



**INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT**

June 2011

Paper No.6

International Procurement & E-Techniques

Date: 12.06.2011
Time: 2.00 p.m. to 5.00 p.m.

Marks: 100
Duration: 3 Hours

Instructions:

Part A contains 4 questions, each question carries 10 marks. Attempt all 4 questions.
Part B contains 7 questions, attempt any 4 questions. Each question carries 15 marks.

PART-A

Answer all four Questions. Each question carries 10 marks each. Total 40 Marks for this Section.

Q1. State True or False:

- 1.1 The price of an item in the market reflects the balance between demand and supply
- 1.2 Mile stones should be established to measure progress against these benchmarks.
- 1.3 The overall aim of the bidding is to ensure equal treatment to all bidders.
- 1.4 In selection under a fixed budget, the best technical offer within the budget is selected.
- 1.5 All information contained within the bid need not be kept confidential until the unsuccessful bidders are notified.
- 1.6 A market segment is a group of non-similar suppliers.
- 1.7 When different technologies represent different risks, you should treat them as different segments.
- 1.8 NGO's are not affiliated with religious, humanitarian & special interest groups.
- 1.9 The back office is that portion of an e-procurement system that is seen by the world.
- 1.10 High transportation costs do not limit the entry of new suppliers into your market.

Q2. Write the full form of the following abbreviations as used in the context of public procurement.

2.1 IFAD	2.2 EBRD	2.3 EPOS	2.4 NCB	2.5 ICRC
2.6 IMO	2.7 GATS	2.8 QCBS	2.9 ADB	2.10 BOT

Q3. Match the following:

Column A

Column B

1. Procurement agents	a) can be shown by delivering key functionalities.
2. Bench Marks	b) indicated level of expenditure & items impact on the organization.
3. World food Prog.	c) created in 1948 and is head quartered in Geneva
4. IRFC	d) created by United Nations General Assembly in year 1951.
5. IFI's	e) confirm to the bidding documents & has no inadmissible reservations
6. World Health Orgn.	f) became operational in year 1963.
7. UNHCR	g) when borrower lacks necessary organization, resources & experience
8. Supply Positioning Model (Stage-1)	h) are multinational institutions to assist in financing of infrastructure projects within developing countries.
9. The procurement performance	i) founded in1919, comprises members of Red cross & Red crescent societies .
10.Responsive bid	j) act as a really check for managers and policy makers.

Q4. Fill in the blanks:

- a) The African Development Bank is the leading development institution in
- b) The funded project must make a satisfactory to the economic development of the country.
- c) Failure to wrongdoing will destroy the system in the long run.
- d) Corruption is the of Public office for private gain.
- e) National is used when goods are available at a competitive price from more than one source in the borrower's country.
- f) Switching costs are those that are when changing to a new supplier.
- g) The degree of depends on the number and size of the suppliers in the market.
- h) New suppliers entering the improves competition.
- i) Market drivers are the factors that generate advantage in a supply market.
- j) Call in experts to You develop alternate scenarios.

PART- B

Attempt any four questions. Each Question carries 15 marks. Total Marks 60

- Q5. What is the role of International Trade Centre – UNCTAD/WTO. What are the important areas that it covers.
- Q6. What are the stages of the World bank procurement process. Explain in detail
- Q7. What is the information needed for supply market analysis. Explain.
- Q8. Briefly explain any three.
 - a) Bid Planning.
 - b) Total cost of ownership.
 - c) Single bid & two bid system .
 - d) Product market life – cycle.
 - e) Forecasting based on Time – Series Analysis.
 - f) Transparency and corruption.
 - g) Monopsony and Oligopsony
- Q9. What are the major requirements of an e-procurement system implementation. What are the benefit derived by the Government and the suppliers.
- Q10. What are bidding documents. How are these prepared. Indicate the format of the bidding document.
- Q11. What is the purpose of bid evaluation. Explain the important factors that may be considered in addition to price.
