मनुष्यवती भूमिरर्थः

ARUN JAITLEY NATIONAL INSTITUTE OF FINANCIAL MANAGEMENT

3 – Day Management Development Progamme (MDP) Theme: "Strategic Integration of MSMEs with Government Ecosystem & Public Procurement"

About AJNIFM

Arun Jaitley National Institute of Financial Management (AJNIFM) was established in 1993 as an autonomous institute under the Ministry of Finance, Government of India. The Arun Jaitley National Institute of Financial Management (AJNIFM), originally established to impart foundational training to probationers of the organised accounting services, has progressively evolved into a multi-dimensional institution catering to a wide spectrum of capacity-building needs. Over time, the Institute has diversified its functional domains, expanding beyond its core mandate to address emerging requirements of government departments, public sector entities and allied institutions. This transition reflects AJNIFM's adaptive institutional vision and its commitment to strengthening public financial management through continuous learning and innovation.

Among its various verticals, the Management Development Programmes (MDPs) have emerged as a particularly robust and dynamic pillar of the Institute's activities. The MDP portfolio is characterised by a rich diversity of offerings, Public Procurement, Public Finance, Corporate Finance, governance, public policy, leadership and emerging domains like Fintech, AI, Blockchain with their applications in Public Finance and Expenditure. We cater to an extensive clientele including central and state government organisations, autonomous bodies and international participants. This vertical not only contributes significantly to the Institute's outreach and revenue streams but also reinforces its role as a premier centre for executive education and capacity building in the public sector ecosystem

Accredited by the Capacity Building Commission (CBC) under the Mission Karmayogi initiative on December 15, 2023, the institute was awarded the prestigious अति उत्कृष्ट 4-star rating by the National Standards for Civil Services Training Institutions (NSCSTI) and the National Accreditation Board of Educational Training (NABET). This accolade underscores AJNIFM's excellence in as a key centre in public financial management and governance. AJNIFM has a sprawling, lush, green campus of forty two acres situated in Faridabad, N.C.R. It has state-of-art training halls, computer labs, hostels, indoor and outdoor sports complex and library having unique architectural design.

Leadership

The Institute is headed by Shri Praveen Kumar, the Director of AJNIFM. Shri Kumar, an officer of the 1987 batch of the Indian Defence Accounts Service, retired as the Special Controller General of Defence Accounts at the Apex level. He has The Institute has lush green campus spread over 42 acres of land in Faridabad on the outskirts of the National Capital. An exceptional track record, having contributed to various initiatives and projects across different Ministries and Departments of the Government of India. The campus has an indoor sports complex with gymnasium, billiard, squash, badminton, Yoga and outdoor sports' facilities providing conducive environment for learning.

Hostel

There are two hostel buildings i.e. Ganga Bhawan & Yamuna Bhawan with accommodation capacity of about 268 participants on single and double occupancy basis. The hostel accommodation is primarily meant for participants of residential training programmes /courses conducted by the Institute from time to time, visiting guest faculty and for the chairman & members of the Governing Body who visit the Institute for attending meetings or in connection with any other work.

The following facilities are available in hostels:

- Bed linen is changed on alternate days.
- Daily newspapers/magazines are available for reading in the reading room/reception of both the hostels
- Washing Machines have been installed in the Hostel for use of participants
- Reverse Osmosis Water Filters are available in both the Hostels.
- There are two separate messes in Ganga & Yamuna Bhawan.

About the Program

Program Background

Micro, Small and Medium Enterprises (MSMEs) constitute a critical pillar of India’s economic architecture, contributing significantly to employment generation, industrial output and exports. Notwithstanding the various policy initiatives and support mechanisms instituted by the Government of India, challenges continue to persist in terms of awareness, regulatory compliance and access to procurement systems and institutional finance, thereby constraining the sector’s optimal participation in the formal economy.

In this context, the present Management Development Programme (MDP) has been conceptualised as a targeted capacity-building intervention aimed at addressing these gaps and enhancing the effective participation of MSMEs. The programme shall be delivered through a blended mode, combining online and offline components, and will integrate conceptual inputs with practical insights through case studies and interactive sessions. It will be conducted by experienced faculty and domain experts. AJNIFM, with its established institutional capabilities, domain expertise and robust training infrastructure, is fully equipped and suitably positioned to design and deliver the programme efficiently while ensuring high standards of quality and impact.

Programme Objectives

The programme aims to:

- Enable government officers and participants from the corporate side (MSMEs/Start-ups) to understand and leverage Government of India schemes, moving beyond awareness to application.
- Build capabilities to participate effectively in public procurement systems, particularly GeM and tender-based procurement
- Strengthen understanding of financial access, compliance frameworks and risk management
- Equip participants to align their business strategies with national priorities, including Aatmanirbhar Bharat (Make in India), digital commerce and sustainability

Programme Structure

(3 Days | 4 Sessions per Day – to be conducted from Friday-Sunday in order to ensure quality engagement without disturbing their normal official functioning)

Programme Contents

DAY 1 : Understanding the MSME–Government Interface

Session 1: MSME Ecosystem & Policy Architecture.

A strategic overview of the MSME sector in India, its evolving role in economic development and the policy architecture governing. The session will position MSMEs within broader national priorities and highlight institutional linkages.

Session 2: Government Schemes – From Awareness to Utilization

An integrated view of key MSME schemes focusing on how businesses can practically access and benefit from them. Emphasis will be on decision-making: which schemes to choose, when and how.

Session 3: Formalization, Digital Integration & Compliance

Understanding the importance of formalization (Udyam, GST, digital identity) as a gateway to benefits. The session will connect compliance with access to finance, procurement and scalability.

Session 4: MSME Success Pathways – Case Insights

Discussion of real-world examples of MSMEs successfully leveraging government support. Focus on extracting replicable strategies and common success factors.

DAY 2: Public Procurement as a Strategic Opportunity

Session 1: Public Procurement Framework & MSME Positioning

Understanding how government procurement works, policy mandates for MSMEs and how firms can strategically position themselves to capture demand.

Session 2: GeM Platform – Strategy, Not Just Registration

A practical and strategic exploration of GeM, focusing on how MSMEs can optimize visibility, pricing and fulfillment rather than just onboarding.

Session 3: Tendering & Competitive Bidding Strategies

Developing capabilities to interpret tenders, prepare competitive bids and avoid common pitfalls. Emphasis on strategic bidding rather than procedural compliance alone.

Session 4: Costing, Pricing & Quality Competitiveness

How MSMEs can remain competitive in government markets through effective costing, pricing strategies and adherence to quality standards.

DAY 3: Finance, Risk Management & Growth Orientation

Session 1 and 2: Start-up ecosystem in India.

Increasing overlap between MSMEs and startups in innovation-driven sectors. Government push through Startup India, DPIIT recognition and innovation procurement. Startups as technology partners for MSMEs. Innovation & Startup Participation in Government Procurement.

Session 3: Financing, Managing Payments, Risks & Disputes

Addressing delayed payments, contractual risks and dispute resolution mechanisms. Emphasis on protecting cash flows and ensuring sustainability.

Session 4: Scaling, Innovation & Market Expansion

Exploring how MSMEs can move beyond survival to growth—through innovation, digital platforms, exports and integration into larger supply chains.

Pedagogy and Faculty

The pedagogy of the program is a mix of discussion, case studies problem solving and role play, etc. Ample opportunities shall be provided to the participants to share their experiences and learn from the experience of the experts and the other participants. The faculty comprises of AJNIFM's internal faculty members and leading experts from the relevant areas.

The targeted participants

The programme is intended for (i) government officials and (ii) entrepreneurs, proprietors and promoters of Micro, Small and Medium Enterprises (MSMEs), as well as senior management personnel engaged in finance, operations, compliance and business development functions. It is particularly suited for government officials dealing with policy or procurement functions and MSMEs aspiring to participate in public procurement processes, including through the Government e-Marketplace platform and those seeking to leverage schemes, incentives and financial opportunities offered by the Government of India.

Trainings Scheduled during 2026 -2027	
Month	**Duration**
July ,2026	24 -26 July, 2026
August, 2026	28 -30 August, 2026
September, 2026	18 -20 September, 2026
October, 2026	23 - 25 October, 2026
November, 2026	13-15 November, 2026
December, 2026	18 – 20 December, 2026
January, 2027	29 – 31 January, 2027
February, 2027	19 – 21 February, 2027
March, 2027	12 – 14 March, 2027

The Program Venue

- The venue of the program is Arun Jaitley National Institute of Financial Management (AJNIFM), Sector - 48, Pali Road, Faridabad - 121001, Haryana.
- AJNIFM is at a distance of about 30 kms from India Gate, New Delhi and about 35 kms from Delhi Airport. The nearest metro station is Badhkal Mor. Participants may reach AJNIFM one day before commencement of the programme and proceed for their return journey after conclusion of the programme on the same day or the next day.

Program Fee & Payment Procedure

The training fee (as approved by DOE, Ministry of Finance) for various programme formats is as under:

a. The training fee for a three days residential programme is ₹ 30,000/- (Rupees Thirty Thousand only) per participant plus 18% GST if applicable.

   - Tuition and course delivery
   - Course material and certificates
   - Group photograph
   - Accommodation and meals (lodging and boarding)
   - Access to indoor and outdoor sports facilities
   - Use of the library and computer lab

- Accommodation for one day prior to and one day after the training programme, at no additional cost to any individual participants

b. Online Programme: ₹6,000/- (Rupees Six thousand only) per participant plus 18% GST, subject to a minimum participation of 15 participants.

The bank details for online transfer of fee is given in Annexure I.

Program Capacity

- 30 (thirty).
- The nominations shall be accepted on FIRST COME FIRST SERVE basis.
- In the event of excess nominations received, the nominees shall be considered in the next program.
- Confirmation of acceptance of nomination from AJNIFM shall be sent by e-mail in respect of those nominees whose fee is received and nomination are found acceptable. Only such nominees shall be allowed to join the program.

How to Apply

- The Nomination form is given at Annexure II.
- The Nomination form may be filled up and forwarded by the sponsoring authority and sent by e-mail to mdpcell@nifm.ac.in from the e-mail account of the forwarding authority, super-scribing the subject as “3 – Day Management Development Progamme (MDP) for (Micro, Small & Medium Enterprises (MSMEs) from 24 -26 July, 2026.
- Last date: 17 July, 2026.

Head of the Institute	Course Director	Training Co-ordination Cell
Shri Praveen Kumar, IDAS **Director** **☎ 0129-2418870** **director@nifm.ac.in**	**Dr. Ashima Arora** **Head of Training Coordination** **☎ 0129- 2465237** **ashima.arora@nifm.ac.in**	**Shri Uma Shankar Turkel (A.A.O)** **☎ 0129-2465-259/ 254/256/281** **mdpcell@nifm.ac.in** **✆ +919711971601**

ANNEXURE-I

Following are the details of bank account of NIFM for making payment through e-transfer:

Name of the Account Holder	Arun Jaitley National Institute of Financial Management
Name of the Bank	HDFC Bank Ltd.
Address of Bank	Shop No.3, Crown complex, 1-2 chowk, NIT 2, Faridabad -121001.
Account Number	50100083121045
IFSC	HDFC0002445
MICR No.	110240246
SWIFT Code For foreign remittance	HDFCINBBDEL
PAN	AAAAN2489D
GSTIN	06AAAAN2489D1ZQ

ANNEXURE-II

मनुष्यवती भूमिरर्थः

NOMINATION FORM

Management Development Programme

3 – Day Management Development Progamme (MDP) for

(Micro, Small & Medium Enterprises (MSMEs)

From 24 -26 July, 2026.

Programme Date: 24 – 26 July, 2026

Name:____

Male: ☐ Female: ☐

Designation:____

Organisation:____

Address for communication: ____

____

Phone (O)______________(R)_________________(M)____________________________

Email:_______________

Signature of the Candidate

<u>TO BE FILLED IN BY THE SPONSORING AUTHORITY</u>

Name of the sponsor____________________Designation____________________________

Address for communication ____

____________________City____________________Pin___________________________

Phone____________________________________Email____________________________

Detail of Fee Sent, including UTR Number and date ____________________________________

____

GST No. of the sponsoring Organisation____

Signature of the Sponsoring Authority with stamp of the Organisation

Date:

Please send the completed form to: mdpcell@nifm.ac.in