

ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

SUPPLY CHAIN MATTERS







Contact Us

+260974486945/+260971687321/ +260974318440/+260977414203



Ben Bella Road, Lusaka House, 2nd Floor Suite 4



Our E-mail globaltrainingalliance@gmail.com

ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

APCBL

INTRODUCTION

Alliance Procurement and Capacity

Building Limited (APCBL) is a Zambian-owned private company established and registered under the Patents and Companies Registration Agency (PACRA) on 16th November, 2022. Our main objective is to enhance practitioners' and stakeholders' procurement and supply chain management technical skills, competencies, knowledge and capabilities to supplement the Government's effort in improving service delivery in the public and private sectors through training workshops and capacity building. Our vision - To be a leading training, research and consultancy company for public and private sector supply chain systems and processes in the Southern Africa Region and beyond. This can only be achieved with the full commitment, involvement, and proficient support of the Government of the Republic of Zambia (GRZ) and cooperating

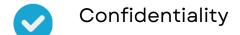
partners.

Our mission - To be a knowledge bank on Capacity development, Capacity building, In-house training and consultancy services. As a knowledge bank institution, we aim to engage the most qualified experts who would enhance competencies in areas such as procurement and supply chain management, financial management, consultancy and training services, in-house training, research and development, compliance assessment and procurement and supply chain audits & procurement forensic audits. Alliance Procurement and Capacity Building Ltd shall always actively participate in formulating the best procurement & supply chain, financial management regulations and procedures in the value chain, emphasising cost reduction, quality, and timely delivery of goods, works, and services.

CORE VALUES

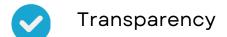
















ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

OUR STRATEGIC OBJECTIVES

i. Enhance capacity
development in
procurement, supply chain,
financial management,
research and development,
project management, and
supply chain processes and
implementation in Southern
Africa and beyond. Enhance
planning, contract, and
supply chain risks.

ii. i.To provide consultancy and training services to the public and private sectors.

iii. To conduct procurement forensic audits, monitoring, and evaluations in private and public organisations iv. To undertake a global supply chain assessment V. To conduct in-house consultancy and training services for the private and public sector institutions in procurement, supply chain, and financial management.

OUR COMPETENCE

We are the number one fullservice procurement and supply chain solutions organisation. Our services include procurement and supply chain management, consultancy, training, and research in key areas, not limited to the following;



- Procurement and supply chain management capacity building and development
- In-house procurement and supply chain management capacity building and Development
- Compliance Assessment and Procurement Audits
- Recruitment of procurement and supply chain professionals
- To provide support on procurement and supply process planning and implementation
- To provide training in drafting procurement and supply chain contracts
- To be the lead consultants in the tender evaluation process, including selecting evaluators

- Defining and clarifying complex procurement and supply chain questions.
- To build organisations' capacity for best practice Solutions. Providing the best advice on parameters of permitted post-tender contract negotiations and award.
- To act as a standby thinktank on procurement and supply chain matters for private and public sector African organisations
- To facilitate awards for best practice in procurement and supply chain management, both in the private and public sectors.
- To be a leading research institution in procurement and supply chain management

- Defining and clarifying complex procurement and supply chain questions.
- To provide technical advice on grievance resolutions in procurement and supply chain on the award and termination of contracts.



ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

SUPPLY CHAIN MATTERS

LEADERSHIP



(APCBL TEAM POSING FOR A PHOTO AFTER A TRAINING SESSION)

Supply Chain Matters

TRAININGS CONDUCTED IN THE REPUBLIC OF ZAMBIA

As a corporate entity, we aim to supplement the efforts of the Zambian government and other partners in enhancing technical competencies in procurement and supply chain management. Several Training workshops have been conducted in various parts of the country since 2023, with more than 12,000 delegates trained. We have continuously trained the underlisted public and private sector institutions

GOVERNMENT INSTITUTIONS

i.Ministry of Health ii.Ministry of Education iii.Ministry of Finance and **National Planning** iv. Ministry of Community development and Social Welfare v.Ministry of Local Government and Rural Development vi.Ministry of Agriculture vii.Ministry of Defence viii.Ministry of Science and Technology ix.Ministry of Home Affairs and Social Security x.Ministry of Energy and Water Development xi.Ministry of Water and Sanitation

xi.Ministry of Water and
Sanitation
xii.Public Service
Management Division
xiii.Zambia Army
xiv.Ministry of Fisheries and
Livestock -Chilanga



ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

PARASTATALS

i.Natural Resource Development College ii.Zambia Airways iii.Zambia Army iv.Anti-Corruption Commission v.Zambia Air Services Training Institute vi.Zambia Airports Corporation Limited vii. National Assembly of Zambia viii.ZESCO Limited ix. National Pensions x. National Prosecution Authority xi.Roads Development Agency xii.Zambia Correctional Services xiii.Department of immigration

xiv.ZAMPOST
xv.Zambia national
Broadcasting Corporation
xvi.TAZAMA Pipeline
xvii.Zambia National Building
Society
xviii.INDENI Petroleum
Refinery Company
xix.Mulungushi Textile
xx.Food Reserve Agency
xxi.Office of the Vice
President

xxii.Disaster Management
and Mitigation Unit
xxiii.Zambia Airforce
xxiv.Zambia National Service
xxv.TEVETA
xxvi.ZCCM Holdings
xxvii. Civil Aviation
xxviii. National Institute of
Public Administration

xxix.Zambia National Commercial Bank xxx.NATSAVE Bank xxxi.National Commercial Industrial Bank xxxii. Tobacco Association of Zambia xxxiii. Zambia Medicines Regulatory Authority xxxiv. Workers' Compensation Funds Control Board xxxv. Higher Education Scholarship Board xxxvi. Radiation Protection Authority xxxvii. Shorthorn Printers xxxviii.Hostels Board xxxix. Institute of Advanced Technologies xl.Engineering Institution of Zambia

OUR STRATEGIC TRAINING PARTNERS

Alliance Procurement has partnered with strategic training partners and individual consultants to strengthen our collaboration and enhance technical competencies. These include;

1.STRATEGIC TRAINING PARTNERS

i.In-Service Training Trust
ii.Zambia Institute of
Directors
iii.Zambia Institute of
Quantity Surveyors



2.ALLIANCE INDIVIDUAL CONSULTANTS

i.Mr. Kelvin M. Nsemu ii.Dr. Joseph Selisho iii. Mr. Joseph Kalaluka iv. Mr. Laston Bumba

3.PUBLIC INSTITUTION PRESENTERS

i.Zambia Public Procurement
Authority
ii.Anti-Corruption
Commission of Zambia
iii.Financial Intelligence
Centre
iv.Ministry of Finance and
National Planning
v.Zambia Institute of
Quantity Surveyors
vi.Zambia Revenue Authority
vii.Auditor General's Office
viii.

Public Accounts Committee



ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

WHAT WE DO

Great procurement advice is all about getting the right results for your organisation. We are all about providing practical legal support that makes regulated procurement happen, whether you are a public authority, a utility or a supplier to these sectors.

Just like any sourcing process, managing risks is so important that it must be contentious or strategic; our procurement legal team work closely with your team, assessing every potential risk before it becomes an issue by detecting, preventing

and deterring the occurrence of any risk. Working closely with you is the key. That way, we can understand the pressure you encounter from the stakeholders, funding deadlines, and inherent risks. For us, it's not simply about the letter or the law; it's about providing practical solutions to achieve sustainable results. Contracting authorities /utilities We are a truly full-service legal solutions provider, including the following types of procurement

advice

We are a truly full-service legal solutions provider, including the following types of procurement advice



ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

- Procurement strategy
- Shared service and inhouse service provision
- Urban regeneration and developments
- Exceptions to the requirement to procure
- Applying procurement rules to joint ventures
- Procurement process planning
- Drafting procurement documents
- Provision of capacity in the exclusion selection and award criteria
- Conducting dialogue meetings
- Evaluation process, including the selection of evaluators

- Defining and clarifying complex supply chain questions
- Build organisations'
 capacity to have the
 best parameters of de selection that could
 stand any legal
 objection.
- Providing the best advice on permitted post-tender contract negotiation and award parameters.
- Acts as a standby think-tank on Standstill and debrief issues
 - We provide strategies
 to manage and deflect
 threatened challenges
 both during the
 process and after
 award notifications.

- We provide consultancy and resolutions on litigated challenges, including applications to lift automatic suspensions in relation to procurement issues for the Public and Private sectors.
- Conducted procurement compliance audits in the public and private sectors.
- Conduct procurement training and capacity competence development
- Be the lead of market research and provide market position to the private and public sectors

BIDDERS

We are available to provide technical advice on grievances about the award of contracts. We have experience in the following;

- Tender preparations
- Mediation during the sourcing dialogue meeting between the two parties
- Advising developers on their ability and sustainable joint venture structure for the provision of development and regeneration
- Advising on strategy for challenging a supply chain process, including obtaining information and closure at an early stage



ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD