

Major Project

On

**ROLE OF PROCUREMENT ON FIRM
PERFORMANCE IN LARGE EPC PROJECTS**

Submitted By:

Bimal Gairola
(2K17/EMBA/513)

Under the Guidance of

Mr. Dhiraj Kumar Pal
Assistant Professor



DELHI SCHOOL OF MANAGEMENT

Delhi Technological University

Bawana Road, Delhi-110042

Jan – May 2019

CERTIFICATE

This is to certify that the major project report titled “**Role of Procurement on Firm Performance in Large EPC Projects**” is a work carried out by **Mr. Bimal Gairola** of **EMBA 2017-19** and submitted to Delhi School of Management, Delhi Technological University, Bawana Road, Delhi-42 in partial fulfillment of the requirement for the award of the Degree of Masters of Business Administration.

Signature of Guide

Signature of Head (DSM)

Seal of Head

Place:

Date:

DECLARATION

I, **Bimal Gairola**, student of **EMBA 2017-19** of Delhi School of Management, Delhi Technological University, Bawana Road, Delhi – 42, hereby declare that the major project report “**Role of Procurement on Firm Performance in Large EPC Projects**” submitted in partial fulfillment of Degree of Masters of Business Administration is the original work conducted by me.

The information and data given in the report is authentic to the best of my knowledge.

This report is not being submitted to any other University, for award of any other Degree, Diploma or Fellowship.

Place:

Bimal Gairola

Date:

ACKNOWLEDGEMENT

I would like to express my sincere gratitude towards my Guide, Dhiraj Kumar Pal (Assistant Professor, Delhi School of Management, DTU) for his support and valuable guidance throughout the duration of the project. I thank him for the constant encouragement and support at every stage.

My sincere gratitude goes out to my colleagues whose participation in the project gave many valuable inputs for its completion.

Bimal Gairola
(2K17/EMBA/513)

ABSTRACT

Within engineering, procurement and construction (EPC) companies operating large engineering projects by means of their supply chains, procurement plays a key role in project execution. During project execution, deviations from desired performance in terms of time, cost and quality take place. Procurement can contribute considerably to such deviations as well as to reduce or possibly eliminate them. Based on a comprehensive literature review and the practical experience in the field of Procurement & Supply Chain, the article shows that companies use different ways, namely strategy modifications, process modifications and combined modifications, and implementation of various tools to deal with project deviations.

The aim of this study is to understand the role of procurement while dealing with various issues experienced during the execution of deliveries, and the proactive approach applied in order to control the deviations and improve delivery lead time using various tools.

Key Words

Engineering Project, Procurement, deviation, recovery, EPC industry