



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

June 2014

Date: 15.06.2014
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. (compulsory)
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

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 not included in e-procurement systems.
- 1.3 The overall aim of bidding documents is to ensure equal treatment of all bidders.
- 1.4 The evaluation of bids is the responsibility of the borrower/buyer.
- 1.5 The public buyer need not ensure that the lowest bidder has the capability and resources to effectively carry out the contract.
- 1.6 A market is not 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 key dimensions of every market.
- 1.9 New suppliers entering the market does not improve competition.
- 10.0 Monopsony is not 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 OECD | 2.3 UNEP | 2.4 UNCHS | 2.5 IFRC |
| 2.6 LDC | 2.7 ICSID | 2.8 EBRD | 2.9 AFDB | 2.10 WTO |

Q3. Fill in the blanks:

- a) The funded project must make a satisfactory contribution to the development of the country.
- b) A major requirement of e-procurement system implementation is of the users
- c) E-procurement systems should address both front office and office solutions.
- d) It takes time and planning to ensure implementation of e-procurement systems.
- e) Approval processes can be within an e-procurement system.
- f) Training of personnel in e-procurement system can be accomplished in part by training programmes.
- g) United Nations's includes the elimination of poverty & improved health for people

everywhere.

- h) NGO's also provide and/ or funding for developing nation's projects.
- i) IFI's were established to assist in the of infrastructure projects within developing nations
- j) Most international organizations belong to two groups, that is either UN's or

Q4. **Match the following:**

Column A

Column B

- | | |
|---------------------------------------|---|
| 1. Front Office | a) used to award a contract without competition. |
| 2. Back Office | b) helps to reduce costs and risks and to detect innovation . |
| 3. Supply positioning model(stage 1) | c) selecting the specific market segments that can best balance opportunities and risk/cost. |
| 4. Supply Market Analysis | d) identifying the general characteristics of the market place and defining the different positions of the various market players . |
| 5. Direct Contracting | e) indicates the level of expenditure and the items impact on the organization. |
| 6. Benefits of supply market analysis | f) few suppliers offer identical or similar products. |
| 7. ICB | g) this is when few buyers dominate the market. |
| 8. Analyzing supply markets | h)World Bank's major method of procurement . |
| 9. Oligopoly | i) refers to support users inside & outside the procurement agency . |
| 10.Oligopsony | j) refers support to inside 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 & back office solutions.
- Q7. What are the stages of World bank's processes? Also bring out the concepts and values of good governance.

Q8. Briefly explain any three.

- a) ITC's objectives with respect to E-trade.
- b) e-procurement project's assessment.
- c) Transparency in public procurement.
- d) Lump Sum (fixed price) contracts.
- e) Evaluation of bids 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 the stages in the product – market life cycle.
