

## INTRODUCTION

Procurement function has assumed great significance in present scenario of volatile and uncertain market conditions. To ensure supply of right quality of materials at right time and place at right price, procurement executive has to first select the right source. Supply chain can sustain competitiveness only if it has competent sources of supply in the link.

The other four rights of purchasing ie Right Price, Right Time, Right Quality and Right Quantity are not possible without "Right Source" The Right source not only provides for above "rights" but also development of new alternate products which helps in final product differentiation or adding value to final products in cost effective manner.

In this age of global market, the buyer is at advantageous position for selection of sources internationally. Understanding supply markets and appraisal and selection of supply source is a key to achieve success in cost - effective procurement of organization's various items of differing importance.

## PROGRAMME CONTENTS :

The seminar will cover :

1. Brief overview of supply market.
2. Framework and criteria of supplier's appraisal.
3. Supplier perception model and screening / researching suppliers.
4. Supplier rating on capability and financial health.

## METHODOLOGY

There will be interactive sessions replete with presentations by expert faculty specially trained in Modular Learning Systems by professionals from International Trade Center (WTO), Geneva, Learning will be concretized by case studies and examples.

## FORWHOM

The Seminar will benefit procurement and project executives of medium and large scale industries and entrepreneurs of small and medium scale industries to know what is required to become a right source of supply for medium and large scale industries in India and abroad.

## FACULTY

Mr. H. M. Bhatt - B.E. (Mech.) having more than 25 years experience in IPCL handling procurement worth more than Rs. 250 crores, Inventory control, Storage and Preservation, Vendor Development of Chemicals, Packaging, Engineering and Consumable items as

Sr. Materials Manager. He has other qualifications in Marketing and HRM from IGNOU. He was involved in organizing many seminars and conferences for IIMM Vadodara Branch. He is a faculty for IIMM courses. He was National Vice President (West) between 1998-2001. He is an accredited trainer in Modular Learning System.

## FEES

Rs.1,800/- plus 18% GST (Rs.324/-) i.e.Rs.2,124/- for IIMM Members and

Rs. 2,000/- plus 18% GST (Rs.360/-) i.e.Rs.2,360/- for IIMM Non Members

Rs.1,500/- plus 18% GST (Rs.270/-) i.e.Rs.1,770/- for current batch students of GDMM/ PGDMM/ PGDSCM&L Courses.

Organisations sponsoring Three or more Participants would get 10% Rebate on Applicable Fees.

The Fees include Seminar Fees, Reference Material, Certificate Charges, Lunch, Tea / Coffee, etc.

## PROGRAMME SCHEDULE

Registration with : 09.00 AM to 09.30 AM  
Tea / Coffee & Cookies

Inaugural Session : 09.30 AM to 09.45 AM

Session - 1 : 09.45 AM to 11.15 AM

Tea /Coffee Break : 11.15 AM to 11.30 AM

Session - 2 : 11.30 AM to 01.00 PM

Lunch : 01.00 PM to 02.00 PM

Session - 3 : 02.00 PM to 03.30 PM

Tea / Coffee Break : 03.30 PM to 03.45 PM

Session - 4 : 03.45 PM to 05.15 PM

Valedictory Session : 05.15 PM to 05.30 PM

Registration : On First Come First Serve Basis

For Registration and Further details contact :

### Indian Institute of Materials Management, Vadodara Branch

2nd Floor, Vishal Chambers, 34, Vishwas Colony,  
B/h. Alkapuri Shopping Centre, Alkapuri, Vadodara - 390007

Tel. : 0265 - 2359060 / 2353410 Mob. : 70439 59060  
Email : iimmvadodara@gmail.com; iimmbaroda@gmail.com;  
iimmbrd@yahoo.co.in



# Indian Institute of Materials Management

## REGISTRATION FORM

To,  
Indian Institute of Materials Management,  
2nd Floor, Vishal Chambers, 34, Vishwas Colony,  
B/h Alkapuri Shopping Centre, Alkapuri, Vadodara - 390 007  
Tel : 0265 - 2359060/2353410, Mob. : 70439 59060  
Email : iimmvadodara@gmail.com; iimmbrd@yahoo.co.in;  
iimmbaroda@gmail.com

**Sub : One day Seminar on**

## RIGHT SOURCING FOR COMPETITIVE PROCUREMENT

**On 2nd February 2019 in Seminar Hall,  
IIMM at 2nd Floor, Vishal Chambers, 34, Vishwas Colony,  
B/h. Alkapuri Shopping Centre, Alkapuri, Vadodara - 7.**

Kindly register the following delegates for the above mentioned programme :

Name                      Designation                      Organisation & Address

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Amount paid Rs. \_\_\_\_\_ by Cash / Cheque/DD No. \_\_\_\_\_

dated \_\_\_\_\_ on Bank \_\_\_\_\_

Name and address of Organisation

Email : \_\_\_\_\_

Phone No : (O) \_\_\_\_\_

(R) \_\_\_\_\_

Fax : \_\_\_\_\_

Date : \_\_\_\_\_ Signature : \_\_\_\_\_

**Cheques may be drawn in favour of  
'INDIAN INSTITUTE OF MATERIALS MANAGEMENT,  
VADODARA BRANCH'**

## ABOUT THE INSTITUTE

Indian Institute of Materials Management (IIMM) is the apex body representing the Purchasing, Materials and Supply Chain Management professionals from public & private sector Industries, Service Organizations, Armed Forces Officers and Academicians. IIMM conducts AICTE recognized Diploma Courses in MM & SCM (PGDMM / PGDSCM & L) as well as global courses (IPSCM) in collaboration with International Trade Centre, Geneva.

It is the technical co-operation agency of the United Nations Conference on Trade & Development (UNCTAD) and the World Trade Organization (WTO).

## VADODARA BRANCH

With a total membership of over 600 members (of which 500 are Life members), IIMM Vadodara Branch plays an important role in educating and updating the knowledge of MM, SCM professionals by regularly conducting Monthly Lecture Meetings, Seminars, In house Training Programmes and allied activities. It is conducting classes at its premises in Vadodara for the GRADUATE DIPLOMA IN MATERIALS MANAGEMENT which is recognised by IFPSM. The branch also conducts correspondence courses in PROFESSIONAL DIPLOMA IN INTERNATIONAL TRADE and PROFESSIONAL DIPLOMA IN STORE MANAGEMENT on all India basis.

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Prospectus for the above Courses & Membership Application form can be had from the Branch Office at :

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iimbaroda@gmail.com; iimbrd@yahoo.co.in  
Website : www.iimmvadodara.org /www.iimm.org



# Indian Institute of Materials Management

*Vadodara Branch*

is organising One Day  
Seminar  
On

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## RIGHT SOURCING FOR COMPETITIVE PROCUREMENT

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(Emphasis on Source Development)

### DATE

**2nd February 2019**  
**Saturday, 9.00 AM to 5.30 PM**

### VENUE

Seminar Hall, IIMM, Vadodara

### FACULTY

Expert Faculty specially trained in  
Modular Learning System  
By professionals from International  
Trade Center, Geneva (Switzerland)