

## ni-msme - the premier Institute

ni-msme, the pioneer institute in the field of MSME is playing a major role in providing pro-business environment to foster the progress of MSME towards success and prosperity. The raison detre of this Institute is to assist the Government in formulating policies for micro, small and medium enterprises and to help the practicing and potential entrepreneurs through a host of services like training, research, consultancy, information, education and extension.

Set up in 1962, ni-msme has made valuable contributions by creating an impressive record of achievements beyond the Indian shores, enabling other developing countries to get the benefit of the Institute's facilities and expertise.

Located in a sprawling and enthralling campus amidst a rich natural setting, ni-msme is well equipped with both physical and academic infrastructure. In keeping with the changing times and technological changes, the Institute has updated its style of functioning by focusing on the use of IT in every aspect of its activities, but at the same time retaining the wisdom and advantages of deeply ingrained traditional practices.

The core activities are being implemented through Centres like Centre for Industrial Planning and Development (C-IPD), Centre for Policy Research (C-PR), National Resource Centre for Cluster Development (NRCDC), Centre for Promotion of Advanced Management Practices (C-PAMP), Centre for Industrial Credit and Financial Services (C-ICFS), Centre for Logistics and Integrated Materials Systems (C-LAIMS), Centre for Environment Concerns (C-ECO), Intellectual Property Facilitation Centre for MSMEs (IPFC), Centre for Entrepreneurship and Industrial Extension (C-EIE), Centre for Consultancy and Counselling (C-CC), Centre for Communication and Information Technology (C-CIT), Small Enterprises National Documentation Centre (SENDOC) as well as cells like Economic Investigation and Statistical Cell (EISC), ni-msme NGO Network (N-Cube), Women Studies Cell (WSC), Employee Assistance Cell (EAC), Live Projects Cell (LPC), Resource Centre for Traditional Paintings (RCTP), Goods & Services Tax (GST) Cell and Livelihood Business Incubator (LBI)

The Institute stores and supplies information that helps make a successful entrepreneur who is well versed in the intricacies of business and can participate in business activities intelligently and diligently through its Small Enterprises National Documentation Centre (SENDOC) and knowledge portal [www.msmeinfo.in](http://www.msmeinfo.in). Livelihood Business Incubator (LBI) established in 2016 under the Scheme of ASPIRE of Ministry of MSME, Govt for creating a favorable ecosystem for entrepreneurial development in the country.

The Institute has trained more than 5,32,000 participants by organising around 15,800 programmes which includes prospective/existing entrepreneurs and officials from various Ministries of Govt. of India and State Governments till March 2019. The Institute is implementing ITEC Scheme of Ministry of External Affairs, Govt. of India since 1967 and trained more than 10, 000 International Executives from 142 developing countries till March 2019. The Institute has also undertaken more than 940 research and consultancy projects.

The management of the Institute rests with the Governing Council appointed by the Government of India. The governing body acts through the resident Director. The present Director is **Dr. Sanjeev Chaturvedi**

*For further details, please contact*



**The Registrar**

**National Institute for Micro, Small and Medium Enterprises**

(An Organisation of the Ministry of MSME, Govt. of India and ISO 9001-2015 Certified)

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Five-day training programme  
on

## Public Procurement Policies for MSE's National Procurement Plan (2015)

20-24 July 2019



Programme Director

**Dr. Dibyendu Choudhury**

Centre for Promotion of Advanced Management Practices (C-PAMP)



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## RATIONALE

In the section 11 of the Micro, Small and Medium Enterprises Development (MSMED) Act, 2006 the Central Government through all its Ministries notified the “Public Procurement Act” where the mandate is to procure 20% from the MSEs for every Central Ministry and its relevant Departments, PSUs/PSEs from the year 2012-13. Annual goal of 20% procurement also include sub-contracts to MSMEs by large enterprises and consortia of MSEs formed by NSIC for the betterment and holistic development of MSMEs in the country. After a period of three years i.e., from 1st April, 2015, overall procurement goal of minimum of 20% became mandatory for all PSUs. Hence, there is a requirement to understand the procurement policy and implement it across the organisation vis-a-vis adopt vendor management strategies locally as well as country wide to promote overall growth for MSEs in the country.

In practicality, there is a gap of implementation of this Act. Many of the PSUs have limitations of sourcing scheduled 358 items notified, enterprises in usage of EM-II certification from DIC - manufacturer or services, etc.

## OBJECTIVE

The participants will be able to appreciate:

- Increased levels of expertise. This provides sourcing enterprises (PSUs) with a greater depth to their supply chain and allows for the potential of inter-firm learning and co-operation.
- Ability of enterprises to draw together complementary skills in order to bid for large pieces of work that as individual enterprises they would be unable to compete for the potential for economies of scale to be realised by further specialising production within each enterprise, by joint purchasing of common raw materials to attract bulk discounts or by joint marketing.
- Strengthening social and other informal links, leading to the creation of new ideas and new businesses.
- Improved information flows within a cluster, for example, enabling finance providers to judge who is the good entrepreneur and business people to find who provides good support services.
- The very substantial divide between the current outdated procurement and provisioning practices in government and the new integrated supply chain management function necessitates a phased implementation approach through effective vendor management.

## CONTENT

- **Module-1** – Understanding the Public Procurement Policy and Vendor Management with MSE clustering in the country and key attributes for policy making.
- **Module-2** – Vendor Development and its challenges under globalisation.
- **Module-3** – Capacity building and bringing big corporate to develop and involve in developing MSE vendors in the country.
- **Module-4** – Understanding challenges and strategies of procurement planning and development.
- **Module-5** – Understanding private sector participation in infrastructure projects

under Public Private Partnership (PPP) especially infrastructure, power, roads & bridges, health, tourism, education sectors.

- **Module-6** – Understanding the simplification of rules & procedures, certification and use of Information & Communication Technology (ICT) for hassle-free, timely procurement of goods and services to meet the aggressive procurement plan.

## BENEFITS TO PARTICIPANTS

Through case studies and interactions from experts, participants will be exposed to an array of practical issues of the procurement policy, challenges, meeting the sustainable and inclusive economic growth of the country by participating in a focused and structured manner of procurement policy in potential areas e.g., promote MSEs; employment generation and enhancing through sustainable development by adopting environment friendly technologies, etc.

## FOR WHOM

This programme is suitable for the central procurement/purchase department's top or mid-management officials of the Public Sector Enterprises (PSUs/PSEs), Nationalised Banks, Industries Commissioner officials, MSME-DI officials, State as well as Central Government departments.

## DURATION & VENUE

5-day residential programme at **ni-msme**, Hyderabad.

## FEE

Rs.15000 (GST is exclusive) per participant including GST. The fee covers cost of tuition, reading material, lunch and refreshments. It does not cover travel costs of participants. Fee should be paid in advance by way of demand draft or cash drawn in favour of the Director (Administrations & Logistics), **ni-msme**, Yousufguda, Hyderabad – 500 045. Fee once paid shall not be refunded. However, a substitute may be allowed. (We also accept Debit/Credit Card during on the spot registration)

## JOINING INSTRUCTIONS

Nomination will be accepted till 15th of July, 2019 till 5.00 pm. Accepted nominees are requested to reach **ni-msme** a day in advance of the commencement of the programme and the programme commences at 9.00 am for the registration purpose. During the programme participants are advised to keep themselves free from all official and personal commitments. Participants are also advised to keep their cell phone in silent mode during class room sessions.

For more details kindly contact:

### Dr. Dibyendu Choudhury

Faculty Member

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