

# BRANCH NEWS

- AURANGABAD BRANCH
- BANGALORE BRANCH
- KOLKATA BRANCH
- LUCKNOW BRANCH

- MANGALORE BRANCH
- NAGPUR BRANCH
- VADODARA BRANCH
- VISHAKHAPATNAM BRANCH

## AURANGABAD BRANCH

IIMM Aurangabad have conducted evening training program on the occasion of MM Week “Transforming to Smart Digital Supply Chain Fostering Technology Sustainability & Innovation” on 16<sup>th</sup> April, 2018, at “Aryabhata Hall”, in MGM’s Jawaharlal Nehru Engineering college, Aurangabad. Chief Guest was Shri. Pratapraoji Borade, Director, MGM, Aurangabad. Faculty for this One hour’s program was Mr. Sanjay Sanghai, National Council Member–IIMM, Vice President – Strategic Sourcing, Endurance Technologies Limited.



Large audience attending the session



Faculty Mr. Sanjay Sanghai guiding Audience



Mr. Phanikumar Proceeding the session



IIMM Aurangabad Team with Faculty

Mr. Sanghai focused on the stages of growth observed in digitization from industry 1.0 to recent Industry 4.0. The transformations phases for the overall operations and business communications. Mr. Sanghai discussed about the need of digitization and innovations in supply chain. He shared the opportunities in the innovations to have sustainable business growth. His practical approach made the session very effective.

100+ people from Industries like AEPL, BG Fasteners, Endurance, Rucha, Bagla group, Dhananjay Group, Dhoot Transmission, Sanjeev Auto and Also Engineering College Students from MIT, PES, JNEC, Shreyash, their Professor’s and Principals attended the same. QCII Members were also present.

NC Member Dr Narendra Joshi briefed about the branch activities and focus areas of IIMM. He also appealed for becoming IIMM members to delegates, who are not IIMM members.

Proceeding for the program and Introduction of faculty was done by ECM Mr Phanikumar.

VP (West ) Mr. Jitesh Gupta, NC Member Dr. Narendra Joshi, Chairman Mr. K. Srihari, Vice Chairman Mr. Sushant Patare, Hon. Secretary Mr. Milind Ghogale, along with EC Members -Mr. R.D. Jaulkar, Mr. Shrikant Muley took efforts to make this event successful.

Vice Chairman Mr. Sushant Patare offered “Vote of

Thanks” Program was concluded by National Anthem.

IIMM Aurangabad have conducted evening Seminar on Liver care and Organ donation”**LIVE LIFE, LOVE LIFE, SAVE LIFE**”on19th May 2018, Saturday,at “Aryabhata Hall”, in MGM’s Jawaharlal Nehru Engineering college, Aurangabad. Chief Guest was Mr.B.Uma Rao ,Head Production , Scoda Auto ,Aurangabad . This program was conducted to pay tribute to Late Shri.P.P. Reddy,Mr. Prabhakar Reddy was founder member of IIMM since 1981 and was devoted his time,experience and knowledge for over three decades .He served various senior positions of IIMM and was awarded with various acknowledgments for his work at national level.Faculty for this two hour’s program was Dr.Anurag Shrimal (MS, DNB, MNAMS), Fellowship-ASTS (Duke Univ, USA), Consultant -Abdominal organ Transplantation and HPB surgery. Currently he is working in Wockhardt Hospitals Ltd, Mumbai.



Faculty Dr. Anurag Shrimal guiding Audience



IIMM\_Aurangabad Team with Faculty



Mr.Phanikumar\_Proceeding the session

Dr. Anurag Shrimal focused on Functions of lever, how to keep the lever healthy- Things to Do & Things not to do. He also describes, How to know if i have any lever disease. Disease - Cirrhosis, Livercancer,Hepatitis A, B, and C, Liver failure due to genetic diseases andexcessive alcohol, Ascites, Etc.He shared the ways and means to Prevention, Diagnosis & Treatment.His practical approach made the session very effective. Dr. Anurag Shrimal explained about the importance of Organ Donation and Transplant. What is Brain death, Why to donate an organ, How to make transplant as a treatment, He Pledge to donate organ.

70+ people from Industries like AEPL, Endurance, Morgen Advance Materials ,Bagla group,N H K Auto, E & H, Upturn Precision, MAN Diesel, Dhoot Transmission, Sanjeev Auto and Also Engineering College Students from MIT, JNEC, their Professor’s and Principals attended the same .Senior citizens were also present.

Branch Chairman Mr. K.Srihariabout the branch activities and focus areas of IIMM. He also appealed for becoming IIMM members to delegates, who are not IIMM members.

Proceeding for the program and Introduction of faculty was done by ECM MrPhani kumar.

VP (West )Mr.Jitesh Gupta ,NC Member Dr. Narendra Joshi , Chairman Mr. K. Srihari, Vice Chairman Mr.Sushant Patare, Hon. Secretary Mr. Milind Ghogale, along with Treasure Mr.Lalit Lohade, EC Members -Mr.R.D.Jaulkar, Mr. Shrikant Muley, Mr. Santosh Pande, Mr. Yogesh Khose, took efforts to make this event successful.

Vice Chairman Mr. Sushant Patare offered “Vote of Thanks”. Program was concluded by National Anthem.

## BANGALORE BRANCH

**25.05.2018 – One day work shop on “Warehousing and Logistics Management”:** IIMM Bangalore branch has organised one day workshop on Warehousing and Logistics Management on 25.05.2018 at IIMM Conference Hall. Mr. Abdul Kader, Sr Faculty handled the sessions. Participants more interacted with the speaker and exchange their view.



One day workshop on Warehousing and Logitstics Management held on 25.05.2018 - Mr. A. Kadhar Speaker issuing participation Certificate





*A view of participants for Lecture program*



*Mr. Srinivas V. Rao, Branch Chairman and Sr. Faculty Handling session for workshop on Inventory and Materials Management conducted Health Care Executives on 26.05.2018*



*Mr. Prashanth Balasubramanian, CEO-LASTBIT handling session on Block Chain Technology in SCM - Lecture on 25.05.2018*



*Dr. Naresh Shetty, President, M.S Ramaiah Hospital handling guest lecture for Hospital Staff*

**25.05.2018 –Lecture Program :** Indian Institute of Materials Management – Bangalore has organised monthly lecture program on “Block Chain Technology in Supply Chain Management” on 25<sup>th</sup> May 2018 by Mr. Prashanth Balasubramanian, CEO – LASTBIT – Bangalore at Ramanashree Brunton, Bangalore. Mr. Mahesh Kulkarni, Hon Treasurer welcomed speaker with bouquet and introduced gathering. Program was very interesting and knowledge oriented and absorbing for the members.

**26.05.2018 – One day workshop on Inventory and Materials Management:** IIMM Bangalore branch has organised one day workshop on “Inventory and Materials Management” for Hospital Administrators and Supply Chain Managers in collaboration and support from Johnson and Johnson on 26.05.2018 at Royal Orchid Central, Bangalore. Mr. Srinivas V. Rao, Branch Chairman and Sr. Faculty and Dr. Naresh Shetty, MBBS, D’ Ortho, M.S. (Ortho), AO Fellow, President of M. S. Ramaiah Memorial Hospital & International Projects Management handled the session on Supply positioning model, Hospital inventory management, Total cost of ownership, Supplier relationships management and discussed Case studies and also conducted Role Plays. The workshop was very interesting with lively interaction by participants with the speakers.



*A group of Participants attended from various Hospital for workshop at Royal Orchid Central*

**02.06.2018 – One day workshop on Inventory and Materials Management:** IIMM Bangalore branch has organised one day workshop on “Inventory and Materials Management” for Hospital Administrators and Supply Chain Managers in collaboration and support from Johnson and Johnson on 2<sup>nd</sup> June 2018 at, Radisson Blu, Jaipur. Mr. Srinivas Rao P. Sr. Faculty, handled the session on Supplier Base Rationalization & Supplier Partnerships, Through Technology – Use of Bar Codes, RFID etc. Selective Inventory Control System- ABC, VED, HML, FSN, XYZ etc, Analyses, Single & Multiple Procedures Moving from Low Cost Sourcing to Best Cost Sourcing, Quality V/s Cost, Total Cost of Ownership (TCO)

& Concepts, discussed Case studies. Program was well received by the participants.

**15.06.2018 – Monthly Evening Lecture Program:** Indian Institute of Materials Management – Bangalore has organised monthly lecture program on “SCM digitization – e Sourcing” on 15th June 2018 by Dr. Sathyarayanan K. Head of SCM, ABB Global Industries & Services, spoke on the subject and covered Vision 2035 Technological Innovations in SCM ,Dimensions of Digital Supply Chain ,Digital Technologies in Supply Chain ,Case Studies, E-Procurement,Cloud SC, B2B Market, VR in Manufacturing. Mr. K.V. Sudheendra, Vice Chairman, Welcome speaker and Mr. C. Subash, EC Member proposed vote of thanks. The Lecture was very interesting and Members more interacted with the speaker and exchange their View.



*On the Occassion of One Day Seminar held on 2.6.2018 at Hotel Hindustan International Organised by IIMM, Kolkata, view of Sr. Members of Delegate sitting in the Seminar Hall*

## KOLKATA BRANCH

**One Day Seminar on Redesigning Supply Chain with Automation & Digitisation held on June 2,2018 :** In today’s modern economy, automation and digitalization plays an important role in all industry and role of supply chain professionals turns out to be most crucial for selecting the right technology. To understand what technology to be used for maximum impact in top-line and bottom-line and to get a first-hand experience from users and service providers, Indian Institute of Materials Management (IIMM) Kolkata Branch organised a seminar on “Redesigning supply chain with automation and digitization - deployment strategy and implementation techniques” at The HHI Kolkata on June 2, 2018, where supply chain professionals from diverse industries participated in large numbers.



*Handover the Memento Branch Chairman Mr. Animesh Chattopadhyay to National President IIMM Mr. G.K.Singh*



*Mr. G.K.Singh, NP - IIMM, Mr. D.P.Patra - EVP (HR & OPS), Haldia Petrochemicals Ltd., Mr. Animesh Chattopadhyay - Branch Chairman, Mr. Debasis Mohanty, Director, Consulting Technology at Deloitte LLP.*



*Mr. G.K.Singh, NP and Mr. K.M.Bhardwaj - VP (East) before entrance the Seminar Hall, Welcome by Vice Chairman, Kolkata Branch Mr. Koushik Roy and Mr. K.Gupta, Admn. Manager*

The Chief Guest of the Seminar, Mr D.P.Patra, EVP (HR & OPs), Haldia Petrochemical and Wholetime Director, MCPI, stressed the need of the different skill set to handle the emerging trend and dispelled fears that job loss would be rampant. But once right technology is adapted by the industry to improve its efficiency, output would



be exponential and supply chain professionals currently developing skill set on a reactive mode would be impacted, said the Keynote speaker Mr Debasis Mohanty, Director, Consulting Technology at Deloitte LLP. IIMM has positioned itself to satisfy this need of the upcoming supply chain professionals as it is a need of the hour, said the IIMM National President, Mr G.K.Singh in his deliberation as Guest-of-Honour.



*View of Inauguration of Souvenir printing on the occasion of Seminar held.*

The Mint was corporatized for the need to enhance efficiency and the skill set of its employees were revamped to take on the challenge, said Mr S.N.Lahiri, retired Chief General Manager of Mints and Presses of Security Printing & Minting Corporation of India Ltd.

CESC identified very long lead time in manufacturing, procurement and logistics as its bottleneck and attempted to reduce use of paper to improve efficiency. CESC currently aims to go paperless from indenting to ordering by launching Online Analysis of SRR Integrated System, said General Manager Materials Mr Partha Bhattacharya in the first technical session.

Improving efficiency also necessitates lower cost of technology. Software vendors are charging very high as they are selling technology in India at international prices, said Debranjay Roy, General Manager Procurement, Praxair.

Software vendors however defended the high cost in the second technical session post lunch as project delivery lead time has reduced drastically for competition. Cost is higher as not only technology change rapidly, business and its priority also changes, said Ms Madhumita Banerjee, Associate Director from IBM Automation. SAP has rolled out a separate product "SAP Leonardo" to cater to the cognitive needs of Client in procurement space as it has turned out to be an emerging need, Mr Danish, Associate Director of SAP said. In the eCommerce sector, instead of negotiating best price, Government sector has now set their priority on sanitization of data, Mr Partha Kumar Chakraborty, head eProcurement from Logistics sector is now witnessing more innovative solutions and automation service offered is now helping both buyers and service providers, Mr Prashant Soni, Director Business Development at Blackbuck said in the last technical session of the Seminar.

But it is practical to use technology when it is necessary and not get carried away as competitors are using it, said Mr Amit Mukherjee, Director, Unigrow who was initially with Spencers group of Reliance Retail as its Executive Director.

The Seminar ended with a sum up session by Mr Biplab Banerjee, Sr. Vice President, Simplex Infrastructure and closed with resounding success for the IIMM Kolkata Branch.

## LUCKNOW BRANCH

**Report on the Evening Lecture held on 4<sup>th</sup> June 2018 at 19.00 hours at IIMM Lucknow Branch :** An evening lecture was arranged on 4<sup>th</sup> of June 2018 at the IIMM Premises wherein 2 speakers from various fields shared their experiences.



*A view of audience*

Mrs. Ragini Johri, Asstt. Professor in IIM Lucknow deliberated about the trends in the field of Education and its standard. She spoke in general and said some of the students are very serious about their Studies and some others come to the college just to waste their time and trouble the other genius students. It is not that students who come to disturb others are not intelligent but they need motivation. Therefore for improvement of standard of Education, Motivation is an important aspect. She gave a power point presentation. Listeners were Senior Management and Middle management Executives who enjoyed the Programme.

Next to speak was Col.Kar, who is heading Armed Forces Medical Stores Depot (AFMSD) at Lucknow. Its jurisdiction lies between J & K in North to Arunachal in North East.

The learned speaker shared his experience and deliberated about the Medicines, How these are procured, delivered to the stores, Hospitals, and ultimately to the patients and the procedure and paper work followed. As everybody is aware every medicines has an expiry date. Nobody Doctor Hospital Shop keeper or Patient would accept expired medicines. Then there are short expiry period medicines also and these are also required to be handled properly. Medicines is an important part of our routine life and it becomes essential after a certain age. It becomes an accessory of a person like Mobile, Wrist Watch, Reading Glasses, etc. The more Medicines are invented that many diseases

also occur. This is all due to our Life Style which is changing at a tremendous speed. Therefore our life style should be balanced one.

The lecture though in general was appreciated by everyone present. The attendance was about 25-30. The programme concluded with Vote of Thanks by the Secretary and a light refreshment was served.

## MANGALORE BRANCH

IIMM Mangalore branch in association with Mangalore Senior Citizen's Association (MASCA) organized talk on

**"Life & Senior Citizen"** by **Dr. Leela Upadhyaya**, Academic Adviser, Sharada Group of Institutions, at Karnataka Bank Auditorium, Kodialbail, Mangalore on 26-May-2018.



(L to R) MASCA Secretary Sri K Ramesh Rao, President Sri C.D. Kamath, Vice President Sri T.G. Shenoy, Guest Speaker Dr. Leela Upadhyaya, IIMM Vice Chairman Sri. Philip C. C., MASCA joint Vice President Sri. Jairaj B. Rai & IIMM Secretary Sri Deepak T.



Performing MC by MASCA Branch Secretary



Welcome Speech by MASCA Member



IIMM Vice Chairman Sri. Philip C. C sharing few words on the occasion



Dr. Leela Upadhyaya, Speaker for the day, exchanging the Insights on the subject.



Branch members & audiences relishing the talk



Vote of Thanks by MASCA Branch President Sri C.D. Kamath.

Members dispersed with fond hope of meeting soon another interesting presentation.

## NAGPUR BRANCH

**Two days seminar titled ETHICAL LEADERSHIP- A VIGILANCE PERSPECTIVE FOR SUSTAINABLE EXCELLENCE**

The Nagpur Branch of the IIMM held a two day seminar on **"ETHICAL LEADERSHIP - A VIGILANCE PERSPECTIVE**



FOR SUSTAINABLE EXCELLENCE” on the 21<sup>st</sup> and the 22<sup>nd</sup> of April 2018 Hotel Heritage, Centre Point Nagpur.



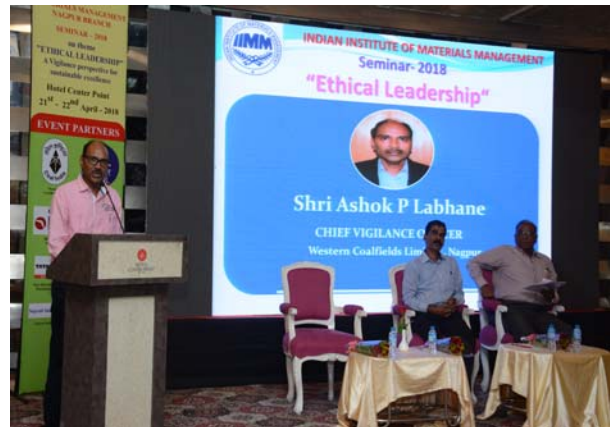
The seminar was inaugurated by the chief Guest Shri R N Jha, Chairman and Managing Director, Mineral Exploration Corporation Limited, Nagpur on the 21<sup>st</sup> of April 2018. In his inaugural address the chief Guest stressed on “Ethical behavior in a firm is a key to success. So it is essential that all activities carried out in an organization are directed towards this prime goal.



The Other guests of honor who delivered their key note addresses were Shri. V Ramachandran, former Chief Technical Examiner of the Central Vigilance commission, Shri M Bhimte, Chief Vigilance Officer Mineral exploration Corporation Limited, Nagpur and Shri A P Labhane, Chief Vigilance Officer Western Coalfields Limited, Nagpur.







The evening started with the welcome song and the lighting of the lamp, which was done by the chief guest and the other guests of honor. The chairman of the Nagpur Branch, Dr. Y Venkataramana in his chairman's address said the "Management means doing right things while leadership means doing things rightly". He defined an ethical leader being "truthful, responsible, accountable and fair". National Councilor, Mr. Dharamraj Kumar gave a brief introduction of the IIMM and its activities as well the activities of the Nagpur Branch.



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The Seminar was graced by the august presence of the National President, Mr. G K Singh, Shri. L R Meena, National secretary and treasurer and Shri. J Prakash Rao, Vice President Central. Shri. G K Singh, National President, in his presidential address expressed his happiness on this seminar as well as the theme, which is so very important in any growing organization, and congratulated the Nagpur branch of IIMM, under the leadership of Dr. Y Venkata Ramana. He spoke of his long term association with the IIMM Nagpur branch. The national President also presented the President's appreciation medal to Executive committee of the Nagpur Branch.

The Chief Guest and the guests of honour also released the Souvenir of the seminar, which was appreciated by all present. Important dignitaries of the dias, were honored by the members of IIMM Nagpur with mementos. The IIMM Nagpur branch also honored our past chairmen Mr. V K Menon, Mr. S K Mathur and Mr. B S Nagashetty for gracing the occasion.

On the 22<sup>nd</sup> of April 2018, there were 4 technical sessions, during the day. The main speakers at these sessions were **Mr. V Shankarnath** – Founder MD of Visisht Corporate growth associates, based in Hyderabad and a professional “Executive” coach at several medium and large sized organization, **Mr. V Ramchandran**, Ex CTE/CVC, **Mr. Asis Kumar Tripathy** – Chief HRD MS & L&D Manager, Indian Oil Corporation Mumbai, and **Ms Atika Dhandia** – Personal Branding and wellness consultant, Motivational, speaker, Director Training –Art of Living foundation. All the speakers deliberated on the theme of the seminar “**ETHICAL LEADERSHIP**”, in their own way.

While **Mr. V Ramchandran**, with his wide experience in the public procurement system in the coal sector and Indian Railways, gave a deep insight into the CVC Guidelines for Ethical practices in the Government Procurement System. He mentioned that the problem of corruption has been recognized globally, and this was the reason for the essentiality of introducing the CVC guidelines in the public procurement system.

**Mr. Shankarnath**, a professional speaker spoke at length on maintaining ethical practices at the work places. It was most essential for the leader to be ethical in his way of conducting himself, which becomes a model to be followed by his down the line.

**Mr. Asis Kumar Tripathy**, an HRD trainer, with a wide and long experience in the field of HRD Training, questioned each one “Are We Ethical?” the response was astonishing, as he unfolded the true meaning of ethics. If we were really ethical, he said, then we don't need any vigilance department or CVC.

**Ms. Atika Dhandia**, a wellness consultant and the Director training of the Art of Living spoke of Ethics and Ethical practices in the holistic world. She brought in the importance of Yoga and spiritual well being and practices to curb unethical practices which leads to stress and other related problems.

The seminar concluded with the valedictory session, which had guests of Honor Mr. A P Labhane, CVO Western coalfields limited Nagpur, Shri Anil Ramteke, Chairman Railway Recruitment board, SECR Bilaspur and Mr. B S Nagashetty, Immediate Past Chairman and

National Counciller IIMM Nagpur Branch. All the Guests of honour congratulated the chairman IIMM Nagpur branch and the entire Nagpur IIMM team for the grand success of the seminar. They also honored each member by presenting them with mementos.

The secretary IIMM Nagpur Branch, Mr. Sukumar Adhikari, read out the oath and the code of ethics of IIMM, which was followed by the vote of Thanks by the secretary Nagpur Branch. The evening ended with high tea and a time of fellowship. The Secretary also acknowledged the messages of good wishes received from the Chairman and Managing Director, Western coalfields Limited Nagpur, Mr. R R Mishra, Chairman and Managing Director, Manganese Ore India Limited Nagpur, Mr. M P Chaudhari, Mr. G K Singh, National President IIMM.

The two days seminar was attended by around 120 delegates from various organizations such as WCL, SECL, MCL, CIL, MOIL, MECL and IOCL, etc. The evening ended with high tea and a time of fellowship which each one enjoyed thoroughly.

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## VADODARA BRANCH

**MDP Workshop on ‘Negotiation & Contract Management’ in JUN’18 at Conf. Hall, Vadodara** : The MDP Workshop on ‘Negotiation & Contract Management’ topic was organised on 15<sup>th</sup>, 16<sup>th</sup> June’18 at Conference Hall of IIMM Vadodara branch for **43 Participants** representing **20 Organisations** comprising of PSUs, Corporates, Industries, Academics, etc. from Purchase/Procurement, Stores, Materials Dept. wherein faculty Dr.C.Subbakrishna successfully conducted ITC-MLS based programme. The actual registration was done by 47 participants wherein 43 participants attended the workshop.

The planning of MDP Workshop was done in week-3 of May’18 after which the brochure, etc. were designed for sending it to various Industries, Organisations located in & around Vadodara. Initially, the response was not as expected but later on the momentum picked up with joint efforts of Committee Members & Staff Members to reach the desired no. of participants. The Fees were moderately decided keeping in mind the workshop being conducted at our premises with in-house availability of required infrastructure and to match the expectations of Faculty & Participants. The Food & Refreshment arrangements were accordingly done to satisfy the taste of participants. The inaugural session was attended by Mr.Lalbai Patel-former National President, Mr.Malay Mazumdar-Sr.Vice President, Mr.D.B.Trivedi-NC Member, Mr.K.C.Joshi-Senior Member, Mr.H.M.Bhatt-BoS Member and branch EC Members Mr.M.Sambhudevan Nair-Vice Chairman, Mr.Manojkumar Patel-Hon.Secretary, Mr.Rakesh Desai-Hon.Treasurer, etc. During Inauguration, Mr.Sambhudevan Nair shared Faculty profile while Mr.Malay Mazumdar & Mr.L.P.Patel delivered talk on topic of workshop. The Case Studies were shared by Faculty on both the days wherein participants got involved in groups to share their views. The soft copy of Reference Material in CD with few topic related Notes in hard copy were given to all participants at the end of workshop. The Feedback was very positive & encouraging for future programmes.

The participants appreciated the lecture delivery and were satisfied with the contents of workshop. They intimated their interest in participating in such workshops in future. The Participation Certificates were distributed to all participants by Dignitaries after Valedictory session with following photos depicting highlights of MDP Workshop –



*Dr.C.Subbakrishna delivering lecture on second day of Workshop.*



*The Group Photos of Participants attending MDP Workshop.*

## VISAKHAPATNAM BRANCH

**23-24.06.2018 -Two days International Workshop on Developing Supply Strategies and Suppliers Relationship Management** : IIMM Visakhapatnam Branch was organized “Two days International Workshop on Developing Supply Strategies and Suppliers Relationship Management” based on (MLS) Modular Learning System recognised by International Trade Centre, Geneva (ITC-WTO-UNCTAD on 23<sup>rd</sup> and 24<sup>th</sup> June 2018 at Ambica Sea Green,Visakhapatnam, oppsite R K Beach. Began with an Invocation to Lord Ganesha and National anthem. There after Mr. A.V. Rajendra Kumar, Secretary IIMM Vizag. welcomed dignitaries on the dias offering bouquet and also welcomed august gathering. Udaya Bhanu, Chairman IIMM Vizag welcomed Chief guest and intoroduced august gathering consisting of experts from various sectors, Government bodies, CSPU’s and members of IIMM frenetiny who attended workshops from Various sectros.

Mr. Durga Prasad, Course Director briefed about IIMM activities and address the gathering. International Workshop was ably organised under the leadership of Mr. N.Udaya Bhanu, Branch Chairman and Dr. Rabi Narayana Padhi,Convenoer for ITC MLS ,National Council

Member, with support of Mr. A.V. Rajendra Kumar, Hon. Secretary, Mr. V.K. Praviraj,-NC , and Mr. K.N.K. Kishore, Branch Treasurer.

Mr. Rabi Narayana Padhi, welcomed all degnitaries for Inaugurating workshop by Litening Lamp. Dr. C. Subbakrishna, Past National President, and Sr. Speaker and Chief Guest of the day of the workshop,inaugurated by Litening Lamp along with other dignitaries Mr. Durga Prasad,Past Chairman, Course Dirctor & NC, Mr. Udaya Bhanu, Chairman – IIMM, Dr. Rabi Narayana Padhi, NC, and Mr. A.V. Rajendra Kumar Secretary, IIMM, and Mr. S.M. Nagaraj, Manager Administration, Mentor of the event from IIMM, Bangalore Branch.

Dr C. Subbakrishna, Chief Guest and Expert International Speaker, addressed in his inaugural session and explained and briefed about Purchasing strategy. In the last two decades managers have witnessed a revolution in how business is conducted. A variety of shocks occurring throughout global markets has radically changed the way managers view their environments. The accelerated rate of change in markets, products, technology, and the level competition is requiring mangers to make decisions on shorter notice and with less information and with higher failure costs. At the same time customers are demanding quicker delivery of products, as borne out by the growth of express mail competitors. These same customers demand products that utilize state of the art technology incorporating the latest features. Products are becoming less standardized, with options tailored to the unique requirements of individual customers.

Any Buyer should normally first try to bring down prices of the existing sources through Negotiations. This needs careful study of the current prices and the review of the same with a view to bring down prices. Ideally, such an attempt should be made jointly by the Buyer & the Supplier. Modern Tools like Reverse Auction, Strategic Sourcing, Outsourcing etc. could be tried to achieve the Goal. On 24<sup>th</sup> June 2018, he covered session on Contract Management and Supplier relationship Management. He also discussed some case studies and group discussion for participants.

The event /workshop concluded on fantastic note delivered by Dr. Rabi Narayan Padhi and awarded participation certificate to all delegates by Chief Guest. Prof.D Ramachandra , Andhra University.

Mr. N. Udaya Bhanu, Chaiman, IIMM Vizag Branch, thanked all organizations who have nominated delegates, and attended from **RINL, VSP, DCI, HAL, NTPC, VIZAG PORT TRUST, NALCO, JK PAPER, INDIAN NAVY, DOZCO, BIOCON, Dr Reddy Lab, CMA, Vivhav , GSPC, ONGC, SALPG, RVR, Indian Railway, OM SRIRAM ENGG, Ultra Tech IIT Bhubaneswar, MIMTC, MSTC, BNPML, CMA, HSL, GSPC and MNC’s at Vizag. He also thanked all EC and NC and organizers who have given best support,grand success of Two days workshops.**

Participants well received the program and gave very good feed Back.