1. Course Details:

Course Code : SCLM-001
Course Title : Government Contracts, Tender Management and Regulations
Course Duration : 5 Days

2. Course Overview:

- Whether you are working with a Government department or with an entity that has entered into a public-private partnership or an entity that wishes to submit tenders for government projects, you would need to be aware of the procurement and tendering systems that the Government uses.Seeing as quite a few entities are up for supplying products or services to the Government, it helps to know how exactly the Government procures goods or services and what are the guidelines they follow for this process.

3. Learning Outcomes:

- The course trains you on different kinds of actual work that is required to be performed by lawyers and other professionals. After finishing the course, you will know as much practical knowledge as a lawyer working at a big law firm will know after a year or two of experience
- It is not a mere theoretical study, but all the lessons are based on the practical application of the topics dealt in the course
- You will get personal attention and coaching from the trainers, and any doubt regarding a topic shall be addressed within 48 hours
- You will be given an opportunity to work on two writing assignments during the term of the course that shall be published either on impleaders blog or any other industry publications if it meets our specifications
- You shall be accessed over 3 subjective-based exercises relating to the course topics that shall help you to understand the practical aspects of the subject

4. Course Contents:

Introduction to Government Procurement

- Introduction to Government Procurement
- Principles and framework for Government procurement
- How does the government procure goods and services?
- What are the restrictions on the procurement of goods and services by the government?
- What is the legislative framework in relation to the procurement of goods and services by the government?
- What are the general financial rules and how are these applicable to government

procurement?

- What is a procurement cycle for goods and how does it work?
- How does the procurement cycle for procurement of services work?
- What is e-procurement system and how does it work?
- What are the restrictions applicable to procurement by PSUs and statutory corporations?
- Do bidders who bid in government contracts face any risks?

Types of Government Contracts

- Common types of contracts with the government
- NHAI Concession Agreement: Ten clauses you must know
- How does the Airports Authority of India use PPP contracts to get modern airports built?
- What are concession agreements?
- What are the different types of contracts which may be entered into with the government?
- Who can sign government contracts?
- What are works contracts?
- Can the government enter into contracts for land acquisition?
- What are public-private partnership (PPP) contracts?
- What is the smart city project? What are the agreements entered into in relation to the smart city project?
- Legal framework for Smart Cities

Tenders and Bidding Process

- Key terms in a tender document
- What is bidding and what are the stages of bidding?
- What is the structure of a typical notice inviting tender?
- Types of tender enquiries and bidding systems
- What are the different types of tender enquiries? -I
- What are the different types of tender enquiries? -II
- What is reverse auction and what are its advantages?
- An example of reverse auction
- What are the different consultants and service providers from whom the government avails services?
- What are the different types of contracts which can be awarded to the service providers?
- How are consultants or service providers selected?
- What is procurement on a nomination basis?
- Procurement Reservation for Specific Products and SMEs
- Are there any incentives for government procurement from MSMEs?
- How can the vendors register with the government irrespective of the tendering process?
- What is a Swiss challenge?

- What should a private party be careful of, while submitting a tender?
- What are the provisions of the Constitution of India in relation to government contracts?

Regulation of Unfair Bidding Practices

- Anti-Corruption and Whistleblowing
- Does the Competition Commission of India (CCI) have any powers over unfair practices in government procurement?
- Which are the different categories of contractors who enter into contracts with the public works department (PWD)?
- What are the CVC guidelines in relation to tendering process?
- How should a submitted tender be read?
- What is an integrity pact?
- What are the remedies available to a bidder who is treated unfairly?
- What is the role of the CVC in government procurement?
- Can an aggrieved party invoke the writ jurisdiction of the high court in case of unfair treatment?

Sample Document

- Annex - MSMEs Procurement Reservation Order
- Complaint handling policy of CVC
- CVC guidelines on e-procurement
- CVC guidelines on maintaining transparency
- CVC guidelines on post tender negotiations
- CVC guidelines on selection of consultants
- General Financial Rules 2017
- Guidelines for preference to domestic manufacturers in electronic products
- Guidelines for procurement of telecom products
- Limited Tender Enquiry FSSAI
- List of reserved electronic products
- List of reserved medicines under Pharma Policy
- Manual for Procurement of Goods 2017
- MSME ACT, 2006
- Proprietary Certificate
- Sample - CMDA Tender Notice
- Sample - KVIC
- Sample - NCERT-Empanelment of Printers
- Sample - Passport Office Tender
- SME procurement policy

5. Our Methodology:

- Make coaching and monitoring innovative and using modern
- Media training also using on the go training by using interactive means and focusing on
- The exercises, practical applications and real situations study.
- Live delivery method, instructor-led training.
- Experienced consultant, trainers, and professional.
- Qualified trainer with high-level experience

6. Attendance Reports:

- Send daily attendance reports to trainingdep
- Send full attendance report to training dep. by the end of thecourse
- Attend 100 % from the course days also providedaily
- Issue attendance certificate for participant who attend minimum 80% from the course duration

7. Pre/Post Reports:

- Pre- assessment before starting training.
- Post assessment after finish training
- Full report for the deferent between Pre-& Post assessment

8. Who Should Attend?

- Lawyers
- Entrepreneurs
- Government officials
- Officers in public-private partnership projects