



Institute of  
Business Administration  
Karachi

*Leadership and Ideas for Tomorrow*

# Certificate in Procurement Management for the Public & Private Sector Procurement Professionals



Center for Executive Education  
Institute of Business Administration



## Overview

The Government of Sindh has recently released the latest amendments to the Sindh Procurement Rules 2009. Equipped with the new, modern and business-friendly rules, it provides an excellent framework for the procurement officers in public and private sector organizations.

The rules focus on fairness, transparency and most importantly 'value for money'. They provide opportunities for procurement improvements through best practices, and ultimately 'Procurement Leadership'. This workshop further fulfills the mandatory eligibility requirement of SPPRA regarding carrying out procurements and allied functions.

The Center for Executive Education (CEE) at the Institute of Business Administration (IBA) Karachi, is organizing five days' workshop on understanding generally "Procurement Management" and specifically "Public Procurement Framework and Regulations in Sindh". The workshop will provide procurement managers or officers and interested professionals with a solid understanding of "Procurement Management under SPP Rules" through examples and case studies.

The workshop is not only beneficial for professionals from public sector but also from private sector, as more and more private companies are providing goods and services to the public sector. Understanding of rules enhance their opportunities and decrease the occurrence of inaccuracies.

All faculty involved in this program are certified by SPPRA for the Procurement Management.

## Learning Outcomes

- Learning phases of procurement life cycle from both buyers and sellers' perspectives;
- Understanding of key issues and best practices in procurement management;
- Understanding different procurement methods;
- Selecting the right procurement method with the aid of theories, principle and tools;
- Preparing and evaluating bidding documents;
- Exposure to tons of real-time cases and examples, and;
- Transformation into Life-long Learners as exposed to Global Certifications and Associations



## Topics Covered

- Procurement Planning
- Procurement Methods
- Bidding Documents of Goods and Works
- Preparation of RFP
- Bid Submission and Opening
- Bid evaluation
- Contract Management
- Dispute Resolution
- Brief: Comparison of Procurement Regimes
- Brief: Incoterms

## Who should attend?

The workshop is primarily for Procurement Managers in Public Sector. However, the workshop is also beneficial for professionals from private sector, as more and more private companies are providing goods and services to the public sector. Understanding of rules enhance their opportunities and decrease the occurrence of inaccuracies.

Moreover, the following professionals (whether from Public or Private sectors) can also benefit from this workshop:

- Procurement /Purchasing /Sourcing Professionals
- Supply Chain Managers
- Operations Managers
- Project Managers
- Logistics Managers
- Production Managers
- Contract Managers
- Finance Managers
- Internal/External Auditors
- Heads of Departments
- Facilities Managers
- and those interested in the subject



## Faculty

### Mohsin Patel

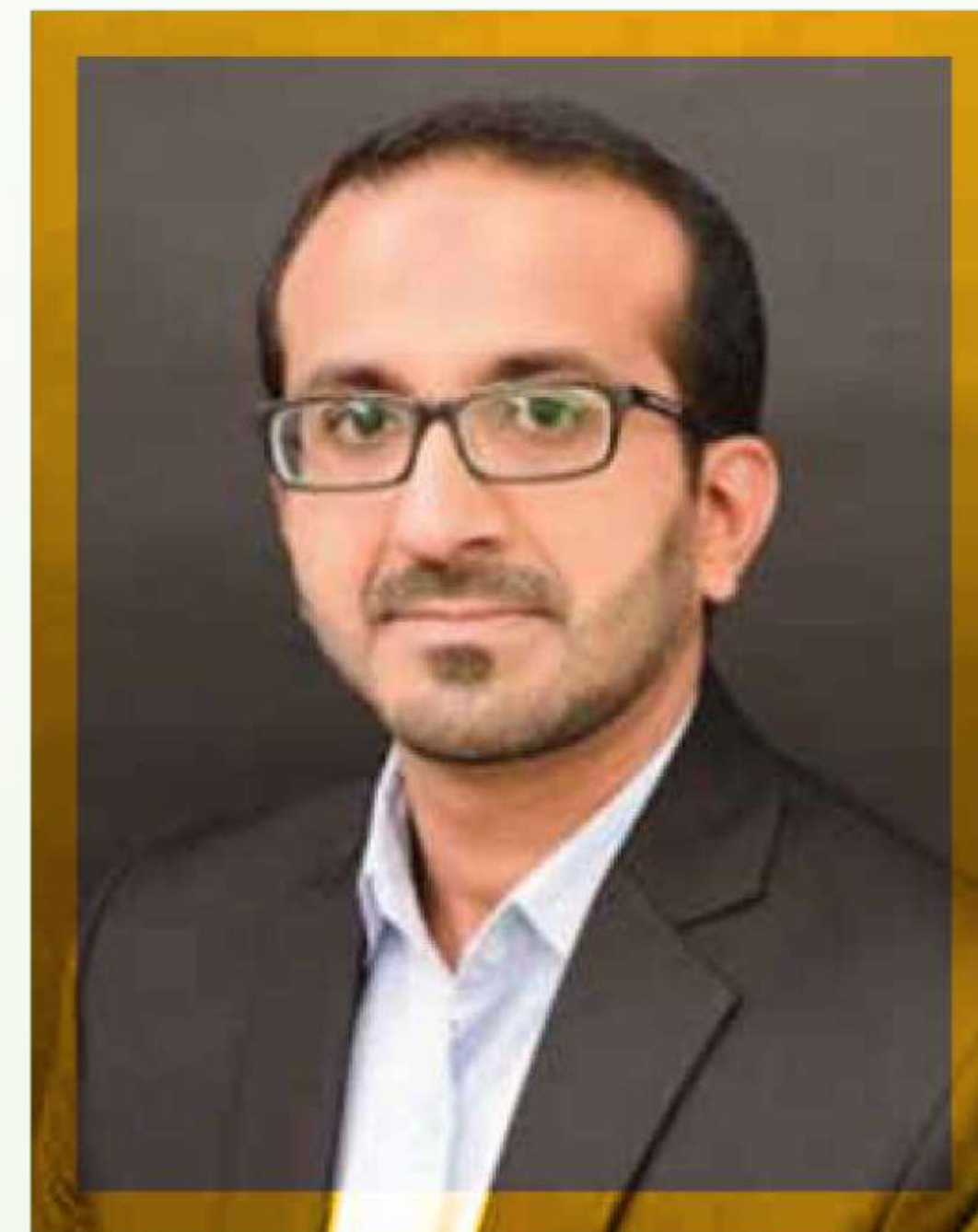
Faculty of Accounting & Law at IBA, Karachi  
Certified Trainer for Certificate in Procurement Management by SPPRA

Patel has around ten years of training and teaching experience along with seven years of enriched corporate experience of accounting, auditing and operational management. He has supervised projects in diverse sectors like FMCG, Automobile, Financial, Housing and Development of leading organizations.

Internationally, he has conducted training for executives of Qatar and Saudi Arabia to enhance their abilities. He has also conducted professional courses of reputed institutions like: ICMA, ICAP, ACCA, CIMA and UCSI.

He has been awarded “Best Faculty Award” Four times in appreciation of his remarkable performance. Patel was also presented the prestigious “Roll of Honor Award” on Nation-wide best results by ICMA.

Apart from being a management accountant (CMA), he is also a Public & Finance Accountant (APFA), Certified Fraud Examiner (2009-CFE, USA), Certified International Auditor (UK) and Certified Lead Auditor (Australia). Patel also holds Post Graduate certificate in Accounting, Masters in Business Administration, a Masters degree in Economics and M.Phil. in Business.





## Mohammad Sohaib Saleem

Faculty of Law at IBA, Karachi

Certified Trainer for Certificate in Procurement Management by SPPRA

Mohammad Sohaib Saleem is an experienced corporate lawyer, entrepreneur and an academic. He has worked as an in-house corporate lawyer with leading organizations such as, Karachi Electric, Kalsoft Ltd and Pakistan State Oil. He was also engaged by Holman Fenwick Willan (an international law firm) as an expert on Pakistan oil Laws. His expertise includes, corporate, supply chain, oil & energy, IT and IP laws. He is the co-founder of Wukla.com which is a leading legal-tech startup of Pakistan. As an academic, Sohaib has been teaching and training since the last 10 years. He has been an adjunct faculty in law at SZABIST and is currently an Assistant Professor at IBA Karachi teaching Corporate and Business Law. Sohaib holds an LLB from University of London and an LLM from University of California Berkeley

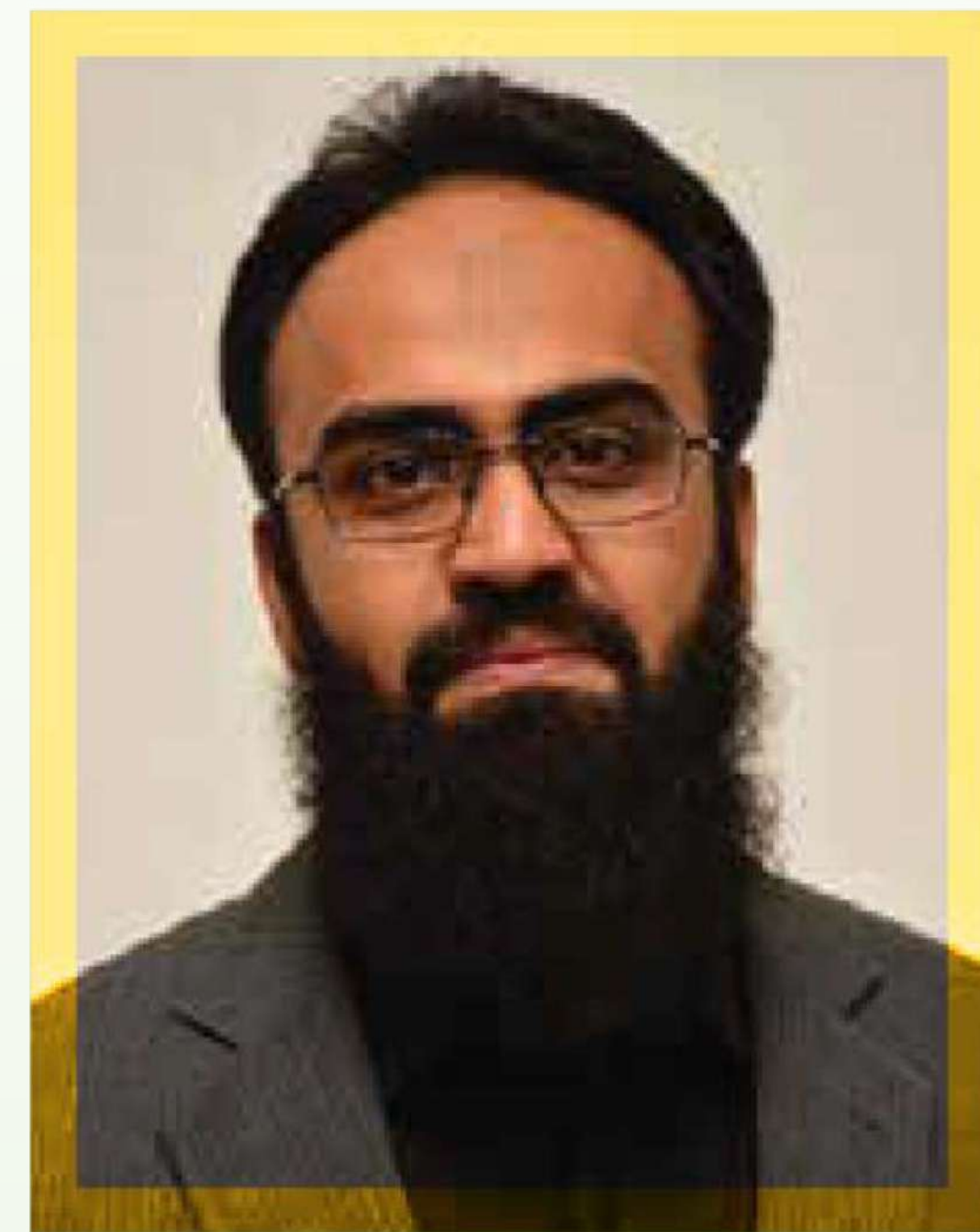




## Dr. Rameez Khalid

Assistant Professor, IBA, Karachi  
Academic Director PGD Supply Chain Management  
Certified Trainer for Certificate in Procurement Management by SPPRA

PhD (France), PMP, CQSSBB, OCP, PE, Member Institute for Supply Management (ISM). Earlier he was affiliated with NED University. He is alumnus of NED from where he did his B.E. (Mechanical). He started his career from Abbott Labs.' Maintenance department; then joined public sector organization in Project Management department. He teaches in the academic programs of the Institute. Dr. Rameez has successfully completed numerous industrial projects where he applied such practical tools as the basic Quality tools, Cost of Quality, ISO Standards, Gage R&R, DOE, tools of Lean, CPM/PERT, Earned Value, Monte Carlo Simulations, SCOR, Linear Programming etc. His current research interests are: global projects management, project risk management, cost of quality (CoQ), design of experiments (DOE), ergonomics, flow-shop scheduling, SCOR application and business process simulation.



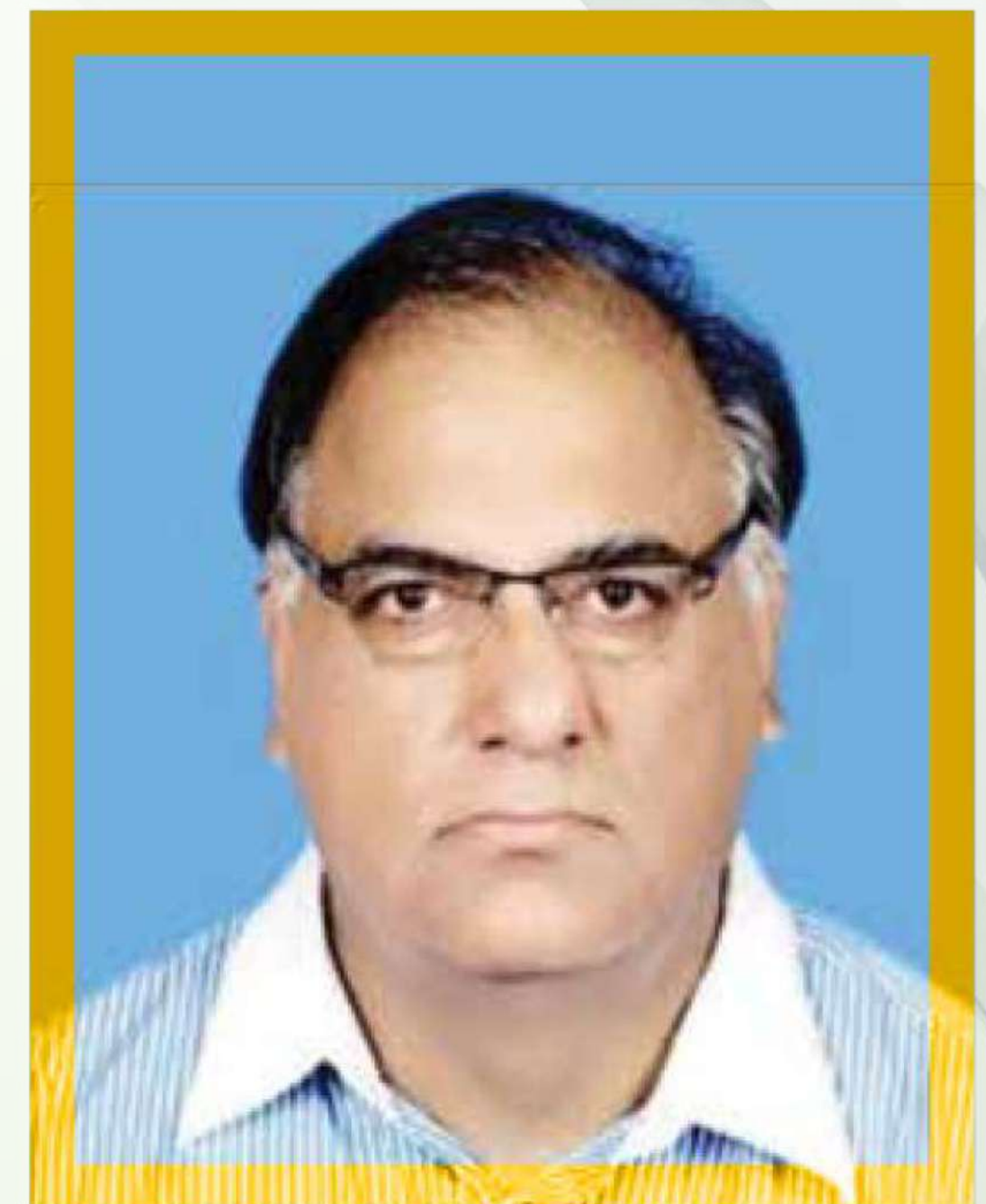


## Dr. Shahid Mir

Director Quality Enhancement Cell, IBA, Karachi,  
Certified Trainer for Certificate in Procurement Management by  
SPPRA

Dr. Shahid Mir is a Fulbright Post - Doc. Research Scholar and with a PhD degree in Management. Dr. Mir has been associated with IBA for the last 14 years teaching various courses like Management, Organizational Behavior, Leadership and Operations Management to BBA, MBA and E - MBA programs. Dr. Mir is a LUMS/McGill/CIDA and USAID Master Trainer and has designed and delivered training programs for various organizations including HEC, PRL, FBR, Sindh Government and for various other federal and provincial government employees.

He has conducted various trainings at the Center for Executive Education on Decision Making, Good Management, Strategy, NGO Management, etc.





## Dr.S. M. Faisal Iradat

Assistant Professor of Computer Science  
Program Director of the Faculty of Computer Science  
Chairman Technical Evaluation Committee – Purchases  
Final Year Project Coordinator at the Institute of Business Administration, Karachi

Certified Trainer for Certificate in Procurement Management by SPPRA

Dr. Faisal Iradat holds a PhD in Computer Science from the Institute of Business Administration and specializes in Information and Communication Technologies, Simulation of Queueing Networks, Operations Research, and Management Information Systems. He has supervised several research based projects, received HEC research grants and worked with AGAHI in creating first ever Foresight Lab to launch Pakistan's State of Future Index (PK-SOFI). He frequently writes research articles in the area of ICT and MIS. More recently his research focus has shifted to project management, modeling and simulation of supply chain networks and governance in higher education institutions.





# Program Fees

Limited Seats. Nominations on First Come First Served Basis Only .

The program fees: **PKR. 150,000** <sup>+5% SST</sup> (excluding applicable taxes) + 5% SST

Fees includes, certificates, course material, lunch & refreshments, group photographs and business networking.



# Terms of Payment

- Payment is due upon receipt of the acceptance of participants to the program along with the invoice. Please ensure that the payment reaches the CEE Office before commencement of the program because seat in the class will only be reserved once the fee is received.
- Payment can be made via cheque / bank draft payable to the "Institute of Business Administration, Karachi" at the following address:

Center for Executive Education (CEE)  
IBA, City Campus, Garden/Kayani Shaheed Road,  
Karachi

For online payments via credit cards:

<https://onlinepayment.iba.edu.pk/>

(From dropdown 1 & 2 please select 'CEE Workshops')

Note: Registration is only confirmed when full payment has been received.

- Fee once deposited will be refunded 60 days after the program. Substitute nominations will be accepted at least 5 days prior to the program. The substitute will also have to complete the same registration process, as the original nominee.
- Cancellation notification must be made in writing to CEE on email at [ceeinfo@iba.edu.pk](mailto:ceeinfo@iba.edu.pk)
- Should we be unable to accept your application for any reason, your payment (cheque/draft) will be returned to you. In case of refunds of online payments, bank charges will be deducted.



**For further details:**

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