Offer your product & services through Government E - Market Place(GeM)

20 February 2024 02:00 PM - 28 February 2024 05:00 PM

Brief Overview:

GeM – Government e-Marketplace (GeM) is the Public Procurement Portal for procurement of goods and services by all Central Government and State Government Ministries, Departments, Public Sector Units (PSUs) and affiliated. GeM is hosted by the DGS&D a GOI department under Ministry of Commerce.

GeM is a Paradigm Shift from previous processes of public procurement.

GeM Drives Inclusiveness and Ease of Doing Business with the Public Entities (especially for smaller organizations such as MSMEs).

GeM has Standardized processes backed by strong regulatory framework

The Portal is Fully Online and Digitally Enabled.

This poral is designed in a destructive re-engineering model, where the redundant and duplicate processes involved in Public Procurement is totally removed.

There is complete transparency in tracking the activities of entire public procurement life cycle processes.

Portal is a revenue generation tool for all the users, for buyers it is saving cost with quality deliverables and for the vendors it is wide marketplace with timely payment guaranteed and for the support system it is a good business model of implementing It enabled services.

GeM is the 3rd Largest Public Procurement Platform in the World.

Session content:

- **Day 1**

  Overview of GeM

    - Why GeM
    - Difference between Manual Procurement and GeM Procurement
    - GFR (General Financial Rules) and its impact in using GeM Portal

- MII and its impact
- MSE and its impact
- Key stakeholders of GeM Portal

Features of GeM

- Different types of procurement as per GFR 149
- Public Procurement Life Cycle through GeM Portal
- Forward Auction and Reverse Auction
- Active Marketplace

Users of GeM Portal

- Buyer, Seller
- GeM SP, GeM MSP
- Other Support Systems

Benefits to the Sellers

- Free Marketing
- Marketplace spreads across India
- Secured Portal
- Timely Payment
- End to end Digital Portal

Registering on GeM

- Sign Up & Create Profile
- ·Upload details/documents verify
- Register Users
- Assign Roles to Users

Day - 2

Selling on GeM

- Brand Registration
- Category Registration
- Key Parameters for Product Registration
- Create Product Catalogue
- BID Management
- Initiate Selling Contract & Order Processing
- Enter into Contract with Buyer
- GeM Invoicing Processes
- Track the Delivery
- CRAC - Delivery Acceptance Processes

- Payment
- Support & Escalations

For Whom:

- **Private Companies/Firms (Products Suppliers & Service Providers):**

MSME Entrepreneurs

Manufacturers

Distributors / Sole Selling Agents

Authorised Dealers / Resellers

Sales fraternity and allied/affiliated departments of various Central & State Government Companies, Public Sector Units (PSUs).

Service Providers

Hospitality – Hotels & Banquet Halls

Executives & Managers @ Private Companies

Sales/Revenue/Accounts & Finance Dept

Logistics/Stores/Warehouse/Supply Chain Dept

Key Takeaways:

Understand the complete concept of online Public Procurement through the GeM Portal currently used by Procurement Fraternity of various Government entities across India.

Overview on General Financial Rules (GFR) and Common Vigilance Guidance (CVC) Guidelines.

Registration with GeM Portal as a Seller.

Generating revenue as a Seller / Service Provider through the GeM Portal.

Utilizing GeM from Seller Perspective.

GeM Portal Registration & Profile Update Process Overview – Seller Perspective.

GeM Portal Access Setup Process – Seller Perspective.

CMS (Catalogue Management System) Overview.

Procurement Initiation.

Vendor Participation.

BID (Tender) Management, Evaluation and Contract Awarding.

Delivery and Invoice Process.

Delivery Acceptance and Payment Process.

Facilitator profile:

Ramanathan Venkatakrishnan

Ramanathan Venkatakrishnan, a Public Procurement Expert having 30+ years of experience in the area of Finance & Accounts, IT and IT enabled Services, and has worked in both Government and Private Sector, including Apollo Tubes (Process Industry), Apple Finance Ltd (Financial Services), National Airports Authority of India (Government Sector), 3i Infotech (formerly ICICI Infotech Ltd), Intellect Design Arena Ltd. His work, mainly with Intellect Design Arena Ltd. (formerly Polaris Financial Services Ltd.) has taken him across the world, covering the continents of Asia, North America and parts of Europe. From April 2019 till date conducting workshop on GeM, to manage Public Procurement through GeM Portal at: NIFM (National Institute of Financial Management) under Ministry of Finance PPG – Public Procurement Group under Commerce Ministry Indian Statistical Institute, Kolkata NAHRD (National Academy of Human Resource Development) NPC (National Productivity Council) under Ministry of Commerce and Industry Institute for Supply Management Jawaharlal Nehru Port Authority - JNPA

Boby Thomas. N

Boby Thomas. N, is a seasoned Engineer with 30+ years of experience, Internationally Certified Trainer, Consultant and Coach and with extensive experience in Business leadership with expertise in revenue growth, market share, and profit enhancement. Boby excels in all aspects of business, from ideation to scaling-up. His diverse background includes roles as an Intrapreneur, Entrepreneur, and Consultant in various industries. Boby 's passion lies in educating and empowering youth in entrepreneurship, demystifying misconceptions to fuel India's path toward becoming the world's largest economy

Fee Details:

- **Fee Details**
- Member amount : Rs 4500.00- (Including 18%GST)
- Non Member amount : Rs 0.00- (Including 18%GST)
- Total Member count :