



**GeM**  
Government  
**e Marketplace**

Procurement Reimagined

Efficient • Transparent • Inclusive



## GEM 4.0: MOVING TOWARDS A UNIFIED PUBLIC PROCUREMENT SYSTEM

**What is Government e Marketplace? \_\_\_\_\_ 01**

- Fast and Easy Procurement \_\_\_\_\_ 02

- Simple And Secure Selling \_\_\_\_\_ 03

**Major Milestones and Achievements \_\_\_\_\_ 04**

**Introducing a Unified Procurement System \_\_\_\_\_ 06**

- Technology Roadmap: \_\_\_\_\_ 07

- All-Inclusive and Comprehensive \_\_\_\_\_ 08

**GeM V 4.0 \_\_\_\_\_ 09**

- Market Enhancement Features \_\_\_\_\_ 09

- Enhanced CMS \_\_\_\_\_ 10

- Bidding and Rating Systems Revamp \_\_\_\_\_ 11

- Transparency & VoC Initiative \_\_\_\_\_ 12

- Features and Functionalities \_\_\_\_\_ 13

**Register Your Business \_\_\_\_\_ 14**

# WHAT IS GOVERNMENT E MARKETPLACE?



**Government e-Marketplace (GeM)** is the National Public Procurement Portal for providing procurement of goods and services for Central and State Government Organisations. It is an online, end-to-end Marketplace for open, efficient & transparent procurement of goods and services. The platform was launched on 9th August, 2016 and has transformed legacy procurement systems through a disruptive marketplace model and the use of technology, analytics and digitisation of processes. GeM has enabled inclusiveness and reduced the cost of doing business with the Government.



# FAST AND EASY PROCUREMENT

Offers rich listing of products and services across a number of categories for easy browsing and appreciation of the marketplace



Makes available search, compare, select and buy facility



No tenders required for purchase up to INR 5 lakhs



Quicker procurement cycle and automated processes for enforcement of compliance and effective transmission of policy intent



Provides transparency, price match and order splitting



Ensures continuous, transparent and robust vendor rating system



Up-to-date user-friendly dashboard for buying, monitoring supplies and payments



Provision of easy return policy





# SIMPLE AND SECURE SELLING

Direct access to all Government departments



Reduced cost of doing business



No barrier to entry and no fees for registration, brand approval and product uploads



Unique platform for bids/reverse auction for procurement of products/services



Dynamic pricing: Price can be changed based on market conditions



Seller friendly dashboard for monitoring supplies and payments



Faster and easier payment gateways for quick payment



# MAJOR MILESTONES AND ACHIEVEMENTS

## IMPROVED PROCESSES:



Better price discovery and increased competition during the Bidding Process by mandating minimum 3 sellers, including 2 OEMs



Increased transparency by making reasons for rejection visible to all Sellers



Enhanced Vendor Assessment Policy for OEMs to undergo mandatory validation



Ease of catalog upload by suggesting categories for Sellers to upload their products



Fast and focused category creation by analysis of tenders floated on eProcurement portals



Extended Offer Validity, Bid Lifecycle and Delivery Period for flexibility in procurement lifecycle



Integration with Banks/ TReDS/ ERP Systems to facilitate timely payments and bill discounting



Enabling wider seller participation and diversifications of Sellers' businesses through advanced bid search module



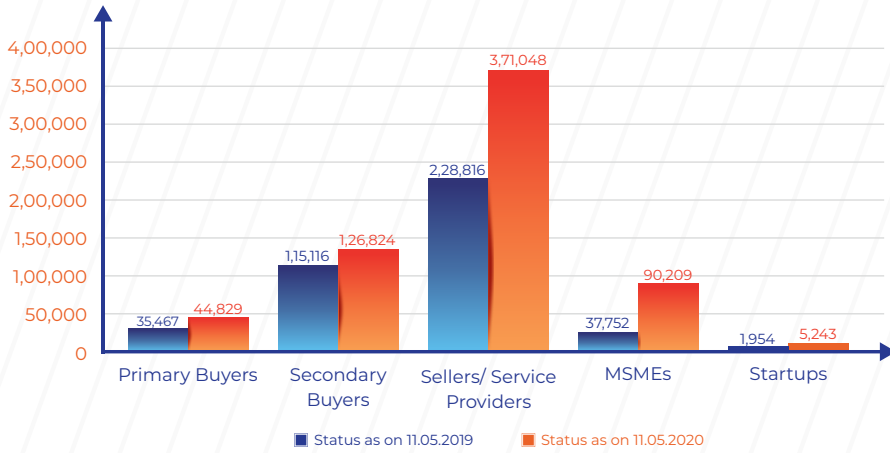
Enhancements in RA module for Auto-Refresh, Reverse Clock and Prepopulating last submitted prices for a speedy, accurate participation and closure



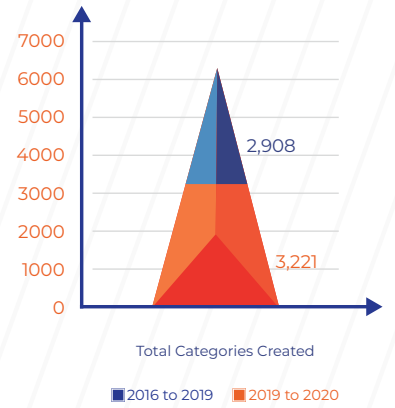
Enabling sellers to choose serviceability locations and regions to ensure lower rejection rates



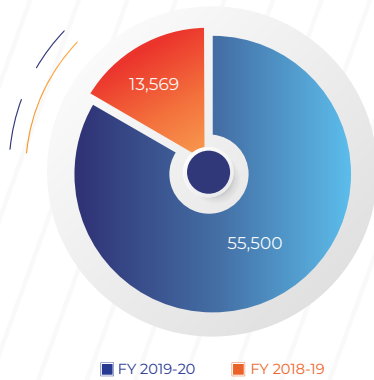
### User Statistics



### Fast Category Creation

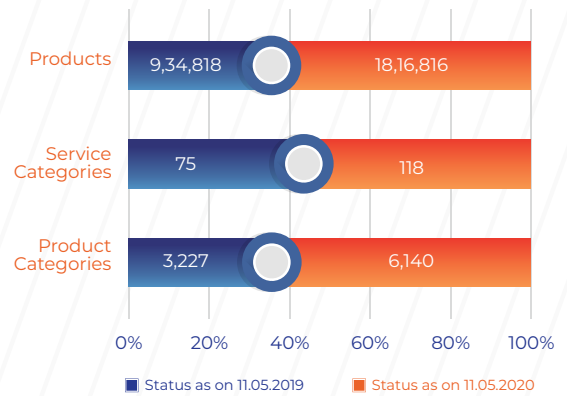


### Tender Analysis from 2019 Onwards

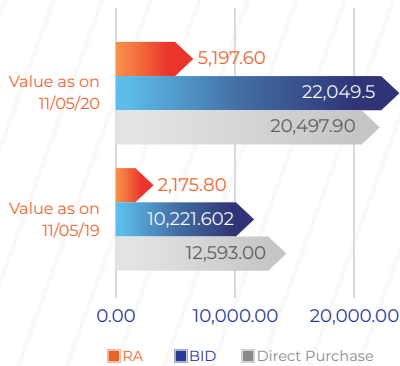


A Total of 69,069 tenders have been analysed from 11/05/2019 till date

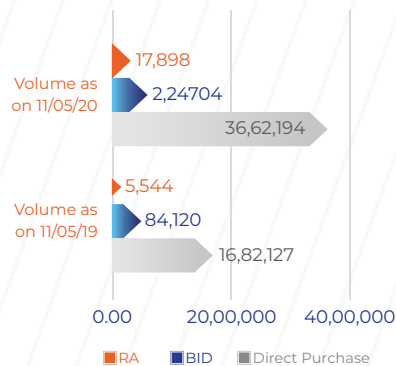
### Market Statistics



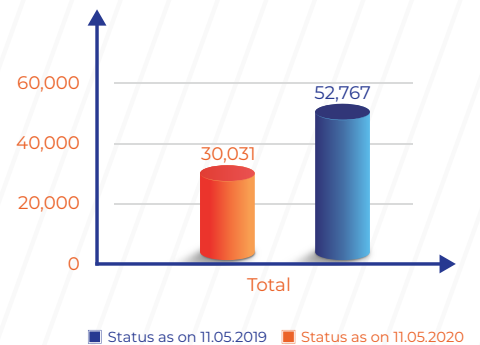
### Cumulative Order Value



### Cumulative Order Volume



### Cumulative Transaction Value

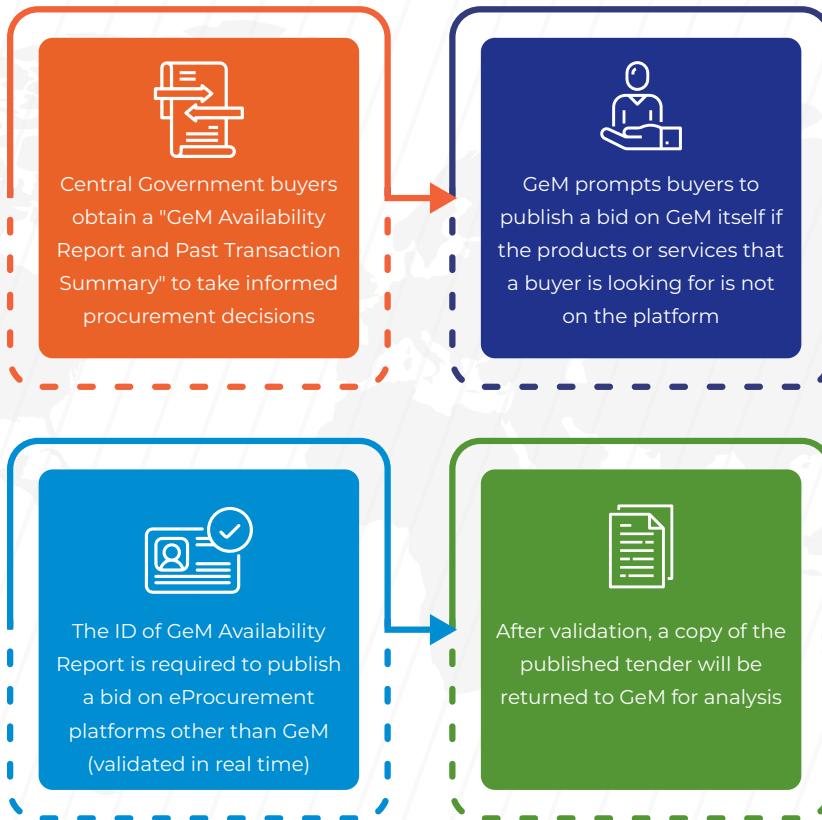


# INTRODUCING A UNIFIED PROCUREMENT SYSTEM

Unified Public Procurement System for the country would provide a single user flow for government buyers, consolidating all government procurement onto a single platform leading to economies of scale, better price discovery and sharing of best practices.



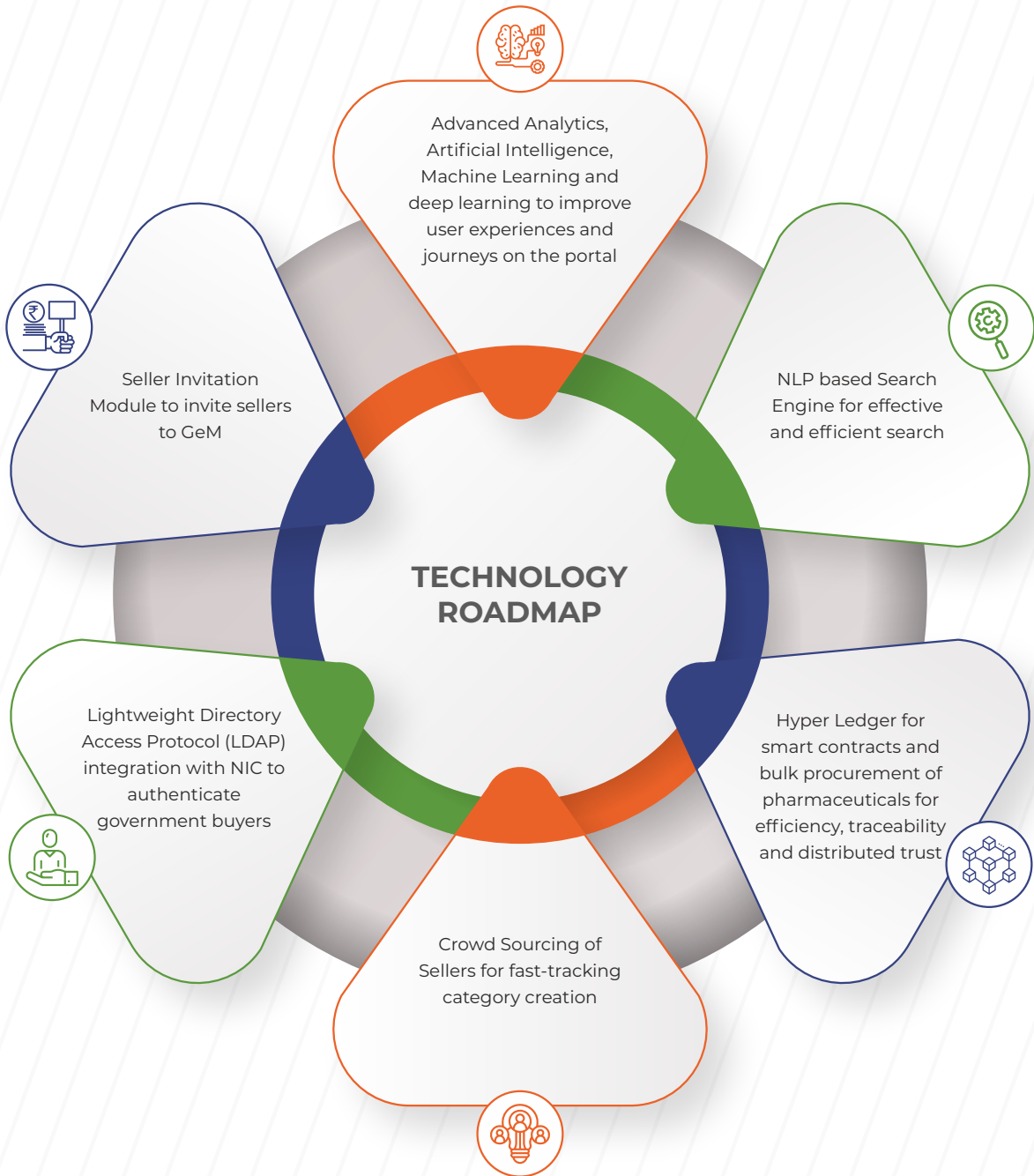
The following are the steps and processes in place to transition from eProcurement portals to a UPS on GeM:



This would thus ensure that the functionality of eProcurement portals are brought on to GeM to provide a uniform experience for all buyers.



# TECHNOLOGY ROADMAP:

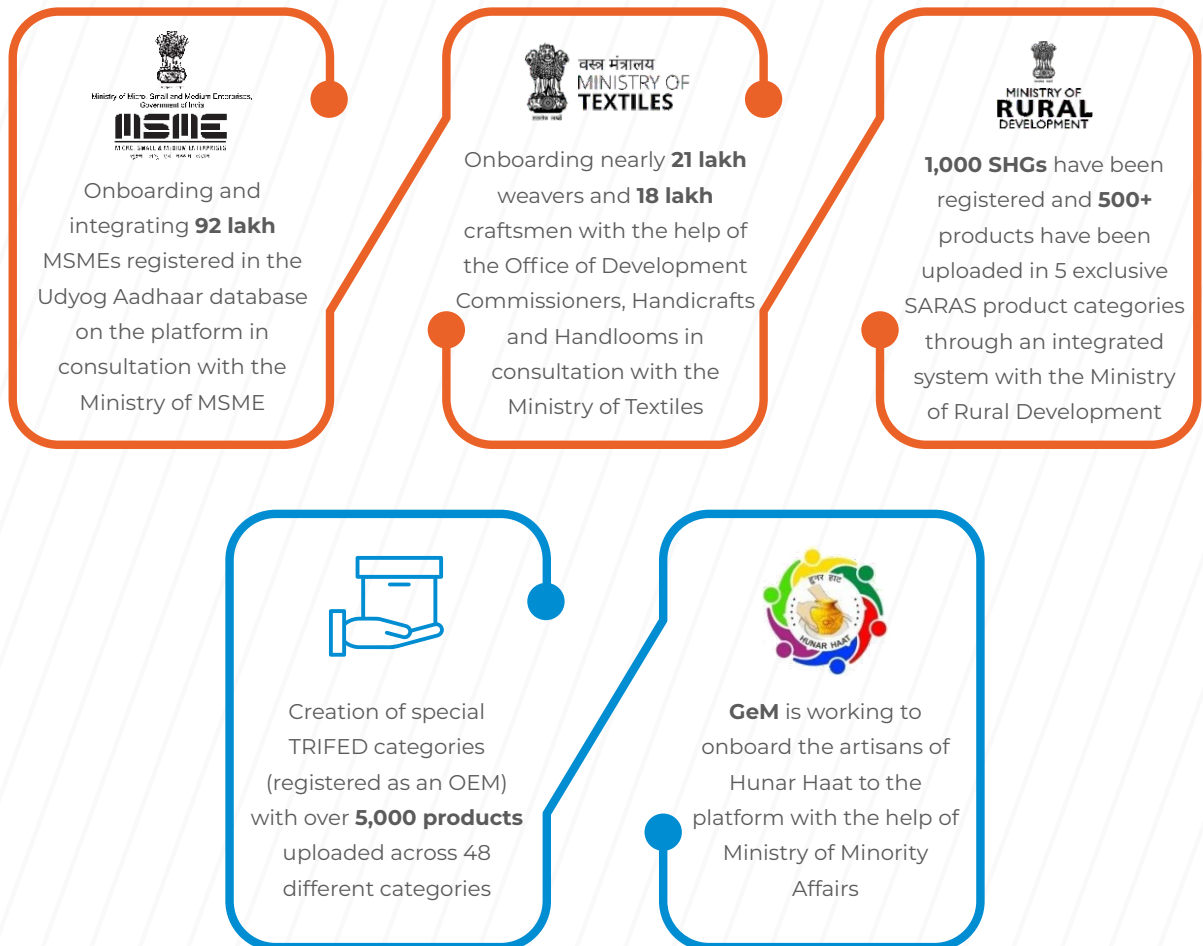


# ALL-INCLUSIVE AND COMPREHENSIVE

GeM aims to uplift marginalized and underprivileged sections of society and be part of their growth story. GeM encourages MSMEs through special filters on the portal for direct sales to Government organizations and is committed to efficient transmission of policy intent under the Public Procurement Order. This ensures MII sellers get the benefit of the PPP-MII order along with the benefit of the public procurement policy for MSEs.



The following steps have been taken to onboard MSMEs, Self Help Groups (SHGs), weavers, artisans including those registered in Hunar Haat, Craftsmen and TRIFED onto GeM.



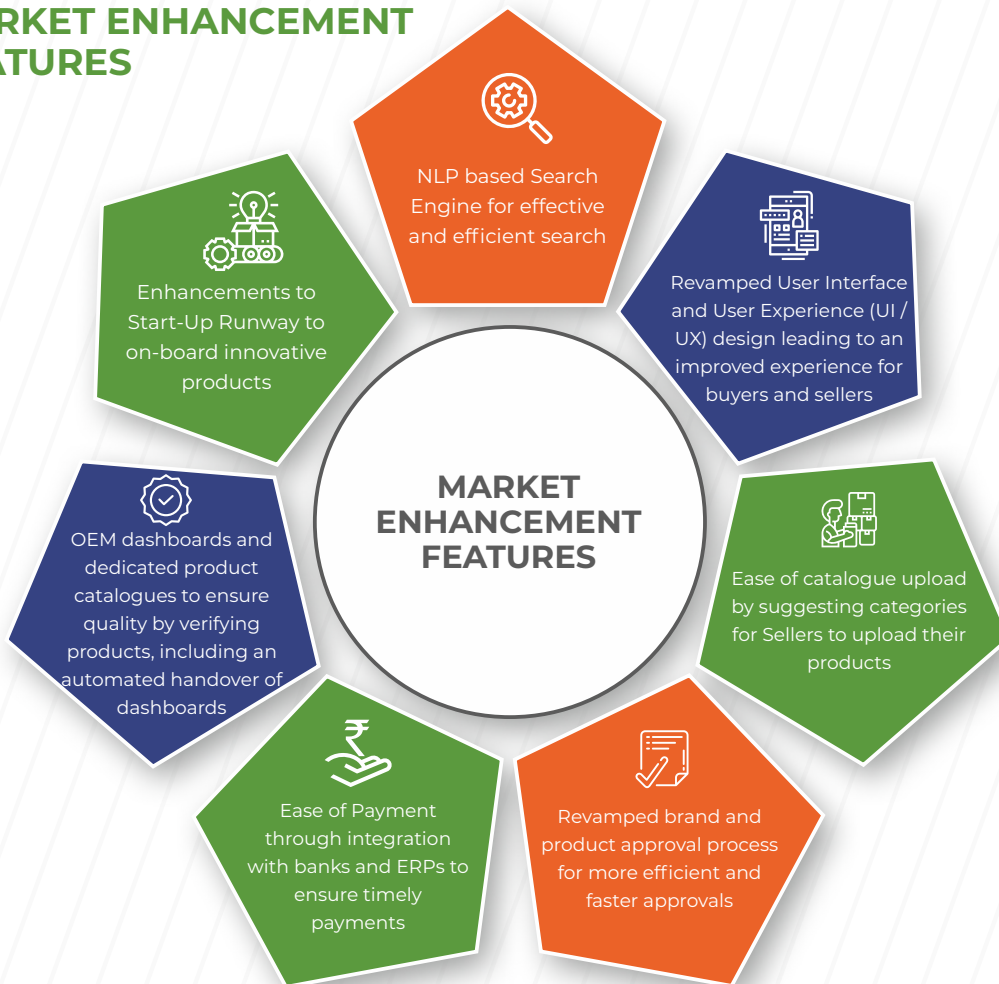
# GeM V 4.0

Introducing GeM 4.0 – Moving towards a Unified Public Procurement System that is smarter, better, unified, intelligent and more inclusive. GeM 4.0 represents one of the largest uses of advanced technology in any government platform around the world. We have created a technology roadmap that enhances each and every step of the user experience on the portal – creating unified and seamless user journeys for buyers and sellers.

- **275 processes** completed, with **180+ processes** in the pipeline
- Integration with **18 Banks** and **18 ERP systems**

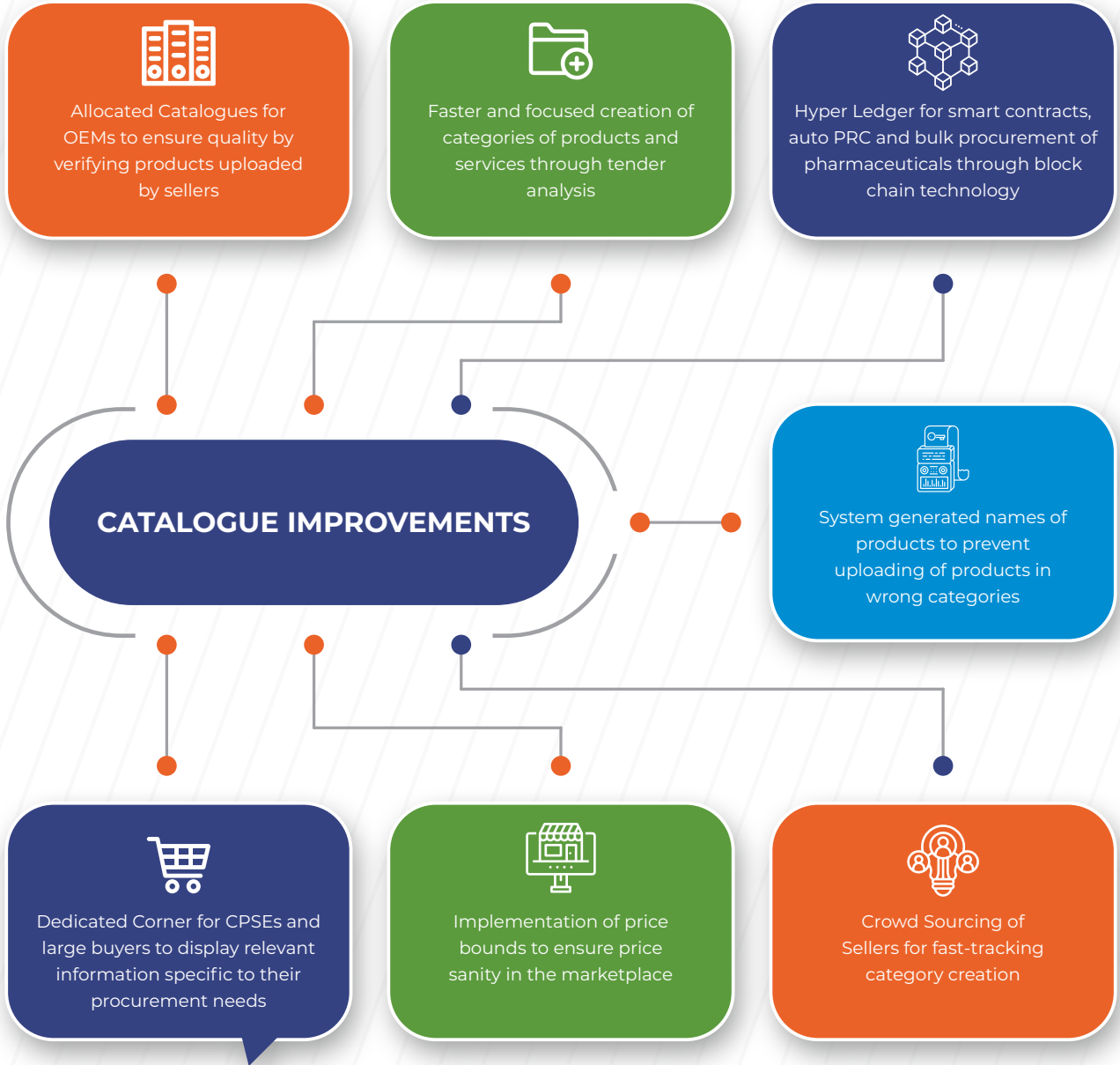


## MARKET ENHANCEMENT FEATURES





# ENHANCED CMS



- 01 Unique requirement based category creation by GeM (basis OEM eligibility, empanelment, certifications and registrations)
- 02 Qualitative Requirement (QR) / Drawing Upload to capture specific requirements in a given category, as well as across categories.
- 03 Special Terms and Conditions for categories (STCs) including requirements such as design, installation, commissioning and scope of work
- 04 Allowing buyers to add specifications in certain categories by creating an instance of a category for a buyer for a particular bid.





# ► BIDDING AND RATING SYSTEMS REVAMP



Buyers to select Golden and non-textual Non Golden Parameters to define the Bid Requirements

Recommending purchase requisition (soft bids) for purchase up to INR 5 lakhs.

Allowing Buyer Specific ATCs (Additional Terms and Conditions) during the bidding process

Allowing sellers to make representations between bid publishing and technical evaluation

Sellers to make representations against disqualifications (after 48hr interval post evaluation)

Bunched bidding through item-wise, group-wise, schedule-wise evaluation functionality



# ▶ TRANSPARENCY & VoC INITIATIVE



An admin dashboard for detailed first level information

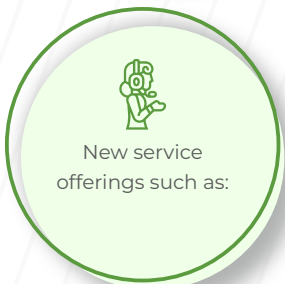
CRM intervention for tracking the grievances through their lifecycles

Dashboard for improved analytics and insight

Chatbot/ Virtual Assistant to improve user journeys on the platform



## ► FEATURES AND FUNCTIONALITIES:



- Air Ticketing
- Installation, Testing, Commissioning, AMC/CMC
- Transportation
- Insurance
- Operation and Maintenance
- Facility Management

- Purchase Requisition (Soft Bids)
- Buyer Specific ATCs
- Enabling representation by sellers
- Bunched Bidding



# REGISTER YOUR BUSINESS

Registering your business on the Government e Marketplace has never been easier. Registration, brand approval and product approval is free of charge on GeM, with no entry barriers.



