



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

June 2015

Date: 14.06.2015
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 Implementation of e-procurement system brings about many changes.
- 1.2 Commonly used standards for products & services are included in e-procurement systems.
- 1.3 The overall aim of bidding documents is to ensure equal treatment to all bidders.
- 1.4 The evaluation of bids is the responsibility of the Buyer.
- 1.5 The public buyer has to ensure that the lowest bidder has the capability and resources to carry out the contract.
- 1.6 A Market is an arena for potential exchange.
- 1.7 When technology is changing quickly, you need to closely monitor the supply market.
- 1.8 Demand and supply are the two dimensions of every market.
- 1.9 New suppliers entering the market do improve competition.
- 1.10 Monopsony is the reverse of Monopoly.

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

2.1 CPAR	2.2 UNEP	2.3 WTO	2.4 LDC	2.5 EBRD
2.6 OECD	2.7 UNCHS	2.8 IFRC	2.9 ICSID	2.10 AFDB

Q3. Fill in the blanks:

- a) The funded project must make a satisfactory contribution to the development of the Countries.
- b) A major requirement of e-procurement system implementation is of users.
- c) E-procurement system should address both front office and office solutions.
- d) It does take time and to ensure successful implementation of e-procurement.
- e) Training of personnel in e-procurement system can be in part by online training programme.

- f) E-procurement systems can stream line the in many ways.
- g) United Nations includes the elimination of poverty and improved health for people every where.
- h) IFIs were established to assist in theof infrastructure projects within developing nations
- i) Most International Organizations belong to two: that is either United Nations or NGO's.
- j) NGO's provide and or funding for developing nations projects.

Q4. **Match the following:**

Column A

Column B

1. Front Office	a) used to award a contract without competition.
2. Back Office	b) indicates the level of exposure and the item's impact on the organization.
3. Supply Market Analysis	c) Non Governmental Organization.
4. Oligopoly	d) this is when few buyers dominate the market.
5. International Competitive Bidding	e) limits the entry of new suppliers in the market
6. Direct Contracting	f) helps to reduce cost and risk and to detect innovation.
7. Supply Position Model Stage 1	g) refers to support inside the procurement agency.
8. IFRC	h) few suppliers offers identical or similar products.
9. High transportation costs	i) World's Bank major method of procurement.
10. ligopsony	j) refers to support users inside & outside the Procurement agency

PART- B

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

- Q5. What are the steps needed for implementing e-procurement? How do you measure e-procurement effectiveness.
- Q6. How do you define e-procurement? Explain in detail what goes in front office and back office.
- Q7. What are the stages of the World Bank processes? Also bring out the concept and values of good governance.
- Q8. Briefly explain any three.

- a) Pre-qualification of bids.
- b) Scenario Analysis.
- c) Forecasting based on Time series Analysis.
- d) Transparency in Public Procurement.
- e) Evaluation of bids based on life cycle cost.
- f) Evaluation of Service bids.
- g) Bid Planning.

Q9. What are the factors that may be considered in addition to price in the evaluation of bids. Also explain the process of examination of bids.

Q10. What are market characteristics'? Explain in detail. Also explain the stages in product market life cycle .

Q11. How do Government agencies benefit from e-procurement? Explain. Also indicate what benefits accrue to the suppliers.
