



## UNIX Trainers & Consultants

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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