**Subject: Project Procurement.**

Instructor: Zeeshan Ibrahim

**Important Note.**

Paper should be done in MS word.

**Attempt all questions. In your own words.**

# Q.No.1: Discuss the concept of Tactical Method in Supply Chain Management. (20)

Ans: the relationship of acquisition is massive to open trust in government and is a marker for open partnership, focusing on it place for the reinforcing in various affiliations.

Open getting is likewise a key bit of open association that interfaces the open money related framework with social and monetary results, and as such is a basic determinant of the possibility of structure affiliations and foundation, and the sufficiency of the Government. This cutoff cuts across on an extremely essential level all regions of building, changed the board, and arranging.

Irrefutable assessment appears:

 Government guaranteeing about addresses a liberal level of Gross Domestic Product (15-20% or more in most6 countries)7;

 Public creation sure about in one structure or different records for 70% of government use in making nations.

Getting structure controls the open division's hypotheses with private and as a rule advertises in inclinations that truly influence national ampleness and legitimacy. Open procurement is a standard vehicle for business and industry improvement moves close, and as a rule ordinary and individual exchange understandings have crucial diagrams organized giving up identical access to private government guaranteeing about business territories.

Issues standard in standard paper-based creation secure with structures mix lacking association data, wasteful strategy, high consistence costs for providers and divisions, shallow and common getting methods, and a colossal nonattendance of straightforwardness. Assertion with paper-based procurement shapes also moves back the take-up of productive data advancements in the economy considering, and is portrayed by:

 Uncoordinated purchasing across government with various divisions having various understandings and various costs for equivalent thing;

 High methodology costs related with testing the market;

 Out dated market information;

 Maverick spending (off discernment);

 Inefficient bits structures;

 Obsolete review data;

 Error-inclined understanding the board following.

61 In this standard condition, assorted open entryways for improved social and money related results are muddled considering the way that the huge association and sifting through data is difficult to reach.

62 Many of these issues can be somewhat or by and large tended to thought the persuading use as for data advances, or e-Procurement. This Report11 is worried over the unforeseen new turn of events and use of e-creation sure about in the Pakistan open space

E-acquisition is a key adjusted and a not all that horrendous business game plan is fundamental. Unequivocal instruments are not acceptable to guarantee achievement. Quickly, e-Procurement is evidently not a particular strategy yet an as far as possible technique.

A standard issue takes after front line requests. The issuance of cutting edge affirmations is a helpful shortcoming in the Public Key Infrastructure (PKI) structure. There is a business association between the moved validation supplier and the alliance supplier. Governments if all else fails need some solid measures around the game-plan of modernized confirmations, with a definitive target that they once in a while need to permit these players. This supporting is dependably at a private level. This gathers a satisfactory toward the sea provider to government may need to meander out to the nation to get a help. This can be required every year, and plainly addresses a possible square to conflict. So furthermore, this isn't better than average under MDB rules. Unavoidable systems are at present open.

In express cases, e-Procurement has not continued in a molded manner over a connection yet is pulled back between affiliations or work environments. A laced made framework is greatly unparalleled to the degree cost, breaking point and interoperability. For instance, break duplicates security expenses and needs, moreover envisions that providers should manage different targets. A unitary structure for all alliance substances is to be seriously enjoyed. Now and again it is announced that this debates with decentralization frameworks: this isn't right – e-Procurement is a specific and the board structure and doesn't construe consolidated getting as moreover examined underneath.

74 Where untouchable pro frameworks have the structure, there may should be reviews tried of the supplier. The degree for the relationship to get this, or to get free overview reports, must be a touch of the alliance understanding. For instance, from 1999-2002 a genuine e-offering structure worked by the relationship of Western Australia gave an electronic obligation relationship to the Leeds government in the UK – this was the head 'Cloud'- like e-obtaining association gave all around. The UK Leeds government journalist got to all examinations of the framework comprehended by the relationship of Western Australia.

It is vital to welcome that key issues inside these points of view must be tended to paying small notice to how e-procurement is made or gotten.

For the most part the entire path no matter how you look at it experience is that the standard fundamental piece for e-Procurement usage is government authority, duty and the foundation of required institutional frameworks including a dream and

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focuses for e-Procurement, and sponsorship and resourcing of the executing lead office to drive the huge changes.

I. In Pakistan there is head eagerness for e-Procurement improvement by affiliations, and Government collusion: a nonappearance of straightforwardness and contamination are seen as beast issues and hazard to use of any change plan. The National Procurement Strategy (2013-16) attempts to set out a guide for getting controllers in Pakistan to understand the benefit and straightforwardness targets and degrees of open creation sure about. In a little while, this arrangement presentation should be explained altogether more possibly at political level to clearly incorporate crucial for presenting e-Procurement as a basic driver for the creation secure with change improvement. The Federal Government if all else fails strengthens e-Procurement change as one of the fundamental drivers in its National picking up speculation. The Federal Ministry of Finance and PPRA hurried to help the presentation of e-Procurement at the Federal level. There is beginning at now a low-level insistence and utilization of parts of e-getting in obtainment rules and less significantly in guaranteeing about practices.

ii. Sindh PPRA and Government of Sindh have beginning late reinforced the draft National creation secure with structure spouted by the Federal PPRA, which mirror that there is high articulation of the necessity for e-acquiring change in Sindh.

iii. The Federal PPRA keeps up an e-entryway, and an excitement for online self-sufficiently organized making arrangements for the private division, and is building a battles database. The PPRA in addition is keeping up an online boycott. There are getting sections at the standard levels with all around that truly matters unclear handiness.

iv. Sindh IT Department has taken some little advancement practices towards presenting e-government in Sindh. Notwithstanding, one of its past activity on e-Procurement programming improvement was racked because of nonappearance of essentialness by means of autonomous work environments.

v. Punjab zone is dealing with a general association change plan including measures to improve acquirement straightforwardness utilizing major mechanical new unforeseen developments. Regardless, PPRA Punjab isn't well resourced and there is essential for staff and improvement support. Like Sindh and Federal PPRA, the Punjab PPRA has besides winning as for making its exemplification felt at managerial level and questions and systems being framed through the PPRA before finish of getting choices by express affiliations.

84 Based on the status of individual Provinces and for the skilled usage of focal points and keeping up a key not all that awful ways from duplication of costs, it is recommended that a typical Unitary e-Procurement Infrastructure be made. Separate redesigns of e-production sure about inside individual areas, or individual affiliations or divisions piece the chances. Isolated progression grows expenses and raises chances that frameworks would not be interoperable or would not have ordinary center information get that would draw in appropriate execution evaluations and money related mix. Variation from the norm other than blends security dangers.

Standard Unitary e-Procurement Infrastructure is now and again tried to address the centralization of ensuring about yet this isn't the condition. It keeps an eye out for a bound together data structure for acquirement rather than centralization of gaining itself. Singular parts and levels of government can remain totally cautious and subject for what they purchase, what contracts they handle, the entire they purchase and when they get it – procuring stays decentralized right now is using a standard structure or device, correspondingly as it uses other ordinary national foundations for business, for example, the national getting laws, and national money related frameworks.

The Common Unitary e-Procurement Infrastructure suggests the foundation of a solitary Primary Data Center and Disaster Recovery Center. An e-Procurement Software Solution ought to be gotten with permitting methodology so much, that the e-Procurement System database can be uninhibitedly gathered for express zones. It ought to in like way suit separate UIs, separate getting systems and practices subject to the individual government and conventional bosses, yet simultaneously having strategy of interoperability and data trade working conditions over the normal and bureaucratic regions. This course of action gives the work environment of free alliance.

Q.No.2: Through light on the problems in procurement specified to education sector in Pakistan? (15)

Ans: he relationship of procurement is enormous to open trust in government and is a marker for open alliance, concentrating on it place for the fortifying in different associations.

Open getting is similarly a key piece of open alliance that interfaces the open cash related system with social and financial outcomes, and as such is a fundamental determinant of the chance of structure affiliations and establishment, and the sufficiency of the Government. This cutoff cuts across in a general sense all districts of designing, changed the board, and engineering.

Unquestionable evaluation shows up:

 Government ensuring about addresses a liberal degree of Gross Domestic Product (15-20% or more in most6 countries)7;

 Public making sure about in one structure or various records for 70% of government use in making countries.

Getting framework controls the open division's speculations with private and generally speaking markets in affinities that really sway national viability and validity. Open acquisition is a common vehicle for business and industry improvement moves close, and by and large typical and individual trade understandings have fundamental courses of action arranged for surrendering equivalent access to private government ensuring about business segments.

Issues common in traditional paper-based making sure about structures consolidate lacking affiliation information, inefficient system, high consistence costs for suppliers and divisions, shallow and typical securing procedures, and an enormous nonattendance of straightforwardness. Confirmation with paper-based acquirement shapes in like manner moves back the take-up of advantageous information developments in the economy considering, and is depicted by:

 Uncoordinated buying across government with different divisions having different understandings and different expenses for commensurate thing;

 High procedure costs related with testing the market;

 Out dated market data;

 Maverick spending (off perception);

 Inefficient bits structures;

 Obsolete audit information;

 Error-slanted understanding the board following.

61 In this standard condition, diverse open gateways for improved social and cash related outcomes are ambiguous because the significant affiliation and sorting out information is hard to reach.

62 Many of these issues can be fairly or generally tended to thought the convincing use in regards to information advances, or e-Procurement. This Report11 is stressed over the unforeseen new development and utilization of e-production sure about in the Pakistan open area

E-acquisition is a fundamental balanced and a not too horrendous business setup is basic. Explicit instruments are not satisfactory to ensure accomplishment. Rapidly, e-Procurement is verifiably not a specific course of action yet a from beginning to end technique.

A standard issue resembles forefront confirmations. The issuance of bleeding edge accreditations is a functional deficiency in the Public Key Infrastructure (PKI) structure. There is a business connection between the moved insistence provider and the affiliation provider. Governments when in doubt need some strong measures around the plan of modernized certifications, with an authoritative objective that they every so often need to allow these players. This supporting is constantly at a private level. This assembles a conceivable toward the ocean supplier to government may need to wander out to the country to get an assistance. This can be required each year, and obviously addresses a potential square to contention. So likewise, this isn't noteworthy under MDB rules. Inescapable techniques are at present open.

In express cases, e-Procurement has not proceeded in a framed way over an affiliation yet is separated between associations or workplaces. An entwined made structure is massively unmatched to the degree cost, limit and interoperability. For example, break copies security costs and needs, furthermore predicts that suppliers ought to oversee various goals. A unitary structure for all affiliation substances is to be intensely taken pleasure in. From time to time it is broadcasted that this conflicts with decentralization techniques: this isn't right – e-Procurement is a particular and the load up structure and doesn't infer merged getting as furthermore discussed underneath.

74 Where untouchable ace systems have the structure, there may ought to be audits endeavored of the provider. The degree for the relationship to understand this, or to get free audit reports, must be a bit of the affiliation understanding. For example, from 1999-2002 a concentrated e-offering system worked by the relationship of Western Australia gave an electronic responsibility relationship to the Leeds government in the UK – this was the head 'Cloud'- like e-acquisition affiliation gave all around. The UK Leeds government correspondent got to all investigations of the structure understood by the relationship of Western Australia.

It is central to invite that key issues inside these perspectives must be tended to paying little warning to how e-acquisition is made or gotten.

Generally the whole way across the board experience is that the guideline basic piece for e-Procurement use is government authority, duty and the establishment of required institutional techniques including a fantasy and

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goals for e-Procurement, and backing and resourcing of the executing lead office to drive the significant changes.

I. In Pakistan there is essential enthusiasm for e-Procurement improvement by affiliations, and Government alliance: a nonappearance of straightforwardness and sullying are viewed as titanic issues and peril to utilization of any change plan. The National Procurement Strategy (2013-16) attempts to set out a guide for getting controllers in Pakistan to comprehend the productivity and straightforwardness targets and extents of open creation sure about. Before long, this plan declaration ought to be articulated extensively more conceivably at political level to obviously highlight fundamental for introducing e-Procurement as an essential driver for the making sure about change improvement. The Federal Government generally speaking reinforces e-Procurement change as one of the essential drivers in its National obtaining thinking. The Federal Ministry of Finance and PPRA rushed to help the introduction of e-Procurement at the Federal level. There is starting at now a low-level accreditation and use of parts of e-getting in procurement rules and to a lesser extent in ensuring about practices.

ii. Sindh PPRA and Government of Sindh have starting late upheld the draft National making sure about structure gushed by the Federal PPRA, which reflect that there is high attestation of the requirement for e-gaining change in Sindh.

iii. The Federal PPRA keeps up an e-gateway, and an enthusiasm for online autonomously coordinated getting ready for the private division, and is building a fights database. The PPRA similarly is keeping up an online blacklist. There are procuring sections at the standard levels with in every practical sense unclear handiness.

iv. Sindh IT Department has taken some little development rehearses towards introducing e-government in Sindh. Regardless, one of its past action on e-Procurement programming improvement was racked due to nonappearance of vitality via self-governing workplaces.

v. Punjab zone is managing a general affiliation change plan including measures to improve securing straightforwardness using major mechanical new turns of events. Notwithstanding, PPRA Punjab isn't well resourced and there is basic for staff and improvement support. Like Sindh and Federal PPRA, the Punjab PPRA has moreover winning with respect to making its exemplification felt at administrative level and questions and frameworks being created through the PPRA before finish of obtaining decisions by unequivocal affiliations.

84 Based on the status of individual Provinces and for the gifted utilization of favorable circumstances and keeping up a key not too bad ways from duplication of costs, it is suggested that a run of the mill Unitary e-Procurement Infrastructure be made. Separate overhauls of e-making sure about inside individual regions, or individual associations or divisions piece the odds. Separated advancement widens costs and raises risks that structures would not be interoperable or would not have ordinary focus data get that would engage proper execution evaluations and cash related blend. Inconsistency in addition mixes security perils.

Standard Unitary e-Procurement Infrastructure is from time to time endeavored to address the centralization of making sure about yet this isn't the condition. It keeps an eye on a bound together information system for procurement instead of centralization of acquiring itself. Solitary parts and levels of government can remain totally mindful and subject for what they buy, what contracts they handle, the sum they buy and when they get it – acquiring remains decentralized currently is utilizing a normal structure or gadget, correspondingly as it utilizes other customary national establishments for business, for instance, the national obtaining laws, and national financial systems.

The Common Unitary e-Procurement Infrastructure recommends the establishment of a single Primary Data Center and Disaster Recovery Center. An e-Procurement Software Solution should be gotten with allowing methodologies so much, that the e-Procurement System database can be uninhibitedly amassed for explicit zones. It should in like manner suit separate UIs, separate getting frameworks and practices subject to the individual government and regular authorities, yet at the same time having strategy of interoperability and information exchange working conditions over the ordinary and bureaucratic zones. This arrangement gives the workplace of free connection and improvement of the association.

Q.No.3: Discuss strategic methods of Supply Chain Management with local examples from Pakistani market. (15)

Ans: Ans: So as to execute e-Procurement change at Federal and Provincial levels, it is suggested that the lead work be offered out to basic PPRAs. In case a National perspective is gotten, the Federal PPRA can lead the coordination. It would be charming for this program and institutional philosophy to be embraced with an open revelation from the Federal Government14 with the objectives of:

I. Ensuring straightforwardness for all frill;

ii. Reducing affiliation and improving capacity of the lawmaking body;

iii. Making massive efficiencies and experience assets for affiliations;

iv. Fortifying trust in government skilled facilitated endeavors and improving the theory condition in the country;

v. Referencing a lawmaking body wide structure for e-Procurement including a cemented system;

vi. Executing e-Procurement working and structures methodologies.

90 The PPRA should be in danger of undertaking the affiliation and use of the modified. It would be surprisingly vexatious for e-getting to be executed by explicit line affiliations, or by an IT division – e-securing is normally about ensuring about rather than 'e' or an unadulterated IT intervention. It is proposed that a lead association is agreed in get-together among the lawmaking body and customary PPRAs. The lead relationship for the e-Procurement structure must have the choice to lead making sure about change, getting procedure and direct the improvement of Business Process Re-masterminding (BPR) and new systems for ensuring about that are secured by e-Procurement.

91 It is furthermore captivating and recommended that the affiliation signal its confirmation to e-Procurement objectives open colleague, and to set a period reach out for a total e-Procurement structure to be operational. Key execution results from this strategy should in like manner be hailed, for instance, as per centered undertaking assets and straightforwardness.

Masterminding and the fundamental get-together of ensuring about are facilitated by dependable association, standard responsibility records, and standard techniques apply considering. These features will make the BPR for e-Procurement a tolerably fit structure. There is less sureness that the acquisition structures are particularly controlled in the buying parts, and there is close to zero spend evaluation understood a whole of government premise. Getting managerial consistence including obtaining organizing is seen as delicate, nearly the entire way considering the course that there is irrefutably not a strong commitment as for structures.

The improvement of framework gives significant direction to the getting condition and its change. Technique should consolidate issues, for instance, regard for money, open clash, chance relationship, close to business, fiscal unexpected unforeseen development, open procuring execution, and legitimacy and ethics. It should similarly be applied to the advancement of e-securing systems and their interfaces to other corporate structures. A way of thinking driven approach to manage supervise getting gives broad direction concerning what results government securing should achieve without over displaying how it is done.

Existing establishment in Pakistan is adequate and consistent of e-getting, paying little mind to unequivocal issues that should be changed, as noted in following zones. Lawmaking gathering of Pakistan got its IT Policy in the year 2000 coming about to considering UNCITRAL model laws, looking at changed solicitation of both Civil and Common law countries, evaluating unmistakable execution plans of electronic confirmation, managerial models and best practice controls and with respect to the basic three frameworks being looked for after the world, that followed the "Extensive Consensus Principals on Electronic Authentication" created by Internet Law and Policy Forum and "two-level" approach.

104 At present, disregarding express dismissals, all filings/trades (e.g., government structures, packages, checks, banking rules, custom reports, work applications, court records, charge separates, astute transcripts, grumblings, etc.) are affirmed by marks on paper, which would then have the choice to be used as affirmation advancing. Electronic trade, in replacement of or in relative inside this system smooth, required the sponsorship of law so the electronic records and modernized inscriptions are acceptable in the eye of law. Electronic Transaction Ordinance 2002 (ETO) was conveyed on September 11, 2002.

105 Laws on data confirmation, cybercrime and electronic hold moves are being exchanged words veritable conversations. Report diagrams have been driven consolidating the going with:

a. Electronic Data Protection Act 2005

b. Electronic Transactions Ordinance, 2002

c. E-making sure about – The Pakistani Legislative Environment; Zahid Jamil, Zahra Rose Dean 2013 with Annexure C

d. Components impacting e-government confirmation in Pakistan, Transforming Government: People, Process and Policy; Mariam Rehman, Atheroprone Esichaikul, Muhammad Kamal, (2012) , Vol. 6 Iss: 3, pp.258 - 282

Section Systems and Electronic Funds Transfer Act, 2007

f. Open Procurement Regulatory Authority Ordinance, 2002

g. Open Procurement Rules, 2004

h. Open Procurement Regulations, 2008

I. Open Procurement Regulations for Procurement of Consultancy Services Regulations, 2010

j. Open Procurement Regulatory Authority Guidelines (5-10-2002 to 21st April, 2011)

k. Punjab Procurement Regulatory Authority Act, 2009

l. Punjab Procurement Rules, 2009

m. Sindh Public Procurement Act, 2009

n. Sindh Public Procurement Rules, 2010 (SPPR)

o. Sindh Procurement Regulations (WORKS) 2011

p. Sindh Public Procurement Rules Amendments 2013

At a thought level, e-getting requires only that electronic records and electronic inscriptions have proportionate certified status. It is astounding, as found in the uplifted WB review of the endorsement, that nothing in existing law discourages colossal e-acquisition use, and in truth the law generally supports this new development. The experts concur with this end. That review in like manner watches certain remedies, on an especially principal level by system for clarifications, regardless a shocking course of action ought to be conceivable inside the flow condition and purpose of reality the veritable situation is totally better than in some various countries that have achieved significant accomplishments.

107 The Electronic Transactions Ordinance (2002) keeps up a key good ways from the goof of different various wards of organizing or deciphering a PKI Digital Signature framework. Or on the other hand maybe the Ordinance keeps up an unfilled position and affirmation of characteristics of any kind startling just upon the utilization to which these are being put. With the choice to understand a predominant fit-for-reason statement innovative procedure, e-procurement is likely going to have the choice to be recognized significantly more rapidly, be progressively secure, get credibility, and be attempted at a lower cost than if the PKI approach were to be gotten. New things can in like manner help firms with pulling in new customers if they have an early closeness in the business arrange (Swafford et al., 2008) Recognition of the centrality of effectively improvement is loosening up as deftly chains are getting intelligently imprudent and geologically dissipated (Ganesan et al., 2009). Vivacious and strong vehicle of things downstream connects if all else fails deftly chain responsiveness (Lee and Whang, 1997). A dexterously chain technique that underlines responsiveness henceforth strengthens the advancement of lively and strong deftly sources (Chopra and Sodhi, 2004). So in like way, suppliers of responsiveness-focused firms get an aide from having the decision to respond in a perfect manner to both booked and fundamental buyer needs (Ha et al., 2011). Reasonable and adaptable thing transport structures improve a supplier's ability to reliably pass on things and relationship on time (Milgate, 2001). This has positive repercussions for a buyer's advancement persistent quality, likewise concerning its stock costs, client duty, and valid position (Beamon, 1999). For example, the limitation of suppliers to sit back, both for normal and genuine mentioning, reduces stock-outs and over-issues as for the buyer, and as such separating costs (Ting and Cho, 2008). Furthermore, it dissuades the requirement for the buyer to purchase in mass to reduce stock costs and compensate for effectively vulnerabilities (Li et al., 2006). Top level vehicle workplaces and the specialists systems can in like manner help firms with diminishing stock levels, time to display, and everything thought about costs (Chen and Paulraj, 2004). Updates in productivity, scrap and modify costs, and stock levels, improve an affiliation's money related introduction, as such improving paces of favorable position, game-plans, and assets (Kaynak, 2003). Also, the creation and transport of choice things gathers an affiliation's ability to respond to changing customer demand, pull in new customers, hold existing customers, and diminishing customer excusals (Lin et al., 2005).

The appraisal isn't without its obstructions. It utilized respectably little models drawn from two countries which share unmistakable money related, social, and social characteristics. Regardless, the specific theory that can't go without being that the countries are homogeneous enough that model data could be solidified. Progressively noticeable models from each country would have given ceaselessly evident trust in making such assumptions, and enabled close to evaluation that apparent differentiations in effectively chain practices in the countries. The model measures in like manner instigated.