement function in view of massive expenditure planned on infrastructure and social sectors. It is heartening to witness the growth of Global Procurement Summit over the years, and its success is not just noticed in India but in other parts of the World. It is also great to see the ownership and support of the event from both public and private organizations both Indian and international, which is unique.

Procurement reforms and capacity building are important enablers for achieving twin objectives of the World Bank namely reducing poverty and increasing shared prosperity. Given World Bank's own commitment to strengthen country procurement systems, we have been supporting many procurement capacity building initiatives in partnership with leading academic and management training institutions, and events like Global Procurement Summit are part of that continuum. I wish all the best for 7th Summit and hope that it will meet the expectations of the participants and other stakeholders.

Background Note

Global Procurement Summit 2022

Convergence of Public and Private Sectors to maximize value through Green and Innovative Procurement

The last decade started with heightened concerns upon climate change, later disruptions in form of trade wars and the unforeseen setbacks due to COVID19 pandemic. A brief look at all these events would make us feel that these are to be responded independently. But a closer scrutiny of all these events shows us that the old ways of growth has saturated. The fatigue on the old system is starting to show its effect. As the world gets increasingly susceptible to the high risk of large-scale disruptive events, the sustainability of global supply chain becomes questionable.

In this summit we have gathered to discuss the way forward which is more resilient and sustainable in long term with less vulnerability when it comes to global disruptions. We have been able to achieve a great success in crisis management during the COVID19 pandemic, through public and private co-operation and building on this momentum can help to accelerate progress towards sustainable development and poverty reduction for example more sustainable use of natural resources, efficient use of energy, and valuation of ecosystem services. Any such change would require the government to modernize procurement policies and engage with private players both international and local.

The success to PPP in Health, Education and Infrastructure etc. has shown that if there is a little handholding and encouragement by the government, world class facilities can be developed by our private partners. However, most of the potential of PPP is still untapped and there is a need for deliberating what should be done by all the stakeholders to unleash private sector skills and capital for leveraging government's efforts for providing better infrastructure and services to citizens.

Sustainable growth is about reconciling and reinforcing various aspects of economic, environmental and social policies. Green growth is achieved by taking into account the full value of natural capital and recognising its essential role in economic growth. A green growth model promotes a cost-effective and resource efficient way of guiding sustainable production and consumption choices and could lead to the following outcomes if designed and implemented effectively. It also present new production and servicing businesses which will replace the old system which itself in a way brings in a whole new horizon of opportunities. Green procurement is an important contributor for green growth.

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 international and Indian procurement community to examine the way ahead in this regard. Targeting policymakers, 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, and other stakeholders, the key objectives of Global Procurement Summit 2022 are to discuss convergence of Public and Private Sectors to maximize value through Green and Innovative Procurement. Organized on March 7-8, 2022 at New Delhi, India, GPS 2022 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:

- Government Initiatives for modernizing procurement
- Procurement as Enabler for Economic Development
- How to make PPP more attractive for quick infrastructure development
- Making supply chains more resilient to meet emergencies
- Minimizing delays and disputes in infrastructure contracts
- Green Procurement – way forward

During the sessions, the above mentioned themes will be discussed and the speakers will share where we stand in this regard, along with the challenges faced which lay ahead of us. 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.

Agenda



Ministry of Finance
Government of India



Global Procurement Summit 2022

Convergence of Public and Private Sectors to maximize value through Green and Innovative Procurement

7-8 March 2022 | Hybrid Mode (New Delhi)

SUMMIT AGENDA

DAY 1 – Monday, 7 March 2022

1000 – 1100 hrs	Inaugural Session
Introductory Remark	Ms Rekha Sethi Director General All India Management Association
Welcome Address	Mr C K Ranganathan President All India Management Association
Special Address	Mr Junaid Kamal Ahmad Country Director-India World Bank
Special Address	Mr Hoe Yun Jeong Deputy Country Director Asian Development Bank
Inaugural Address	Shri Pankaj Choudhary Minister of State for Finance Government of India
<i>Release of Summit Souvenir</i>	
Vote of Thanks	Dr Raj Agrawal Director All India Management Association
1100-1115 hrs	Networking Break
1115-1300 hrs	

Plenary Session 1

Chairperson

Panelists

Government Initiatives for modernizing procurement

Mr Sanjay Aggarwal

Advisor, (PPD), Department of Expenditure
Ministry of Finance, Government of India

Ms Caroline Nicholas

Head, Technical Assistance Section, International Trade
Law Division (UNCITRAL Secretariat)
United Nations Office of Legal Affairs

Mr K C Jha

Advisor, Business Function & Integration
Government e-Marketplace, Ministry of Commerce & Industry
Government of India

Mr Sandeep Verma

Chairman & Managing Director
Rajasthan State Road Transport Corporation

1300 – 1345 hrs

Lunch Break

1345 – 1530 hrs

Plenary Session 2

Chairperson

Panelists

Procurement as Enabler for Economic Development

Mr Shanker Lal

Lead Procurement Specialist
Governance Global Practice
The World Bank

Mr Malcolm Harrison

Group Chief Executive Officer
Chartered Institute of Procurement & Supply

Mr Karma Wangdi

Chief Procurement officer
The Royal Government of Bhutan

Mr Nicolas Penagos

Head of MAPS Secretariat at OECD

Mr Samuel Praveen Kumar

Joint Secretary- Department of Agricultural
& Farmers Welfare, Ministry of Agriculture

1530 – 1545 hrs

Break

1545 - 1730

Plenary Session 3

Chairperson

Panelists

How to make PPP more attractive for quick infrastructure development

Mr Adrian Torres

Chief of Public-Private Partnership
ADB

Mr Palash Srivastava

Deputy CEO, IIFCL Projects

Mr Pranavant

Partner, Deloitte India

End of Day 1

Day 2 - Tuesday; 8 March 2022

11:00 – 1130 hrs

AIMA – Welcome to day 2 with brief of Day 1

Mr Jurminla

Senior Procurement Specialist
Asian Infrastructure Investment Bank

1135- 1320hrs

Plenary Session 4

Chairperson

Making supply chains more resilient to meet emergencies

Mr Jeffery Taylor

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

Panelists

Mr Rajkiran Kanagal

Senior VP & Group Head - Emerging Businesses
Head - SAARC & Chemical Vertical, TCI Group

Mr Charles Callanan

Director, Bangladesh Multi-Country Office (BDMCO)
United Nations Office for Project Services

Mr M D Sudarshan

Director
Cavinkare Limited

Ms Ann E. Ottosen

Senior Manager, Vaccine Centre
UNICEF Supply Division

1320 – 1420 hrs

Lunch Break

1420 – 1605 hrs

Plenary Session 5

Chairperson

Minimizing delays and disputes in infrastructure contracts

Dr Nelson Ogunshakin CEng

FICE, FREng, OBE
Chief Executive
FIDIC

Panelists

Mr Chuan Wee Meng

CEO, Singapore International Mediation Centre

Mr Jeremy Glover

President of the Dispute Resolution Board Foundation
Region 2 Board of Directors

Mr K Venkata Ramana

Vice President Contracts & Legal Tata Projects Limited

1605-1620 hrs

Networking Break

1620 – 1805 hrs

Plenary Session 6

Chairperson

Green Procurement – way forward

Dr René Van Berkel

UNIDO Representative & Head, Regional Office in India

Panelists

Ms Galluzzo Giuseppina

Green and Ethical Public Procurement
Specialist presso CONSIP S.P.A., Italy

Ms Bernadine Fernz

Head of Infrastructure, Open Contracting Partnership

Dr Shailly Kedia

Senior Fellow & Associate Director
(Sustainable Development and Outreach Division)
The Energy and Resources Institute (TERI)

1805 – 1815 hrs

Valedictory Session

1805 -1810

Closing Remarks

Ms Elmas Arisoy

Regional Procurement Manager (South Asia)
The World Bank

1810-1815

Vote of Thanks

Dr Gurbandini Kaur

Associate Professor
Program Director- Procurement & Contract Management
All India Management Association

Speaker Profiles



Sh. Pankaj Chaudhary

*Minister of State for Finance
Government of India*

Honorable Minister is 6th time MP from Maharajganj, UP, since 1991 from same party and same constituency. Started as Sabhasad, Gorakhpur Nagar Palika in 1989, he became Deputy Mayor in 1990 from Municipal Corporation, of Gorakhpur. He has worked extensively upon upliftment of the poor and marginalised, construction of dharamshalas, schools, wells, etc. Assisting students who are from economically backward classes, or are physically challenged, etc. He has dedicated his career in social service, environmental protection, helping in marriage of daughters of old widows, handicapped and the poor and ensuring access to the facilities provided to them by the government. Honourable Minister Likes visiting historical places and watching cultural programmes, reading books written by eminent writers, watching Cricket and Badminton tournaments of International level. He also the President, of District Badminton Association, district Maharajganj , Uttar Pradesh and has lifelong membership of National Rifle Association.



C K Ranganathan

*President,
All India Management Association*

CK Ranganathan was born in Cuddalore to parents with primary interest in education. He took up his Bachelors in Chemistry and after a short stint in the family business, he set up "Chik India". The Company began its journey as Chik India and was renamed CavinKare Pvt. Ltd (CKPL) in 1998 with a starting investment of Rs. 15, 000/-. The Company manufactures and markets many products under the brand of Chik, Spinz, Fairever, Meera, Nyle, Raaga Professional, Karthika, Indica, Cavin's Ruchi, Chinnis, Maa, and Garden etc both in domestic and international markets. The Company has pioneered the concept of 'Family Salons' in India with its specialist brands – Limelite and Green Trends and hence started Trends In Vogue Pvt. Ltd a Group Company which has a clear-cut focus providing personalstyling and beauty solutionsto everyone in the family. Mr Ranganathan isthe President of Tie – Chennai Chapter for the years 2019-21. He wasthe Chairman of Confederation of Indian Industry, Tamil Nadu State Council for the year 2009/10. He was also the past President of Madras Management Association. CK Ranganathan is one of the founder-members of the Ability Foundation – an NGO working towards the rehabilitation of the disabled. He instituted CAVINKARE ABILITY AWARDS to celebrate annually the exemplary spirit of rare breed of individuals who have risen above their physical limitationsto display that attitude is everything. He also instituted an annual CHINNIKRISHNAN INNOVATION AWARDS to encourage small entrepreneursin memory of hisfather Shri. R Chinnikrishnan, the man who pioneered the sachet revolution. Mr Ranganathan was conferred the prestigious "Entrepreneur of the Year award" by the Economic Times in 2004. He was also the Winner of 2018 "ICIS World Surfactants Awards"for an outstanding contribution to the Surfactant Industry Globally.



Rekha Sethi

*Director General,
All India Management Association*

Rekha Sethi is the Director General of the All India Management Association (AIMA), the apex body for management in India. 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. 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. 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, Rekha worked with India's premier industry organization, 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.

(First word alphabetically wise)



Adrian Torres

*Chief of Public-Private Partnership Thematic Group
ADB*

Mr. Torres, a national of Australia, holds a Master's degree in Commerce (Economics) from the University of Sydney, dual Bachelor's degrees in Civil Engineering and Business Administration from RMIT University. He has over 23 years of professional experience including over 10 years in ADB and brings strong experience in all facets of PPP transactions. He joined ADB in October 2010 as Senior Finance Specialist in the Urban and Water Division of CWRD and in April 2012 transferred as Senior PPP Specialist to the PPP Advisory Unit in the Front Office of CWRD, where he worked on the first ever fee-based PPP transaction advisory mandate for the Bank. In May 2016, he was promoted to Principal Finance Specialist in the Finance Division of CWRD and then joined the Unit for Nonsovereign Operations of SPD as Principal Planning and Policy Specialist in April 2019 where he represented ADB in a number of G20 International Financial Architecture working group discussions and worked on various strategic initiatives including the establishment of ADB's first ever Private Sector Window which will help promote the Bank's nonsovereign operations and assist in the financing of PPPs in frontier markets through blended finance solutions. He also held role of Chair of Blended Finance Committee while in SPD. He brings an extensive experience in the field of PPPs having performed a variety of roles including as transaction advisor (buy side and sell side), policy advisor, debt provider (sovereign and nonsovereign), and principal investor in several large and complex PPP transactions having worked for ANZ Investment Bank's Capital Solutions, Societe Generale's project finance team, Westpac Institutional Bank's Specialised Capital Group, and Ernst & Young Corporate Finance.



Ann E. Ottosen

*Senior Manager, Vaccine Centre
UNICEF Supply Division*

Ann E. Ottosen, Senior Manager, Vaccine Centre, UNICEF Supply Division, has worked with vaccines since 1994, and is currently responsible for the oversight of supply and procurement of COVID-19 vaccines, Polio, Ebola and Malaria vaccines. UNICEF procures vaccines on behalf of over 100 countries to reach approximately 45% of the world's children. UNICEF supplies vaccine to support national routine immunization programs, campaigns, outbreak response, and is procurement agency for national governments as well as a number of programs and partners, for example the COVAX Facility, Gavi the Vaccine Alliance and the Global Polio Eradication Initiative.. When joining UNICEF in 2007, Ann Ottosen was responsible for a portfolio of new vaccines, including the conceptual development of the Advance Market Commitment of Pneumococcal conjugate vaccines. Before joining UNICEF, Ann was Director of Global Sales and Vaccine Procurement at a government owned vaccine manufacturer.



Bernadine Fernz

Head of Infrastructure, Open Contracting Partnership

Bernadine is the Global Head of Infrastructure and Regional Head of Asia Pacific at the Open Contracting Partnership (OCP). Before joining OCP, she was Associate Director and Regional Manager for Latin America and Southeast Asia at CoST – the Infrastructure Transparency Initiative. She began her development career at Deloitte & Touché, working on mega-infrastructure projects before further specialising in climate governance at the Overseas Development Institute. A barrister by trade, she has over 20 years of experience across the legal, consulting and international development sectors.



Caroline Nicholas

*Head of Technical Assistance and Senior Legal Officer
The International Trade Law Division,
United Nations Office of Legal Affairs (the UNCITRAL Secretariat)*

Caroline Nicholas is Head of Technical Assistance and Senior Legal Officer at the International Trade Law Division, United Nations Office of Legal Affairs (the UNCITRAL Secretariat). She has previously served as Secretary to UNCITRAL's Working Groups I and III, leading UNCITRAL's work on Procurement and PPPs, Investor-State Dispute Settlement and Online Dispute Resolution. Caroline leads UNCITRAL's work in public procurement reform, cooperating with the World Bank and other MDBs in particular, and publishes papers and teaches on public procurement at the post-graduate level in several UK and European universities. Prior to joining UNCITRAL, she was an Investigator in the United Nations Office of Internal Oversight Services, handled Kuwaiti Government claims at the United Nations Compensation Commission, and practised as a solicitor in commercial law and banking and insolvency litigation in the City of London and Hong Kong. She has Masters' degrees in Philosophy, Politics and Economics (Oxford, UK) and Public Procurement Law and Policy (Nottingham, UK).



Charles Callanan

*Director, Bangladesh Multi-Country Office (BDMCO)
United Nations Office for Project Services*

With more than 20 years of experience in development and operations across several different regions and organizations, Mr. Callanan now serves as the Director of UNOPS Multi-Country Office, responsible for UNOPS operations in Bangladesh, Bhutan, India, Nepal, Pakistan, Sri Lanka. Prior to this he served as Director of UNOPS New York office where he managed operations in 110 countries and represented UNOPS in the Executive Board. He has been responsible for planning and managing projects with up to 179,000 personnel, has worked for the private sector, United Nations and the military. With extensive experience in humanitarian, development and post-conflict settings, he has worked in Afghanistan, East Timor, Sudan, Iraq, China, UAE, State of Palestine, Denmark, USA, Nepal, Jordan, India, Nepal, Bangladesh and Sri Lanka. He has won UNOPS Executive Director's award three times, has graduated with Honors in Science from UNSW, and an MBA from MIT Sloan Business School. Most recently as part of the COVID-19 humanitarian response he has led his teams to deliver \$100m emergency projects for oxygen systems, ventilators and medical equipment.



Chuan Wee Meng

*CEO,
Singapore International Mediation Centre*

Wee Meng is an experienced lawyer of more than 30 years, working out of Beijing, Hong Kong, Sydney and Singapore. Prior to joining SIMC, he served as General Counsel of IBM Greater China and Nortel Networks Asia Pacific for about 20 years. He has advised senior leadership of MNCs as lead counsel on legal and regulatory issues arising out of doing business in Greater China, India, Japan, Korea, ASEAN, Australia and New Zealand. As an active board member of US-China JVs, he has managed a wide range of emerging market risks with leading international best practices. Leveraging his deep regional experience, he is currently leading SIMC to promote mediation to resolve complex, commercial cross-border disputes in the Asia Pacific region. Wee Meng is an accredited mediator of the Singapore International Mediation Institute. He graduated with a law degree from the National University of Singapore and holds a Master of Laws from the University of Hong Kong. He is called to the Singapore Bar and Hong Kong's Roll of Solicitors.



Elmas Arisoy

*Regional Procurement Manager (South Asia),
The World Bank*

Elmas Arisoy is the Practice Manager (Regional Procurement Manager) 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.

**Galluzzo Giuseppina**

*Green and Ethical Public Procurement Specialist presso CONSIP S.P.A.
Italy*

Senior expert on Sustainability at Consip (The Central Purchasing Body of Italy) and Trainer of Executives and Public Authorities in the field of Sustainable Procurement, Circular Economy and E-Procurement tools/procedures. She supported the Ministry of Environment for the implementation of the Italian National Action Plan on GPP and participated in European Projects on Green and Ethical Public Procurement (Buy Smart +, Green Proca, GPP2020, European working group on ethical procurement of ICT).

**Hoe Yun Jeong**

*Deputy Country Director India Resident Mission
Asian Development Bank*

Hoe Yun Jeong, a national of the Republic of Korea (ROK), holds a Master's degree in Business Administration from the University of Washington, USA and a bachelor's degree in economics from Seoul National University, ROK. He has more than 23 years of professional experience, including over 12 years in ADB. He joined ADB in July 2009 as an Economist in the former Office of Regional Economic Integration (OREI). He moved to SARC in August 2014 as Senior Economist (Regional Cooperation) and was promoted to Principal Economist in December 2016. He transferred to India resident mission (INRM) in December 2018 as Principal Country Specialist and had supported INRM's management in achieving record annual commitment. He currently works as Deputy Country Director in the INRM. He assists the Country Director in planning and implementing INRM's operations in line with evolving development needs and priorities, while closely coordinating its processing with sector divisions and India's Department of Economic Affairs. He also supports knowledge operations with focus on alignment of program with corporate strategic and thematic priorities. Prior to joining ADB, Mr. Jeong worked at the Ministry of Strategy and Finance of the Republic of Korea where he held various roles in several bureaus including Economic Policy, International Finance, and International Economic Affairs.



Jeffery Taylor

Director, Procurement Division 1

Procurement, Portfolio and Financial Management Department

Asian Development Bank

Mr. Jeff Taylor is currently 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 35 years. The last 15 of which have been with ADB. In his time with ADB he has been regional procurement head for Central, West Asia; Secretary to ADB's Operational Procurement Committee; Head of ADB's Institutional Procurement and chairperson of its Institutional Procurement Committee. He is a Chartered Member of the Institute of Purchasing and Supply and holds a Master of Science in Procurement.



Jeremy Glover

President of the Dispute Resolution Board Foundation

Region 2 Board of Directors

Current President of the Executive Board of Region 2 of the Dispute Resolution Board Foundation (DRBF), Jeremy has been a partner at Fenwick Elliott LLP, the UK's largest construction law firm, since 2002. He is listed as a leader in his field in Who's Who Legal: Construction 2021. An accredited adjudicator and member of the CIARB Adjudication Sub-Committee, Jeremy is the co-author of Understanding the FIDIC Red and Yellow Book: A Clause by Clause Commentary, the third edition of which was published in 2018, and lead editor of Building Contract Disputes: Practice and Precedents. Jeremy is a member of the Board of Examiners on the Construction Law MSc programme at King's College, and also teaches on the MSc Building Information Modelling Management Programme at Middlesex University.



Junaid Kamal Ahmad

*Country Director-India,
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.



Jurminla

*Senior Procurement Specialist,
Asian Infrastructure Investment Bank*

Mr. Jurminla, a Senior Procurement Specialist from AIIB has over 20 years of work experience in Public Procurement both in government and international set-up. He has worked in UN and The World Bank, Delhi Office before joining AIIB. Major strength includes advanced technical qualifications and broad expertise in all aspect of procurement in infrastructure projects including proven experience in designing, managing and delivering large and complex procurement operations including public-private partnership (PPP) operations. He has a strong conceptual, analytical and evaluative skills with good track record of designing, managing, and delivering relatively large and complex procurement operations both for sovereign loan as well as non-sovereign loan. Jurminla is a citizen of Bhutan. He holds Master's Degree in Public Policy from Australian National University and he is a member of Chartered Institutes of Purchasing & Supply (MCIPS).



Karma Wangdi

*Chief Procurement Officer
The Royal Government of Bhutan*

Mr. Wangdi is the Chief Procurement Officer of The Royal Government of Bhutan. He has also been the Chairman of SAARC South Asian Regional Procurement Conference (SAR) since 2019. Mr. Wangdi has been at the forefront of Procurement Reforms in Bhutan, he has led the development and implementation of the electronic government procurement system (E-GP System) from 2015. Mr. Wangdi is a strong leader of procurement/financial management and effective trouble-shooter. He has practical expertise in procurement, program and project management (PFM under co funding by EU and World Bank). He completed his Honours in Economics with Merit from Kanglung College in 1997 and did his Post Graduation in Financial Management with Merit from the Royal Institute of Management, Bhutan in 1998. Mr Wangdi also has Masters in Professional Accounting with Merit from Edith Cowan University, Perth, Western Australia done in the year 2005. He is the first and only FCIPS holder in Bhutan.



Kumar Chandrahas Jha

*Advisor, Business Function & Integration, Government e-Marketplace,
Ministry of Commerce & Industry, Government of India*

An alumnus of IIT Delhi, Mr Jha developed and implemented the Inspection software System for E-Procurement in the year 1995. He, then initiated and led the on line Supplier Registration system in Directorate General of Supply & Demand (Ministry of Commerce and Industry, Government of India) in 1997. This was an effort to go for paperless vendor registration with DGS&D Deptt of commerce and bring the ease of business. From the years ranging 2006- 2008 he conceptualized and led the project of Total E-Procurement Solution to final implementation and including the creation of data center at DGS&D, awarded by the World Bank in 2007. Serving as ex Deputy Director General of Quality Assurance Eastern Zone he developed a total E-Procurement System for Jute, which generated business to the tune 7000 Crore. Since 2016 he is working with Government E Marketplace (GEM) as Ex additional Director general of QA and Ex Additional CEO GeM, He conceptualised, designed & implemented Version 1 & version 2 of GeM portal. After retirement in 2019 as Additional Director General QA, Dept. of Commerce, he has joined GeM as Advisor (Business Functions & Integration) & leading the three verticals of GeM i.e. creation of features & functionalities & integration with external stake holders through services & API and head of center of excellence of GeM.



K Venkata Ramana

*Vice President Contracts & Legal
Tata Projects Limited*

Mr K Venkata Ramana heads Contracts and Legal Department of Tata Projects Limited. He has close to three decades of rich and diverse experience in legal matters involving Environmental Laws, Construction contracts, Trademarks and Copyright Laws, Industrial Laws, Company Law and Arbitration Laws and Public Interest Litigations. Prior to joining Tata Projects, he worked with Hindustan Construction Company where he was heading legal department for 11 years and prior to the same he was associated with Ambuja Cements Ltd. and practised at Andhra Pradesh High Court at Hyderabad. Mr. Ramana is a Law Graduate from Osmania University. Motor biking and travelling are his hobbies."



Malcolm Harrison

Group Chief Executive Officer, CIPS

Malcolm Harrison joined CIPS in July 2018 after a broad and varied career spanning over 30 years. Having experienced many different sectors, geographies and senior leadership roles, Malcolm is passionate that Procurement and Supply is the key differentiator for any organisation. In his early career he worked in Production, Sales, Procurement, Supply Chain, and HR with Mars Confectionery, Pedigree Petfoods and Bass. From 2000 he created and led global Procurement for Interbrew in Belgium, and was subsequently appointed Chief Procurement Officer of InBev. In 2006 Malcolm joined Nestlé SA in Switzerland as CPO responsible for one of the largest and most complex FMCG procurement spends in the world; he put a real focus on building capability and driving engagement of the procurement function with the Nestlé businesses. In 2010 he was appointed CEO of the global Plastic Packaging division, and a member of the Executive, of Rexam plc the FTSE 100 consumer packaging company. From 2015, Malcolm worked in the Cabinet Office of the UK Government where he held the role of CEO of the Crown Commercial Service, overseeing an annual spend of more than £13 Bn on common goods and services across the UK public sector. He also had responsibility for UK Public Sector Procurement Policy and for supporting the UK Government's initiatives with SMEs. Having established and developed several Procurement functions over the span of his career Malcolm wants CIPS to drive the profession forward, with continual professional learning at the heart of the agenda for procurement and supply professionals. Ensuring CIPS remains as the global voice for the profession is critical to Malcolm's future vision for CIPS, helping to ensure that CIPS can continue to represent the profession at the highest levels and to promote Procurement and Supply as a great career. Malcolm holds a Master's Degree in Chemical Engineering from Cambridge University. He lives in the UK and has previously spent in total more than 12 years living in West Africa, France, Belgium and Switzerland as part of his professional career.



M. D. Sudharsan

*Director,
Cavinkare Limited*

M. D. Sudharsan is a Director and a Member of the Board of CavinKare, taking care of Corporate Affairs portfolio. Material functions of the organisation like Strategic Procurement, Mergers & Acquisitions, Finance, Taxation, Commercial, Legal-Secretarial fall under the domain of Corporate Affairs. He has spent over 16 years with CavinKare and prior to that he was associated with Reliance Industries Limited, Mumbai for about 10 years and Unilever, Delhi for about 8 years.



Nelson Ogunshakin

CEng, FICE, FREng, OBE, Chief Executive, FIDIC

Dr Nelson Ogunshakin OBE has been FIDIC chief executive since July 2018. FIDIC, the International Federation of Consulting Engineers, is the global representative body for national associations of consulting engineers and represents over one million engineering professionals and 40,000 firms in more than 100 countries worldwide. The buildings and infrastructure sector in which FIDIC members work contributes around US\$36trillion to global GDP. Nelson has more than 30 years' experience in planning, finance, delivery and management of major property and infrastructure investment projects. He has overall responsibility for FIDIC's global operations. He is also a board member of Transport for London (£10.5bn annual turnover), is a TfL nominee board member of Crossrail Limited, a £14.8bn rail development in London, was appointed to the Board of Connected Places Catapult and has been elected as a Fellow by the Royal Academy of Engineering. Nelson was previously CEO of the UK Association for Consultancy, a post he held for 14 years, during which time he was responsible for the transformation and repositioning of ACE, an association representing the interests of over 450 consultancy and engineering companies.



Nicolas Penagos

Head of MAPS Secretariat at OECD

Nicolás Penagos is the Head of the MAPS Secretariat housed at the OECD, where he is responsible for maintaining the methodology and carrying out the quality assurance process of MAPS assessments. Before joining the MAPS Secretariat, he was the Head of Latin America at the Open Contracting Partnership. Prior to that, he was the Deputy Director at Colombia's National Procurement Agency. Nicolás holds a double major in industrial engineering and mathematics; and a masters in sustainable development from the University of Paris - Dauphine.



Palash Srivastava

Deputy CEO, IIFCL Projects

A total of 26 years of experience in infrastructure transaction advisory/ investment (debt, equity, and funds), public private partnerships in infrastructure, management consulting and fund raising, capacity building & training in India. Led teams through a variety of leadership roles as Business Head/Regional Manager/Practice Head/Project Manager ranging from a small knowledge based/project teams to over 50 professional staff – managing contracts & concessions for organisations such as – IDFC Group, CRISIL, Feedback Ventures, IL&FS & Adity Birla Group. Have worked on transactions in all core infrastructure sectors –roads, ports, airports, railways, urban transport, water supply and solid waste management; Agriculture Warehousing; Industrial parks and Special Economic Zones, IT, Tourism / Leisure & Entertainment, Real Estate, Healthcare. He has an MBA from RA Podar Institute of Management and completed his Civil Engineering from Malaviya National Institute of Technology, Jaipur.



Pranavant

Partner, Deloitte India

Pranavant is Partner in consulting practice in Deloitte with over 35 years of professional experience in senior technical and managerial roles within the infrastructure sector. He has extensively worked with public sector agencies, both at the national and sub-national level as well as with donor agencies. His wide range of experience cover deep understanding of business processes, program/project management, stakeholder alignment, institutional and regulatory framework, risk assessment and allocation, etc. pertaining to the infrastructure sector. Pranavant holds bachelor's and a master's degree in Civil Engineering, along with a post graduate diploma in public management & policy from I.I.M Ahmedabad.



Raj Agrawal

*Director,
All India Management Association*

Currently, 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.



Rajkiran Kanagala

*Senior VP & Group Head - Emerging Businesses
Head - SAARC & Chemical Vertical, TCI Group*

An alumni of Harvard Business School (HBS), Rajkiran, received his BE degree in Electronics, being a University Topper. He also holds an MBA degree and a degree in Export-Import Management, where he stood All India First. Rajkiran Kanagala is the Senior Vice President and Group Head – Emerging Businesses at Transport Corporation of India (TCI), where he has been working since 2006. He is currently involved in projects encompassing strategy and growth initiatives within the areas of technology, innovation, brand, marketing, sourcing and HSE as his core competencies. He also heads the SAARC and Chemical verticals at a P&L level. With an exposure of 14+ years now in the domain of Supply Chain, Logistics & Transportation, Rajkiran is invited as a distinguished speaker on this subject by some of the most respected institutions and academia. He has authored several technical articles and worked on research projects. With an overall exposure of 25 years, Rajkiran has worked in various roles in international and domestic markets. He also serves as a member of the Executive Committee of TCI Group. Currently, he is steering an unique national initiative on road safety and health, "TCI Safe Safar", which has won awards and witnessed great partnerships from numerous corporates and associations. Rajkiran is an ardent fan of superheroes and comics. He is also a passionate follower of history and sports and is fond of exploring latest technologies and performing fitness activities.



Rene Van Berkel

UNIDO Representative & Head, Regional Office in India

Rene Van Berkel (PhD) currently heads the Regional Office of the United Nations Industrial Development Organization (UNIDO) in India. He is accredited as UNIDO Representative for India, Bhutan, Maldives, Nepal and Sri Lanka. UNIDO works to promote inclusive and sustainable industrial development with a particular focus on productivity, competitiveness and innovation, environmental sustainability and decent and inclusive work in manufacturing firms. René has over 30 years professional experience in resource efficiency and cleaner production, industrial ecology, productivity, innovation, sustainability and social responsibility, particularly in manufacturing and related sectors, including the required policies and capacities. During 2015-17, René was the Chief Technical Advisor in UNIDO's Resource efficient and Cleaner Production (RECP) programme in Indonesia. From 2008 to 2015, he was Unit Chief Cleaner and Sustainable Production at UNIDO headquarters in Vienna. Between 2006 and 2008, he was an independent consultant in eco-efficiency and industrial ecology. From 1999 to 2006 he was Professor of Cleaner Production at Curtin University of Technology in Australia. From 1989 to 1999 he held various research and leadership positions at the University of Amsterdam. Dr Van Berkel is a Dutch national and holds a PhD in Environmental Science from the University of Amsterdam.



Sandeep Verma

*Chairman & Managing Director
Rajasthan State Road Transport Corporation*

Sandeep Verma is presently working as Chairman & Managing Director, Rajasthan State Road Transport Corporation in Jaipur. He is an acknowledged contributor to the latest set of instructions issued by Ministry of Finance, Government of India in October 2021 that cover key procurement and project management issues in government contracts. Sandeep Verma has been regularly invited for well over a decade to train senior IAS officers on project and contract management at India's premier training academy for senior civil servants—the Lal Bahadur Shastri National Academy of Administration (LBSNAA). He holds an L.L.M. with highest honours, having specialised in Government Procurement Law from The George Washington University Law School, Washington D.C. in 2009. Earlier, he obtained his postgraduate and graduate degrees in engineering from the Indian Institute of Technology, Delhi in 1992 and in 1990 respectively. He has been a member of the Indian Administrative Service since 1993; and has worked in senior positions in federal and state governments for over 25 years. He regularly authors full papers and short legal/ public policy briefs on topics of interest to government contracts stakeholders, including The Procurement Flyers on SSRN.



Samuel Praveen Kumar

*Joint Secretary- Department of Agricultural & Farmers Welfare
Ministry of Agriculture*

Shri Samuel Praveen Kumar, Joint Secretary, MoA&FW carries with him an experience of more than 24 years in the field of Post-Harvest Management of Food grains. He is a Post - graduate in Agriculture with Specialisation in Agricultural Entomology from TNAU, Coimbatore. He is a recipient of 3 medals and 4 endowment awards for his M.Sc Thesis work on Integrated Pest Management in Brinjal. Besides, he also holds an MBA degree in Marketing and Diploma in Multi-modal Transportation and Logistics Management. He has multidimensional experience in the Warehousing, Logistics and Supply chain sector having worked in Central Warehousing Corporation for 24 years in various capacities including Regional heads of Odisha, Karnataka, AP and Telangana states. He also served as General Manager (Commercial) at CWC Corporate Office for 2 years looking after the operations of the corporation and actively contributing in Project Management and Strategic Decision Making. For his outstanding work in the state of Karnataka he was recognised with the Best Regional Manager award in 2017. He served on the Boards of Odisha State Warehousing Corporation, Karnataka State Warehousing Corporation, AP State Warehousing Corporations and Telangana state warehousing Corporations as CWC nominated Director. He spearheaded the work of registration of CWC Agri-Warehouses in AP and Telangana with WDRA followed by getting them notified to function as market yards for taking up Warehouse based sale of Agri Commodities to reduce multiple handling and transportation costs and benefit farmers and traders which is the first of its kind in the country and was recognised for his efforts with a special Award on the occasion of 63rd Foundation Day of CWC on 02.03.2020 by the then Hon'ble Minister of Consumer Affairs, Food and Public Distribution, Late Sh Ram Vilas Paswan. Presently Shri Samuel Praveen Kumar is with Ministry of Agriculture and Farmers welfare since last 2 months as Joint Secretary, having joined the Ministry through the lateral Entry scheme of Gol and looking after Rain fed Farming Systems Division.

**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

**Shailly Kedia**

*Senior Fellow & Associate Director,
(Sustainable Development and Outreach Division),
The Energy and Resources Institute (TERI)*

Dr. Shailly Kedia is a policy researcher who is a Senior Fellow and Associate Director with the Sustainable Development and Outreach Division at The Energy and Resources Institute (TERI), New Delhi. At TERI, she has pioneered the concept of green budgeting and has majorly focused on sustainable development and climate change related policy research. Her research interests include sustainable consumption and production, sustainable public procurement, low carbon development, business sustainability, green growth, and international organization. She is also in charge of TERI's flagship track-II initiative, the World Sustainable Development Summit. In past, she has worked briefly with the Sustainable Development Network of the World Bank in Washington, DC; and with the Center for Climate Systems Research at Columbia University and NASA Goddard Institute for Space Studies in New York. She is a Board Member of World Sustainable Development Forum and was Member of the Taskforce on Greening Rural Development of the Ministry of Rural Development, Member of the Indo-German Expert Group on Green and Inclusive Economy, and Co-chair of the Green Growth Knowledge Platform Research Committee on Inclusiveness. She is a Doctor of Philosophy in International Studies, Master of Business Administration and Bachelor of Engineering.

**Shanker Lal**

*Lead Procurement Specialist
Governance Global Practice
World Bank*

Shanker is the World Bank Country Procurement Lead for India and is based in New Delhi (India). He has a post graduate degree in Mechanical Engineering from Indian Institute of Technology (IIT-BHU) and Graduate Diploma in Purchasing & Supply from the Chartered Institute of Procurement and Supply (CIPS), U.K. He is a Fellow of CIPS (FCIPS). Apart from managing the Bank Procurement Team in India (since July 2014) for providing support to Bank-financed operations, he has been working on procurement capacity building and procurement reform initiatives. He has been the Task Leader for a number of Global and Indian studies, some of which are available at website of the World Bank. He has supported design and launch of many capacity building initiatives in partnership with reputed Indian institutions; and mobilizing the procurement community for setting up the Public Procurement Professional Association of India (PPPAI). Before joining the Bank, he was working as Deputy Head (Contracts and Procurement) for Department for International Development (DFID), Government of U.K. at New Delhi office. Apart from authoring various blogs (available at blogs.worldbank.org/team/shanker-lal), Shanker has also contributed a Guidebook on Framework Agreements.

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For further details contact

Yash Kashyap - Programme Manager

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For more details, please contact

Ekta Nayyar (Programme Manager)

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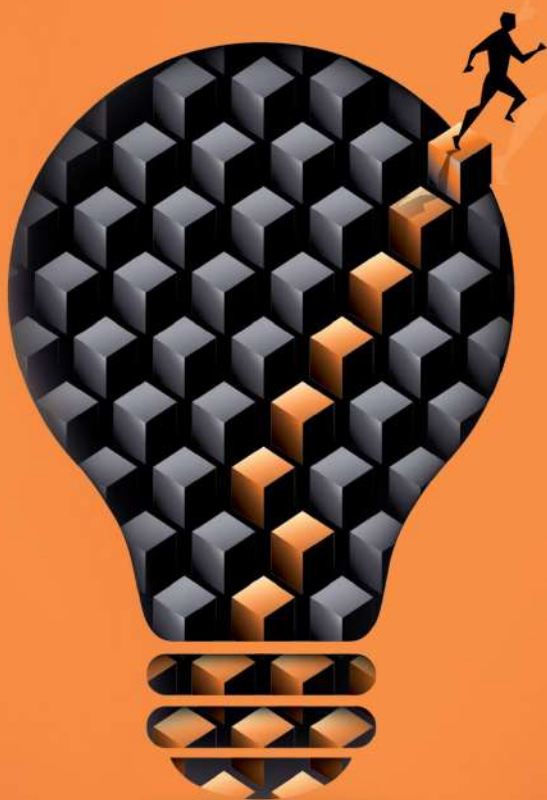
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Contact: 011- 4767 3011 | Mobile: +91-96546 01397
Email: pgdm@aima.in Website: www.aima.in

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 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

15, Link Road, Lajpat Nagar 3, New Delhi -110024

Tel: +91-11-47673000/49868399 (Ext.741) | Fax: 011-24643035 | email: phd@aima.in | Visit our website: www.aima.in



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ALL INDIA MANAGEMENT ASSOCIATION

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Management House, 14 Institutional Area, Lodhi Road, New Delhi - 110 003. India
Tel. : +91 11 2464 5100 / 4312 8100

15 Link Road, Lajpat Nagar - 3, New Delhi - 110 024
Tel. : +91 11 47673000, 49868399, Ext. 700/800

E-mail : gps@aima.in
Website: www.aima.in