



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

- ✓ Dependability
- ✓ Integrity
- ✓ Confidentiality
- ✓ Accountability
- ✓ Professionalism
- ✓ Transparency
- ✓ Fairness



**ALLIANCE PROCUREMENT &
CAPACITY BUILDING LTD**

SUPPLY CHAIN MATTERS

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 full-service 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;



**ALLIANCE PROCUREMENT &
CAPACITY BUILDING LTD**

SUPPLY CHAIN MATTERS

- 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 think-tank 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**

SUPPLY CHAIN MATTERS

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

2. ALLIANCE INDIVIDUAL CONSULTANTS

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

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

1. STRATEGIC TRAINING PARTNERS

3. PUBLIC INSTITUTION PRESENTERS

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

- 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

SUPPLY CHAIN MATTERS



ALLIANCE PROCUREMENT & CAPACITY BUILDING LTD

SUPPLY CHAIN MATTERS

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**

SUPPLY CHAIN MATTERS

- 
- Procurement strategy
 - Shared service and in-house 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**

SUPPLY CHAIN MATTERS