



INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT
Paper No.6
International Procurement & E- Procurement

June 2013

Date: 09.06.2013
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 ITC was created by GATT in the year 1948.
- 1.2 E-procurement does not hold the potential for quicker, more cost effective & more informed buying.
- 1.3 E-procurement performance cannot be shown by delivering key functionality.
- 1.4 Benchmarks act as a reality check for managers and policy makers.
- 1.5 The test of e-procurement project's overall success is how well the project meets its goals.
- 1.6 Those responsible for managing an e-procurement program must define the standards by which the performance will be measured.
- 1.7 E-procurement operates within a framework of e-government of which it is a component.
- 1.8 E-commerce has changed the manner in which the world does business.
- 1.9 E-procurement is practiced by both the public and private sector.
- 10.0 Free market studies are not found on the internet.

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

2.1 UNIDO	2.2 QCBS	2.3 QBS	2.4 NCB	2.5 WMU
2.6 IFAD	2.7 EPOS	2.8 IMO	2.9 ICRC	2.10 ICT

Q3. Fill in the blanks:

- a) Overall aim of bidding is to ensure treatment to all bidders.
- b) Evaluation of bids is to incomplete, invalid or substantially non-responsive bids.
- c) IAEA & ITC are not part of UN system.
- d) A market is a group of similar supplier.
- e) Mile stones should be to measure progress against the benchmarks.

- f) The office is that portion of e-procurement that is not seen by the world.
- g) High transportation costs the entry of new suppliers into your market.
- h) UNCTAD was established in 1964 as a international body.
- i) UNICEF was created in 1946 and works for the protection of
- j) Front is that portion of e-procurement that is seen by the world.

Q4. **Match the following:**

Column A

Column B

1. A market place	a) that is internal to the procurement entity.
2. Market drivers	b) ability to support non-tangible requirements of e-procurement.
3. The price of an item in the market	c) promote fair competition –both nationally & internationally.
4. Back office	d) that are incurred when changing to a new supplier.
5. Info-structure	e) Nongovernmental organization.
6. ITC's objective in E trade	f) where the borrower follow the lenders procedure.
7. Switching costs	g) reflects the balance between demand and supply
8. International organizations	h) is an arena for potential exchange.
9. Mis-procurement	i) provide much needed assistance to developing nations.
10. IFRC	j) factors that generate competitive advantage in supply market.

PART- B

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

- Q5. E-procurement is technology enabled buying. Explain in detail. What are e-procurement Drivers?
- Q6. Explain supply market analysis. What information is needed for undertaking the same.
- Q7. What is procurement process? Explain the importance of bidding documents in the procurement process? Indicate important aspects that need to be considered.

- Q8. Briefly explain any three.
- a) Pre-qualification of bids.
 - b) Role of ethics in procurement.
 - c) Total cost of ownership.
 - d) Product market life-cycle.
 - e) Alternate evaluation procedure.
 - f) M-commerce.
 - g) Scenario Analysis.
- Q9. What are International financial Institutions? What role do they play? Explain the role of world bank in development assistance.
- Q10. What are the factors that influence price? Also explain the Porters five forces model in supply market.
- Q11. How do Government agencies benefit from e-procurement? Explain. Also indicate what benefits accrue to the suppliers.
