

GEROUDIS

PROCUREMENT AND COMPETITION INSIGHTS

A half-day seminar on Procurement, Bid Rigging, teaming up with Competition and going on the offensive.

26 October 2017

Labourdonnais Waterfront Hotel

Organised by Geroudis Management Services Ltd.

PROCUREMENT AND COMPETITION INSIGHTS

The first Procurement and Competition related seminar in Mauritius. Most corporations bidding for Government or Parastatal tenders would consider public procurement and competition as different disciplines. Think again!

The training will provide attendees with insights on:

- How the public tender process works and how changes can be proposed.
- What is bid rigging and how to stay clear of infringements.
- How to make a complaint against a tendering authority under Competition Law.
- Best practices in teaming up with a competitor and avoiding the risk of collusive behaviour.
- Engaging with different authorities, other than the IRP, to contest a bid.

Who should attend?

- Persons preparing bids in companies;
- Compliance and in-house advisory teams;
- SME owners fighting for a chance to compete against larger competitors;
- Local authorities and public officers preparing and analysing tenders;
- Procurement Department members.

The training organiser

Geroudis Management Services is an accredited training centre. All our seminars are MQA approved.

We are committed to providing high level training sessions on various topics. We focus on your business goals and keep our content updated for the modern corporate environment.

Our seminars provide practical, hands-on awareness of issues focussing on your business needs. We provide best in field expertise exposure to our audience and keep in touch for updates and support should you require further assistance. Our Training, Audit & Compliance (TAC) Centre also provides professional services support for setting up processes and systems in house and can provide external support to reduce business risks as an extension of your in-house legal department.

PROCUREMENT AND COMPETITION INSIGHTS

The trainers

All Geroudis trainers are MQA registered. Geroudis works with the best people in the legal field whether as In-House or Of counsel and partners with proven non-law project and business managers to provide a unique mix of talents to find tailor made solutions for your personal and business problems.

Sanjeev Ghurburrun

Founder and Head of Legal

Sanjeev Ghurburrun has an LLB from the University of Birmingham, and was called to the Bar in Mauritius since 1995. Sanjeev has assisted clients to make representations to the Competition Commission and worked on the creation of the rules of the Competition Commission as part of a World Bank Exercise. He has successfully handled complex merger clearances, cartel defences and abuse of monopoly claims.

Ashwina Pittea

Barrister

Ashwina Pittea called to the Mauritian bar in January 2013, after being ranked first at the vocational examination for barristers held by the Council of Legal Education. She is also an Associate of the Association of Arbitrators (Southern Africa). Since 2013, Ashwina has acted in cases which involve different areas of law and has considerable experience of the spectrum of disputes relating to commercial and corporate law.

PROCUREMENT AND COMPETITION INSIGHTS

HOW THE SYSTEM WORKS IN MAURITIUS

- Creating the tender
- The Public Procurement Office and the Appeal System

DEMYSTIFYING BID RIGGING AND MAKING A COMPLAINT AGAINST THE COMPETITION

- Definition of Bid Rigging
- How Bid Rigging is established
- Minimising risks
- Vertical Coordination and Intragroup Coordination
- Investigation examples
- Main issue in Bid Rigging investigations
- Engaging with the Competition Commission

TEAMING WITH COMPETITORS AND ENGAGING WITH AUTHORITIES

- Making joint bids with competition.
- Information exchange, protection and teaming agreements.
- Engaging the tenderer for abuse of its own monopoly
- Tender criteria review

Mauritius is one of those countries which favours larger corporations and prejudices SMEs generally in its bidding process asking for years of expertise and proven track records as a way to reduce the risk of having non-performing companies winning bids. The downside is that it becomes all the more important to partner with other local or international companies to compete with the larger domestic players.

Such partnerships create risks of collusive behaviour, sensitive price information exchanges and other behaviours which are prohibited under competition legislation. Knowing how to harness these principles would assist companies to both defend themselves with best practices, and use them as a weapon to contest winning bids in a completely different way, apart from using the Independent Review Panel.

Additionally, competition principles also impose certain obligations on those public authorities or parastatal bodies which also participate in markets with economic activity, and as such may be amenable to restrictions as monopolies, specially in the way they provide for the terms of tenders and their agreement with the winning bidder. Understanding those parameters is a must for tenderers and those considering to contest bids or propose changes for the future.

>>> For the complete seminar time table, please visit our website : www.geroudis.com

The venue

The seminar will be held at the Labourdonnais Waterfront Hotel in Caudan Waterfront. Free parking facilities are available at Marina Quay. Get your parking ticket stamped at the hotel reception.

For more information

Contact Bryan Doorgaya

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How to register?

Please register by filling in the respective registration form on our website:
www.geroudis.com

Fees

Fee per participant : Rs 5,500 (Vat Included)

Special fees apply for companies sending more than 5 delegates. Please contact us for more information.

This seminar is MQA approved and is refundable by the HRDC. In order to benefit from the HRDC refund, you will need to complete the G1 form and send it along with the MQA approval letter and time table of the seminar, 3 days prior to the seminar. After completion of the session, forward the Certificate of attendance of the participant along with the G3 form to the HRDC.

The fee includes the course material and refreshments. Payments can be made by cheque or bank transfer. In both cases, an invoice will be sent to you shortly after your registration. Payment should be made prior to the seminar. In the absence of payment by the due date, Geroudis reserves the right to reallocate places.

TERMS & CONDITIONS:

PAYMENT OF TERMS

Full amount should be paid upon registration and shall be conditional to registration.

Please make Cheques payable to Geroudis Management Services Ltd crossed "Account Payee Only". The Cheque may be sent by post or deposited in person. Please write your name, Company name and the Address on verso of cheque. Enclose a copy of the acknowledgment receipt received on registration with the cheque.

The cheque should reach Geroudis Management Services Ltd River Court, St Denis Street, Port Louis by 25th October latest. Please ensure that your cheque is properly drawn with the correct date and the payee name, verify that the amount in words and figures correspond, make sure that the cheque is duly signed by the authorized signatories and any overwriting should bear the full signature of authorized signatory/signatories. In case cheque is returned due to non-compliance to the above, penalty and interest will apply as per regulations in force.

REFUND POLICY

In case of cancellation before 25th of October, 75% of amount paid shall be reimbursed within 60 days. No cancellation of registration shall be accepted after the 25th of October. Cancellation shall be made in writing by advice of delivery to Geroudis Management Services Ltd. Substitution of participants, if any, should be notified before the 25th of October. Geroudis Management Services Ltd. will not be held responsible for any natural catastrophe, bad weather, torrential rain or any case of force majeure, which may result in cancellation of the workshop prior to or on the schedule date. In such case no refund will be effected and the event will be rescheduled to another date. In case of force majeure, once the event has started or on the day of the event, no refund will be paid. In the event of speaker's failure to perform the engagement due to illness, unforeseen emergency, or overriding obligation or professional responsibility, 100% of the fees paid will be refunded.

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