

**Workshop
on
Materials & Contracts Management - Emerging Trends**

on
23rd & 24th November, 2017
Holiday Inn, Mayur Vihar Phase I, New Delhi,
India



Resonance Energy

Materials & Contracts Management – Emerging Trends

Every organization irrespective of its size and scale requires resources in the form of raw materials, finished products, consumables and equipment. They also need different types of services for their establishments and operations. Every organization needs to follow certain rules and procedures for such activities of which contracts and procurements are the important ones.

Over a period of time, organizations have evolved their own systems and procedures for contracting services and procurements of various equipment, spares and raw materials. These systems and procedures have undergone variations from time to time due to change in circumstances, legal and regulatory compliances.

The industry has now come to a stage where most of the procedures across the board have been standardized or in the process of being so. Therefore, the need is felt to assimilate the various nuances of contract and procurement covering most of the industries particularly in public sector units who are accountable for their financial management to the stakeholders. Further there has been a continuous development in the process and procedure of contract and procurement.

To address these issues, **Resonance Energy** is organizing a workshop on “**Contracts and Procurement – Emerging Challenges**” covering process, procedure, government policy, financial, legal & arbitration issues, taxation and vendor development. Workshop provides an excellent opportunity for the industry to deliberate various issues concerning Contract & Procurement through live examples and case studies.

The program is targeted to professionals engaged in material management and contract, as plant owners, seller, consultant, arbitrators and law firms.

Objectives Of the workshop

- Economizing with least lead time procurement and Just in time concept
- Out sourcing as an option
- Developing a pool of suppliers and service providers
- Pooling high value consumables and spares across the

Who should attend?

- Technical professionals
- Professionals from contracts and purchase departments
- Commercial professionals
- Financial professionals
- Material suppliers
- Service Providers
- Sub- vendors
- Professionals from consultancy and research firms
- PMC/EPC firms
- Investment banking professional and financial institutions

Takeaways from the Workshop

- **Sharpening** of knowledge about Contracting and purchasing
- **Understanding** Changing paradigms and emerging trends in Contract & Procurement and government policy guidelines
- **Confidence on** Litigations and negotiating a robust and flexible contract
- **Standardization** of material sourcing and service provider

Conference Programme

DAY 1

Registration and refreshments 9.00 AM onwards

Inaugural Session 10.00 AM to 11.15 AM

Tea Break 11:15 AM to 11:45 AM

Session 1: Procurement and works contract 11:45 AM to 1:15 PM

- Govt. policy on procurement and preferences
- Vendor Development
- Competitive bidding theory

Lunch Break 1:15 PM to 2:15 PM

Session 2: Inventory Control & Storage 2:15 PM to 3:45 PM

- ABC, VED and JIT
- Inventory carrying cost
- Codification and storage

Tea Break 3:45 AM to 4:15 PM

Session 3: Drafting of contracts (Important Clause purchase & works contract) 4:15 AM to 5:30 PM

- Contract Parameter (GCC/SCC, schedule of rate)
- MSME
- Reverse Bidding

DAY 2

Session 4: Standardization of procurement 10:00 AM to 11:15 AM

- Structuring the specification and referring the standards
- Company wise
- Industry wise (sectorial)

Tea Break 11:15 PM to 11:45 PM

Session 5: Disputes Resolution 11:45 AM to 1:15 PM

- Inbuilt provision in contracts
- Arbitration Act and proceedings
- Global contracts – legal implications

Lunch Break 1:15 PM to 2:15 PM

Session 6: Case studies - Global 2:15 PM to 3:45 PM

- Contract drafting related
- Procurement related – pre ordering
- Contract implemented
- Interpretation related

Tea Break 3:45 AM to 4:15 PM

Session 7: Panel Discussion 4:15 AM to 5:30 PM

- Theme (Policies, statutory and regulatory Imperatives)

Eminent Speakers



S.C. Tripathi



Akhil Mehrotra



Rajiv Chandok



R.D. Goel



V.K. Shukla



Nitin Patil



A.M. Tambekar



Dr. B.S. Negi



T.L. Sharnagat



Amitava Bala



Hira S. Bisht



Adv. Divya Roy



Sumanto Basu



J.P. Ojha

and others.....

Glimpses of Previous Workshops



Delegate Registration

Program Fees

Indian Delegates: INR 35,000/*

Foreign Delegate: \$600

Book your seats early. This is limited seats Workshop.

For outstation delegates, stay arrangements can be done at venue on special rates. For details please contact us.

* GST @18% Extra

Payment Instructions:

For RTGS/NEFT

A/C Name: Resonance Energy Private Limited

A/C No: 02938640000019 RTGS/NEFT IFS Code: HDFC0000293

PAN No: AAECR078M GST No: 07AAECR0784MM1ZZ

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