



# PROCUREMENT

## Public Procurement & Contract Management Masterclass

### Learning Outcomes

- Develop a strategic understanding of public procurement processes and their significance in governance.
- Enhance decision-making skills in planning, evaluating, and managing procurement activities.
- Strengthen the ability to draft, negotiate, and oversee contracts for optimal outcomes.
- Foster critical thinking to address regulatory, compliance, and market challenges in procurement.
- Leverage technology and case-based insights to drive efficient and transparent procurement practices.

### Course Content

- Understanding principles of public procurement management
- Introduction to PPRA regulatory framework
- Procurement planning
- Formation of bidding documents
- Evaluation criteria
- Contract drafting and contract negotiation
- Audit observations
- Overall comparisons of PPRA laws in Pakistan
- Exploring markets
- Contract management
- Approval mechanism
- Case studies
- e-Procurement (EPADS)

**Duration: Five Days**



# Public Procurement & Contract Management Masterclass

 **DATE**  
**FEBRUARY 24-28**

 **TIME**  
**10 AM - 4 PM**

 **COST**  
**PKR 49,500**

 **MODE**  
**ONSITE & ONLINE**

**Duration: 5 Days**



# CERTIFICATE IN PUBLIC PROCUREMENT & CONTRACT MANAGEMENT

Organized by NIBAF, Pakistan & IBA in collaboration with PPRA-Islamabad

**FEBRUARY 17-21, 2025**

Join us for a comprehensive **5-day training program** designed to enhance your knowledge and skills in public procurement management. This program, organized in collaboration with the **Public Procurement Regulatory Authority (PPRA)** and **Institute of Business Administration (IBA)**.



**Venue: NIBAF, Pakistan/IBA Islamabad,  
Pitras Bukhar Road, Sector H-8/1, Islamabad**

**10%**

Discount for groups of 10 or more participants.

**5%**

Discount for groups of 5 or more participants.

**FEE: PKR 100,000+** APPLICABLE TAXES PER PARTICIPANT

DISCOUNT  
DISCOUNT  
DISCOUNT  
DISCOUNT

Only participants who achieve the benchmark score will be awarded the Certificate of Completion with one chance to retest.

NIBAF  
PAKISTAN

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PPRA

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IBA

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# CERTIFICATE IN PUBLIC PROCUREMENT & CONTRACT MANAGEMENT

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## KEY HIGHLIGHTS:

- Learn from leading experts from IBA, PPRA, and NIBAF.
- Gain practical insights into public procurement rules, compliance, and effective management.
- Earn a Certificate in Public Procurement Management, co-branded with endorsements from all three prestigious institutions.

## 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

## COURSE CONTENTS

### Day 1: Module 1

#### Legal and Regulatory Framework

- Overview of Public Procurement Rules and Regulations
- Legal and Institutional Framework of Public Procurement
- Introduction to Public Procurement Governance and Compliance

### Day 2: Module 2

#### Planning and Strategy

- Procurement Planning and Budgeting
- Needs Assessment and Market Analysis
- Developing Procurement Strategies

### Day 3: Module 3

#### Bidding and Evaluation

- Preparation of Bidding Documents
- Tendering and Bid Submission Process
- Bid Evaluation and Award Criteria

### Day 4: Module 4

#### Contract Management

- Post-Award Contract Management
- Performance Monitoring and Reporting
- Grievance Handling Mechanisms
- Dispute Resolution in Procurement

### Day 5: Module 5

#### Technology, EPADs and Case Studies

- Introduction to E-Procurement and Digital Platforms in general
- e-Pak Acquisition & Disposal System (EPADs)
- Application of Procurement Technologies
- Case Studies and Practical Exercises

## WHO SHOULD ATTEND:

- Procurement professionals from public and private sectors.
- Officials involved in procurement planning, execution, and monitoring.
- Professionals seeking in-depth knowledge of procurement compliance and best practices.





LUMS

Raising Executive  
Development Centre

# PUBLIC PROCUREMENT MANAGEMENT

*January 20 - 24, 2025*

Suleman Dawood  
School of Business

# PUBLIC PROCUREMENT MANAGEMENT

Public sector procurement plays a pivotal role in achieving efficient and effective governance, especially in financially constrained emerging economies like Pakistan. The management of procurement activities directly reflects the performance of public sector organisations and their commitment to transparency and accountability.

The programme, designed in collaboration with PPRA, will equip public sector executives with the skills necessary to initiate and manage procurement projects successfully. The programme will foster a comprehensive understanding of public sector procurement philosophy, strategies, methods, and the inherent trade-offs in decision-making.

## BENEFITS

Participants will be able to:

- Understand the principles of effective public sector procurement management.
- Gain insights into various procurement methods of the procurement life cycle, practices, processes, and tools that will enhance their understanding of the public procurement.
- Acquire skills to lead procurement activities within their organisation.
- Develop confidence in e-procurement practices and appreciate the value it brings to the overall procurement cycle.

<b>Programme Date:</b>	January 20 - 24, 2025
<b>Programme Fee:</b>	PKR 200,000
<b>Residential Fee:</b>	PKR 90,000 (Optional)
<b>Venue:</b>	Rausing Executive Development Centre, LUMS

## WHO SHOULD ATTEND

The programme is designed for:

- Senior Managers dealing with public sector procurement departments
- Non-procurement professionals dealing with public sector procurement
- Managers heading public sector procurement department
- Anyone (executives working in both public and private sector) who wants PPRA Procurement certification

*“The programme is effective in developing the understanding of the core principles of procurement, different methods of procurement, procurement processes and applications in practical/professional field.”*

*Ali Haider - Programme participant*

## PROGRAMME DIRECTORS

### ***SHAKEEL SADIQ JAJJA***

Associate Professor

PhD, Lahore University of Management Sciences

#### ***Research Interests:***

Supply Chain Management; Technology and Innovation in Supply Chain Relationships; Social and Environmental Compliance in Supply Chain Relationships; Operations Management

### ***ZEHRA WAHEED***

Assistant Professor

PhD, Heriot-Watt University, Edinburgh

#### ***Research Interests:***

Project Management, Facilities Management, Public Sector Procurement, Public-Private-Partnerships, Urban Waste, Sustainable Water, Knowledge Management

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## TERMS AND CONDITIONS

### ADMISSION PROCESS

Applications will be screened with regard to the suitability of the individual participant profile for the programme. Kindly ensure the submission of your online application by the deadline. Our online application form is available at

<https://redc.lums.edu.pk/programme-calendar>

*\*Seat in the programme will be reserved on a first-come, first-served basis.*

### PROGRAMME FEE

The fee includes tuition costs, reading material, tea and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be an additional fee. It includes accommodation, breakfasts and dinners for the duration of the programme. However, any extra charges such as telephones, extra meals etc., should be paid on departure. You may check-in on the evening preceding the start date of the programme and check out the morning after the programme ends. You are, however, requested to inform us of the time of your arrival and departure.

### ACCOMMODATION

We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with an attached bathroom is equipped with a mini-fridge, writing desk and a direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. Please note we do not provide accommodation for drivers accompanying participants.

### PAYMENT

Payment is due upon receipt of the acceptance email/letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the programme. Space in the programme may only be ensured after we receive the fee. Payment can be made directly through:

- Debit/credit card by visiting <https://pay.lums.edu.pk>. You can process the payment by selecting REDC payments from the Payment Type Section and entering a valid voucher number and access code mentioned on the voucher. Additional bank charges may apply.
- Cash, Crossed Cheque or Pay Order/Bank Draft made in favor of "Lahore University of Management Sciences" at any United Bank- Limited (UBL) branch against the programme voucher.
- 1BILL payment option available on online/mobile/internet banking payment portals where Invoice/Voucher payment option can be found.
  - Please enter the assigned six-digits 1BILL LUMS identifier (prefix) followed by 13-digit voucher # to fetch bill details i.e. 1058674001802223140

However, the programme fee can also be paid via bank transfer. If you wish to dispatch the cheque directly to our office, please send it to:

Manager Marketing  
Rausing Executive Development Centre  
Lahore University of Management Sciences  
Opposite Sector 'U', DHA Lahore Cantt Pakistan  
(+92 42 3560 8243)

*\* LUMS is a not-for-profit organisation under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax-deductible/collectable.*

### DISCOUNT POLICY

If more than two executives from the same organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme fee.

### SUBSTITUTES/TRANSFERS AND REFUNDS

If you are unable to attend a registered course, we will accept a substitute until 2 working days before the programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. In case of late cancellation, the course fee will be refunded after deducting an application processing fee of PKR 40,000.

It is possible to transfer the deposited fee to any open enrolment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilise the funds within 3 years, the deposited fee will be forfeited.

**Note:** REDC may cancel or postpone a programme due to insufficient enrolment or unforeseen circumstances. In this case, the university will refund the registration fee but will not be responsible for any other related charges/expenses, including cancellation/change charges by airline and travel agencies.

*In case of postponement, the fee may be transferred to the rescheduled offering of that programme or any other programme as an alternative to a refund. The University reserves the right to make changes in its programme policies and fees at any time.*

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