



Institute of
Business Administration
Karachi

Leadership and Ideas for Tomorrow

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

Approved by



**SINDH PUBLIC
PROCUREMENT
REGULATORY AUTHORITY**
GOVERNMENT OF SINDH



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

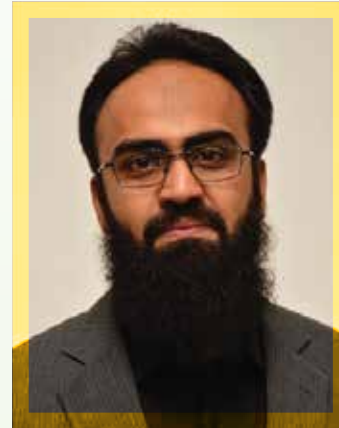
Mohammad Sohaib Saleem is an experienced corporate lawyer, entrepreneur and an academic. He has worked as an in-house corporate lawyer with leading organizations such as, Karachi Electric, Kalsoft Ltd and Pakistan State Oil. He was also engaged by Holman Fenwick Willan (an international law firm) as 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.



Syed Ameer Hasan Rizvi

Faculty of Computer Science at IBA, Karachi
Certified Trainer for Certificate in Procurement Management by
SPPRA

Syed Ameer Hasan Rizvi has more than 20 years of versatile experience in industry and academia. He is associated with Institute of Business Administration (IBA) for the past 9 years. Prior to IBA he has earned extensive experience in the field of ERP and he has worked for Oracle Corporation (Dubai UAE) as Oracle Financial Sales Consultant 1998-2001. From 2002-2005 he has worked for Deloitte and Touché and Arthur Consulting (Canada 2002-2005) as Oracle Procurement Cycle Trainer. His strong areas are Supply Chain Management, Enterprise Resource Planning and Customer Relationship Management. He has conducted numerous workshops and courses for reputable national and multinational organizations. He is one of the Founding Members of SCAP (Supply Chain Association of Pakistan). In 2007-2008 he was part of the Japanese Forum and worked on Vision 2030 for Pakistan. He is also the Patron of Photographic Society and Adventure Society of IBA.



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.



Calendar 2020 (v1)

Approved by SPPRA

Batch	Workshop	Dates		Duration (Days)	Fees	Fees (Public Sector)	Fees with Residence
Batch 1	Certificate in Public Procurement	06 to 10	Jan-20	5	48,000	25,000	90,000
Batch 2	Certificate in Public Procurement	09 to 13	Mar-20	5	48,000	25,000	90,000
Batch 3	Certificate in Public Procurement	13 to 17	Apr-20	5	48,000	25,000	90,000
Batch 4	Certificate in Public Procurement	22 to 26	May-20	5	48,000	25,000	90,000
Batch 5	Certificate in Public Procurement	17 to 21	Aug-20	5	48,000	25,000	90,000
Batch 6	Certificate in Public Procurement	12 to 16	Oct-20	5	48,000	25,000	90,000
Batch 7	Certificate in Public Procurement	07 to 11	Dec-20	5	48,000	25,000	90,000

EXCLUSIVE + 5% SST

Executive Residential Suites - Aman Tower

With a generous donation of Aman Foundation, the state of the art 14 story Aman Tower at IBA City Campus is a notable addition to Karachi's skyline off M.A. Jinnah Road, 5 minutes from the Mazar-e-Quaid. The tower hosts a library, 32 residential suites for corporate guests and faculty, 8 classrooms, 2 lecture theatres, 4 seminar halls, faculty offices and an Executive Canteen with roof top open area.

The Executive Residential Suites on the 9th & 10th floor of the Aman Tower are well equipped facilities. Our Guests enjoy stunning Karachi views from the rooms. All rooms include IP Phones, TVs with cable and satellite channels, free Wi-Fi, mini bars, lockers, daily newspaper and laundry services. The house keepers of the residential suites are well trained by Avari Towers Group for guests' comfort and personalized services.



Program Fees

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

Without Residence

The program fees: **PKR 48,000/-** (excluding applicable taxes) + 5% SST

Fees for Public Sector: **PKR 25,000/-** (excluding applicable taxes)

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

With Residence

The program fees: **PKR 90,000/-** (excluding applicable taxes)

Fees includes 5 nights stay during program days at IBA Aman Tower (Single Bed Residential Suites for single person only), certificates, course material, breakfast, lunch & refreshments and dinner, group photographs and business networking.

Discounts

10% Discount to 2 or more than 2 participants

15% Discount to 5 or more than 5 participants

PKR 25,000/- for Public Sector.

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
- 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:

Center for Executive Education (CEE)
Institute of Business Administration (IBA),
City Campus. Off Garden Road, Karachi-74400.

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Apply Online at:

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