**Procurement Management**

**Jun 2025 Examination**

**Q1. BuildLink Solutions is a medium-sized construction procurement firm specializing in sourcing raw materials, equipment, and services for infrastructure and real estate projects. The company recognizes the potential benefits of adopting e-procurement strategies to enhance efficiency, reduce costs, and streamline supplier collaboration. However, it faces challenges in understanding the evolution of e-procurement, establishing effective pricing models, integrating digital catalogs, and leveraging online bidding platforms. Describe the evolution of e-procurement, including its various stages and technological advancements. Also, explain how understanding this evolution can help BuildLink Solutions develop a robust e-procurement strategy to optimize operations, enhance transparency, and improve supplier relationships. (10 Marks)**

**Ans 1.**

**Introduction**

E-procurement, or electronic procurement, refers to the use of digital technologies to automate and streamline procurement processes within organizations. For companies like BuildLink Solutions, operating in the construction and infrastructure domain, procurement efficiency is vital for timely project completion and cost control. With growing complexity in sourcing raw materials, equipment, and services, manual procurement systems often result in inefficiencies and lack of transparency. The evolution of e-procurement has introduced systematic, technology-driven solutions that help address these challenges. However, understanding its development stages and implementation methods is crucial to harnessing its full potential. By adopting a comprehensive e-procurement strategy, BuildLink Solutions can improve vendor relationships, pricing models, and overall procurement performance while reducing risks and

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**Q2. GreenPower Inc. is a renewable energy company specializing in large-scale solar power projects, frequently partnering with government agencies to develop sustainable energy infrastructure. The company faces challenges in devising effective pricing strategies, managing government influences on pricing, and mitigating risks related to contract cancellations due to unforeseen circumstances. Recommend strategies for GreenPower Inc. to manage and negotiate government impacts on pricing while fostering a fair and collaborative relationship. Additionally propose a comprehensive contingency plan along with specific contractual clauses that GreenPower Inc. should include in its agreements to minimize risks associated with contract cancellations and unexpected project disruptions. (10 Marks)**

**Ans 2.**

**Introduction**

GreenPower Inc., operating in the renewable energy sector, plays a crucial role in shaping sustainable infrastructure through solar power projects. Given its partnerships with government agencies, the company is deeply affected by the regulatory and pricing policies of public-sector stakeholders. However, such collaborations also expose the company to pricing uncertainties, political risks, and the possibility of project disruptions due to unforeseen circumstances such as budget reallocations, policy shifts, or administrative delays. To navigate these complexities, it is essential for GreenPower Inc. to build resilient pricing strategies, foster government relationships based on transparency, and adopt robust risk mitigation frameworks. A well-

**Q3 (A). FashionForward Inc. is a multinational fashion brand that sources fabrics, accessories, and production services from diverse international markets for its manufacturing operations. The company is committed to maintaining high ethical standards and complying with global legal regulations in its procurement processes. However, the purchasing department faces complex challenges regarding the legal authority and responsibilities of purchasing managers, along with navigating international buying ethics and contract law. Explain the legal authority and responsibilities of a purchasing manager and discuss the importance of ethical considerations in global sourcing decisions for FashionForward Inc. (5 Marks)**

**Ans 3a.**

**Introduction**

In today’s globalized supply chain, companies like FashionForward Inc. operate across diverse legal and cultural landscapes. This complexity places significant responsibility on purchasing managers who act as both legal agents and ethical gatekeepers. Their decisions directly impact cost, compliance, and the brand’s reputation. As global procurement faces issues like unfair labor practices and contract violations, understanding the legal framework and ethical implications becomes essential for

**Q3 (B). Describe different methods of global sourcing that FashionForward Inc. can adopt to procure materials and services from international suppliers, and outline the factors they should consider when evaluating potential global suppliers. (5 Marks)**

**Ans 3b.**

**Introduction**

Global sourcing offers companies like FashionForward Inc. a competitive edge by providing access to cost-effective, diverse, and high-quality materials and services. However, it also presents challenges such as supplier reliability, compliance risks, and logistical complexity. Selecting the right sourcing method and evaluating global suppliers carefully is essential to optimize costs