

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

**DEC-09**

**Paper No.6**

**International Procurement & E-Procurement**

Date: 13.12.2009

Marks: 100

Time: 2.00 am to 5.00 pm

Duration: 3 Hours

**Note:**

Part A contains 4 main questions, each question carries 10 marks. Attempt all questions.

From Part B, Attempt any 4 questions. Each question carries 15 marks.

---

**PART-A**

**Q1. State True or False:**

- 1.1 The overall aim of bidding documents is to ensure equal treatment to all the bidders.
- 1.2 In selection under a fixed budget, the best technical offer within the budget is selected.
- 1.3 A market is an arena for potential exchange.
- 1.4 ITC was created by the General Agreement on Tariffs and Trade (GATT) in year 1964.
- 1.5 The World Health Organization was created in the year 1948 and is headquartered in Geneva-Switzerland.
- 1.6 A successful e-procurement system relies on the readiness of the environment within which it operates to participate in e-commerce.
- 1.7 To enable a business, organization or nation to take advantage of e-procurement, certain capacities, capabilities must be in place.
- 1.8 A market segment is a group of similar suppliers.
- 1.9 A chain is only as strong as the weakest of its links.
- 1.10 When different technologies represent different risks, you should treat them as different segments.

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

- 2.1 IBRD
- 2.2 QCBS
- 2.3 WMU
- 2.4 ICAO
- 2.5 PPTS
- 2.6 WFP
- 2.7 IPSM
- 2.8 WIPO
- 2.9 QBS
- 2.10 CPAR

**Q3. Describe briefly - Any four.**

- 3.1 Forecasting.
- 3.2 Service contracting.
- 3.3 Examination of Bids.
- 3.4 Two bid systems.
- 3.5 Bar coding.
- 3.6 RFID.
- 3.7 Back office processing.

**Q4. Fill in the blanks:**

- a) The ..... of an item in the market place reflects the balance between demand and supply.
- b) Market drivers are the factors that generate ..... advantage in supply market .
- c) The procurement performance can be ..... by delivering key functionality.
- d) Bench marks .... as a reality check for managers and policy makers.
- e) All information contained in the bid is kept ..... until the unsuccessful bidder is notified.
- f) Business people around the world must undertake ..... in order to do business with the public sector.
- g) Mile stones should be established to ..... progress against these benchmarks.
- h) Supply market analysis .... you to reduce cost and risk and to detect innovations.
- i) International financial Institutions ..... in financing of infrastructure projects within developing countries .
- j) If you do not know the level of supply risk, you must assume it is .....

**PART- B**

**Attempt any four questions. All Questions carry equal marks.**

- Q5. What is Supply Positioning Model? Explain.
- Q6. What are the stages of World Bank procurement process? Describe in detail.
- Q7. Explain the major requirements of an e-procurement system implementation? What are the benefits derived by the government and the suppliers?
- Q8. Write short notes on any three.
  - a) The role of NGO's in assisting the World Bank.
  - b) Porters five forces Model.
  - c) Total cost of ownership.
  - d) Evaluation of Service bids.
  - e) Role of International Financial Institutions.
  - f) E-procurement drivers.
  - g) Selection of Procurement methods
- Q9. What is the information needed for supply market analysis? Why is monitoring of the supply market necessary. Explain briefly.
- Q10. What are the main consideration that guide the World Bank's policy on the selection process of Consultants.
- Q11. What is solicitation process? What goes into the preparation of these documents? What do these generally include?