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Strategic Procurement Management for Efficiency and Transparency in the Public Sector

Course Overview

The **"African Public Procurement Excellence Program"** is a 5-day intensive course focusing on the intersection of strategic sourcing, legal compliance, and anti-corruption measures. The program moves beyond the basics of "tendering" to explore **Value for Money (VfM)**, sustainable procurement, and the implementation of **Electronic Government Procurement (e-GP)**. It is designed to help African public sectors reduce leakage, increase competition, and ensure that every dollar spent contributes to national development.

Program Objectives

By the end of this program, participants will be able to:

- **Apply Strategic Sourcing** to move beyond lowest-price bidding toward total cost of ownership.
- **Master the Legal Framework:** Navigate national procurement acts and international standards (e.g., World Bank, AfDB).
- **Enhance Transparency:** Utilize data analytics and e-procurement tools to detect and prevent fraud and collusion.
- **Implement Sustainable Procurement:** Integrate social, environmental, and "buy-local" criteria into bid evaluations.
- **Optimize Contract Management:** Ensure that suppliers deliver what was promised, on time and within budget.

Course Coverage (Modules)

Day 1: Strategic Sourcing & Procurement Planning

- **The Procurement Cycle:** Linking procurement plans to the national budget.
- **Category Management:** Grouping spend to leverage institutional bargaining power.
- **Market Analysis:** Understanding local and international supply markets in the African context.

Day 2: Governance, Ethics & Anti-Corruption

- **The Integrity Framework:** Identifying "red flags" in the bidding process (bid rigging, tail-end spend).
- **Conflict of Interest:** Managing the "Political-Administrative Interface" in tender boards.
- **Audit and Oversight:** Preparing for procurement audits and working with the CAG/Internal Audit.

Day 3: Modern Procurement Tools & E-Government (e-GP)

- **Digital Transformation:** Implementing e-Tendering, e-Auction, and e-Catalogues.
- **Data Analytics:** Using procurement data to track vendor performance and spend patterns.
- **Risk Management:** Developing a Procurement Risk Register for high-value projects.

Day 4: Value for Money (VfM) & Bid Evaluation

- **Beyond the Lowest Price:** Developing technical evaluation criteria that reward quality and durability.
- **Life-Cycle Costing (LCC):** Calculating maintenance and disposal costs in the initial bid.
- **Negotiation Skills:** Strategic negotiation tactics for large-scale infrastructure and service contracts.

Day 5: Contract Management & Dispute Resolution

- **The Forgotten Stage:** Moving from "Award" to "Management" to prevent cost overruns.
- **Supplier Relationship Management (SRM):** Incentivizing high performance and ethical behavior.
- **Dispute Resolution:** Navigating arbitration and mediation in public contracts.

Target Participants

- **Heads of Procurement Units (PMUs)** and Procurement Officers.
- **Tender Board Members** and Accounting Officers.
- **Internal Auditors and Oversight Officers.**
- **Legal Officers** involved in contract drafting and vetting.
- **Project Managers** overseeing large-scale public works.

Expected Outputs

Participants will exit the program with a **"Strategic Procurement Toolkit"** containing:

- **A Redesigned Procurement Plan:** A template for their department that aligns procurement with specific KPIs.

- **A Procurement Risk Matrix:** A customized diagnostic tool to identify high-risk areas in their specific institution.
- **A Draft Ethics Code:** A personalized commitment to procurement integrity for their unit.
- **A Contract Monitoring Dashboard:** A visual tool to track supplier performance and milestone payments

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