



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

*Approved by*



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

# 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

*(in alphabetical order)*

## 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, SECP-Certified Board Director, is Assistant Professor in the Department of Management at IBA Karachi. He did his Master and PhD in Industrial Systems from Toulouse, France. He is currently the Academic Program Director of Post-Graduate Diploma in Supply Chain Management. He teaches in the academic programs of the Institute. He is a consultant for Operations Management, Project Management, Six Sigma, and Quality Management in a variety of industries. He is a certified and qualified Six Sigma Black Belt, certified Project Management Professional and Lead Assessor in OHS (ISO-18000), QMS (ISO-9000) & SC-SMS (ISO-28000). He has published papers in international journals and conference proceedings. His research interests are: Project Management Maturity, Risk Management, Lean Six Sigma, Operations Research, Forecasting and Supply Chain Performance Measurement with especial focus on emerging economies. He has worked as a trainer or consultant with various companies and to name a few: PPL, Hinopak, PAAPAM, SSGC, Dawlance, Al-Tuwairqi, SEF, Lakson Group, CDP-GoS and IITC-Hyundai.



# Dr. Shahid Mir

*Director Quality Enhancement Cell, IBA, Karachi,*

*Certified Trainer for Certificate in Procurement Management by SPPRA*



Dr. Shahid Mir has over 30 years of experience in industry and academia. He is currently teaching at IBA as Assistant Professor in the Department of Management and working as Director Quality Enhancement Cell. Dr. Mir is a Fulbright Scholar and is actively engaged in teaching, training and consulting. On June 30th he completed a project on hiring 49 different official positions for Sindh Education Foundation June, 2016. The project involved advertising, shortlisting, testing and interviewing. As faculty member Dr. Mir has taught various subjects like Leadership in Organization, Organizational Behaviour & Leadership, Human Resource Management, Technology and Operations Management, Entrepreneurship, Entrepreneurial Management, Business Strategy in MBA/BBA/Executive MBA and PGD (HR, Supply Chain) programs. As Trainer Dr. Mir has developed and delivered a number of trainings/workshops for various organizations. Some of the programs are; Twenty hours open enrolment course on “Interpersonal Skills” May 2016; One day workshop on “Leadership and Change” for Senior Custom Officers of Grade 19 and above, 2016; Four days’ workshop on “Value Chain, Leadership and Facilities Management” for School Heads of Aga Khan Education Services – Pakistan Schools in Gilgit and Baltistan areas, 2016; 36 hours of Training Program on “Leadership and Change” to middle level officers of Atlas group, 2015; Two 5 days’ workshop on “Procurement Management” in association with LUMS Lahore, 2015 and Two 5 days’ workshop on “HR Management” in association with LUMS Lahore. These workshops were held at IBA Karachi; Conducted 4 days’ workshop on “Leadership and Change” to 5 batches of Vice Chancellors/Deans/ Head of Departments of Institutions of Higher Learnings on behalf of HEC. 2015; Two days workshops on “Leadership” to 4 batches of Mid and Senior Level Officers of Pakistan Refinery Limited, 2015; Workshops on “Decision Making and Interpersonal Skills” for various organizations, 2015; Developed and conducted Five days workshops on “Management” and “Leadership and Team Building” modules for Grade 17 to 21 officers of Federal Bureau of Revenue. In total 14 workshops were conducted in Karachi and Lahore, 2006; Organized four workshops on “NOG Management” at IBA Karachi for NGO Managers in coordination with LUMS, Lahore, 2004; Dr. Mir also attended five modules of Train the Trainer (ToT) on NGO Management organized by McGill/LUMS/CIDA at LUMS Lahore. Certified trainer and conducted programs on Job-Pakistan for USAID. Dr. Mir holds a PhD degree in Management, an MBA in MIS and a Bachelor in Engineering.

# 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 2018 (v1)

Batch	Workshop	Dates		Duration (Days)	Fees	Fees with Residence
Batch 1	Certificate in Procurement Management	8 to 12	Jan-18	5	40,000	90,000
Batch 2	Certificate in Procurement Management	22 to 26	Jan-18	5	40,000	90,000
Batch 3	Certificate in Procurement Management	6 to 10	Feb-18	5	40,000	90,000
Batch 4	Certificate in Procurement Management	19 to 23	Feb-18	5	40,000	90,000
Batch 5	Certificate in Procurement Management	12 to 16	Mar-18	5	40,000	90,000
Batch 6	Certificate in Procurement Management	26 to 30	Mar-18	5	40,000	90,000
Batch 7	Certificate in Procurement Management	9 to 13	Apr-18	5	40,000	90,000
Batch 8	Certificate in Procurement Management	23 to 27	Apr-18	5	40,000	90,000
Batch 9	Certificate in Procurement Management	7 to 11	May-18	5	40,000	90,000
Batch 10	Certificate in Procurement Management	25 to 29	Jun-18	5	40,000	90,000
Batch 11	Certificate in Procurement Management	9 to 13	Jul-18	5	40,000	90,000
Batch 12	Certificate in Procurement Management	23 to 27	Jul-18	5	40,000	90,000
Batch 13	Certificate in Procurement Management	6 to 10	Aug-18	5	40,000	90,000
Batch 14	Certificate in Procurement Management	3 to 7	Sep-18	5	40,000	90,000

Batch 15	Certificate in Procurement Management	10 to 14	Sep-18	5	40,000	90,000
Batch 16	Certificate in Procurement Management	8 to 12	Oct-18	5	40,000	90,000
Batch 17	Certificate in Procurement Management	15 to 19	Oct-18	5	40,000	90,000
Batch 18	Certificate in Procurement Management	5 to 9	Nov-18	5	40,000	90,000
Batch 19	Certificate in Procurement Management	12 to 16	Nov-18	5	40,000	90,000
Batch 20	Certificate in Procurement Management	5 to 9	Dec-18	5	40,000	90,000
Batch 21	Certificate in Procurement Management	10 to 14	Dec-18	5	40,000	90,000

## 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 40,000/- (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

PKR 25,000/- for participants from Public Sector Organizations

10% Discount to 2 or more than 2 participants

15% Discount to 5 or more than 5 participants

## 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.

Contact

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