



**PROCUREMENT
SOLUTIONS
PROVIDER LLP**

A PROCUREMENT CONSULTING AND ADVISORY FIRM



CENTRE FOR CAPACITY BUILDING

**Transform Procurement Teams into
Strategic Business Partners**

Executive Learning | Procurement Excellence | Contract Management

Address : 19th Floor, Tower A, Spectrum Mall, Sector-75, Noida, U.P. 201301

Email : info@procurepsp.com

Contact no. : +91 81783 34634 | +91 79821 79827

Website : procurepsp.com



ABOUT US

We are committed to transforming procurement into a strategic business function. We empower procurement professionals with the skills to drive transparency, efficiency, compliance, and value creation. With public procurement contributing nearly 15–20% of India's GDP, PSP is dedicated to advancing procurement excellence and developing future-ready professionals.

MEET OUR FOUNDER

“

The future of procurement belongs to organizations that invest in people. Capacity building is the most sustainable investment for achieving transparency, efficiency, and value for money.

”

Kunal Kumar Ghosh, MCIPS Chartered
Founder and CEO, PSP LLP
Former Executive Director, GAIL



CENTRE FOR CAPACITY BUILDING

We provide training sessions for procurement and contract management professionals through executive learning designed and delivered by industry veterans with decades of leadership experience.

OUR MENTORS



Mr. K.K. Ghosh
Former Executive Director,
GAIL



Dr. (Ms) Sukla Mistry
Former Director,
IOCL



Shri P K Dixit
Former Director (Project),
Mecon Ltd



Shri D.P. Sen
Former Executive Director,
GAIL

COURSE CURRICULUM

Public Procurement Fundamentals

- Public Procurement Ecosystem
- Principles of Public Procurement
- Procurement Planning & Strategy
- Procurement Lifecycle
- Governance, Ethics & Integrity
- Value for Money (VfM)

Government Procurement Framework

- General Financial Rules (GFR) 2017
- Department of Expenditure (DoE) Procurement Manuals
- Government e-Marketplace (GeM)
- Make in India Policy
- Public Procurement Policy for MSEs
- CVC Guidelines & Vigilance
- Procurement Audit & Compliance

Tendering & Bid Process Management

- Procurement Planning
- Tender & RFP Preparation
- Scope of Work (SoW)
- Technical Specifications
- Bidder Qualification Criteria (BQC)
- Evaluation Criteria
- Pre-Bid Meetings
- Bid Opening & Evaluation
- Reverse Auction
- Negotiation & Award of Contract

Procurement of Consultancy Services

- Expression of Interest (EOI)
- Terms of Reference (ToR)
- Request for Proposal (RFP)
- Consultant Selection Methods
- QCBS, QBS, LCS & FBS
- Consultancy Contract Management

Contract Management

- Types of Contracts
- Essential Contract Clauses
- Payment Terms & Securities
- Liquidated Damages
- Variations & Change Orders
- Dispute Resolution
- Force Majeure
- Performance Monitoring
- Contract Closure

Digital Procurement & AI

- Digital Procurement
- e-Procurement Systems
- Government e-Marketplace (GeM)
- AI in Tender Preparation
- AI-assisted Bid Evaluation
- AI in Contract Management

Stores & Inventory Management

- Materials Management & Operations
- Inventory Audit & Control
- ABC, VED, FSN & XYZ Analysis
- Disposal of Surplus & Scrap

Sustainable Public Procurement

- Sustainable Procurement Principles
- Green Procurement
- ESG in Procurement
- Life Cycle Costing
- Circular Economy
- Responsible Sourcing
- Sustainable Supply Chains

WHY CHOOSE TO LEARN WITH PSP ?

- Comprehensive Coverage of the Complete Public Procurement Lifecycle
- Fully Aligned with GFR 2017, DoE Procurement Manuals & GeM Framework
- Covers Procurement of Goods, Works, Services & Consultancy Services
- End-to-End Contract Management: Award to Closure
- AI, Digital Procurement & Contract Lifecycle Management
- Sustainable Public Procurement & ESG Practices
- Real-World Case Studies and Industry Best Practices
- Delivered by Senior Procurement & Contract Management Experts
- Designed for Government, PSUs, Infrastructure, Energy, Defense & Public Sector Professionals

KEY AREAS

GFR

GeM

**Tender
Strategy**

**Bid
Evaluation**

**Commercial
Negotiation**

**Contract
Administration**

**EIC
Coaching**

**EPC Contract
Management**

**Non-Consultancy
Procurement**

**Goods
Procurement**

**Dispute
Resolution**

**Consultancy
Procurement**

**ToR
Development**

**Claims
Management**

**Performance
Monitoring**

**Works
Procurement**

Real-Time Learning, Global Practices & Emerging Trends