

Maximizing Business Potential with GeM (Government e-Marketplace)

25 January 2025 03:00 PM - 25 January 2025 06:00 PM

Brief Overview:

"Mastering GeM: Your Guide to Seamless Procurement and Business Growth." This program focuses on the significance, processes, and benefits of the Government e-Marketplace (GeM). GeM is a pivotal initiative by the Government of India, designed to facilitate online procurement of goods and services by government departments and organizations. The workshop highlights its advantages, operational processes, and practical aspects tailored for sellers, service providers, and government buyers.

Session content:

- **Why GeM?**
 - Comparison: Manual vs. GeM Procurement
 - Benefits for Sellers and Service Providers
 - Public Procurement through GeM Portal

Understanding the Public Procurement Life Cycle

- Key Processes and Stakeholders
- Real-life Scenarios
- Processes for Sellers and Service Providers

Registration Process and Guidelines

- Catalogue Management System (CMS) Compliance
- Bidding (Tender Participation)
- Order Acceptance and Execution
- Payment Processing
- Practical Guidance and Troubleshooting

Escalation Mechanisms

- Report Generation
- Portal Navigation: Seller/Service Provider Perspective
- Live Demonstration (if feasible)

- Conclusion and Open Forum

For Whom:

- Business owners looking to enter government procurement.
- Existing GEM sellers aiming to optimize their presence.
- Entrepreneurs and MSMEs.

Key Takeaways:

- Knowledge of using GEM as a tool to scale your business.
- Insights into government procurement processes.
- Practical skills to bid effectively and win contracts.

Facilitator profile:

Mr 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

Fee Details:

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