



GeM
Government
e Marketplace

Online **Market** for **SMART** BUYERS

GOVERNMENT e-MARKET

MADHYA PRADESH

17th OCTOBER 2017

1. OVERVIEW

2. UPDATES

3. TRANSACTIONS
- NATIONAL LEVEL
- MADHYA PRADESH

4. WAY AHEAD

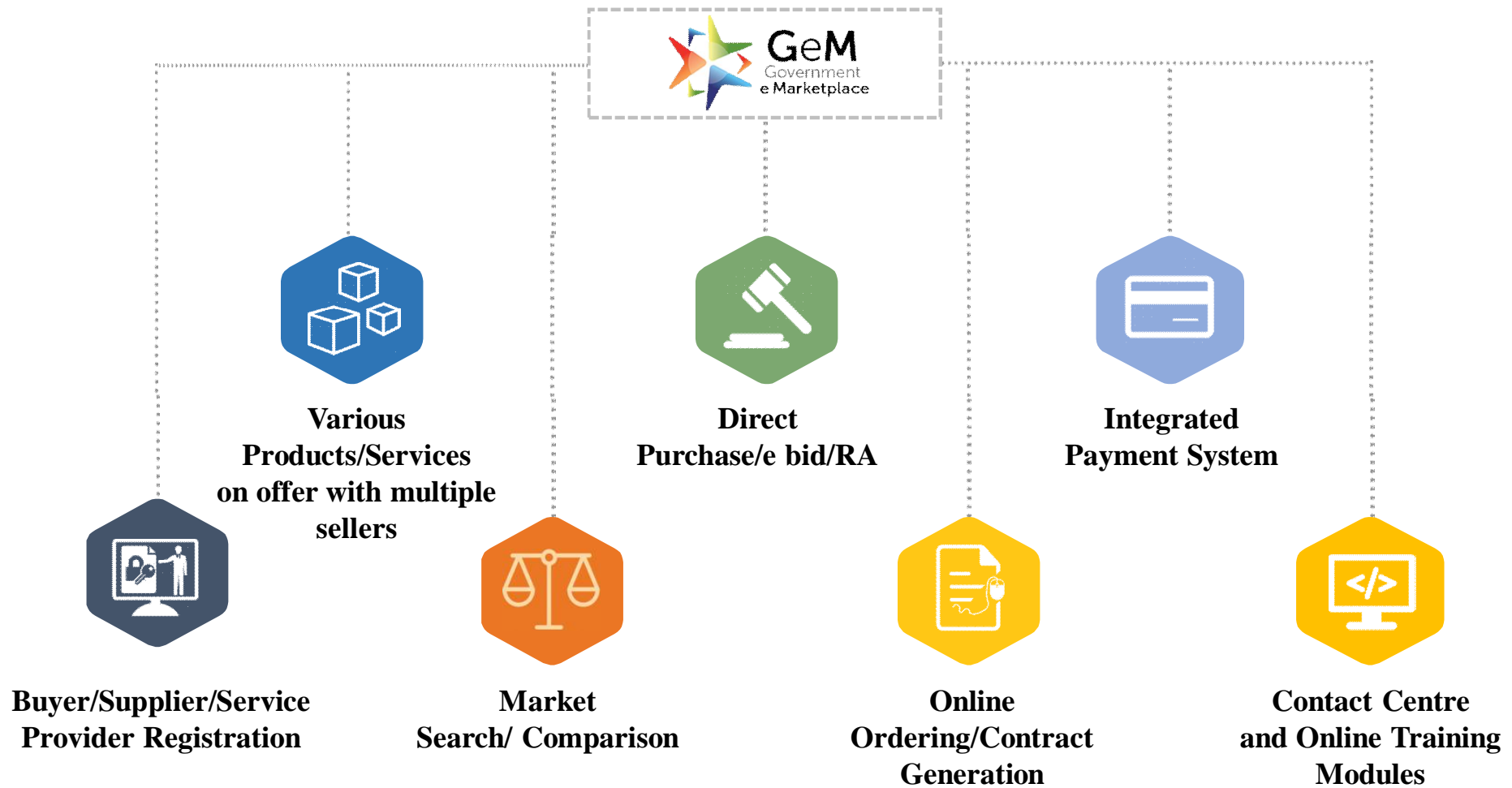
GeM– A Path Breaking Initiative



- GeM to facilitate online procurement of Goods & Services.
- Launched on 9th August 2016.
(<https://www.gem.gov.in/>)
- Rule 149 of GFR amended to “.. Procurement of Goods and Services by Ministries or Department will be mandatory for Goods or Services available on GeM.



GeM – Main Features



GeM – Benefits to Buyers

Offers **RICH LISTING OF PRODUCTS /SERVICES** for individual categories of Goods/Services

Enables **BUYING** Goods and Services **ONLINE**, as and when required

Ensures continuous **VENDOR RATING** system

Up-to-date user-friendly **DASHBOARD** for buying, monitoring supplies and payments.



Makes available **SEARCH, COMPARE, SELECT** and **BUY FACILITY**



Provides **TRANSPARENCY** and **EASE** of buying



Integration with **ONLINE PAYMENT SYSTEM**



NEWS AND EVENT SECTION for regular updates



GeM – Benefits to Sellers



DIRECT ACCESS to all Government departments with **SERVICE LEVELS**

One-stop shop for **MARKETING** with **MINIMAL EFFORTS**

ONE-STOP SHOP for Direct Purchase/Bids / Reverse Auction on products / services

Provides **TRANSPARENCY** and **EASE** of selling

New **PRODUCT SUGGESTION** facility available to Sellers

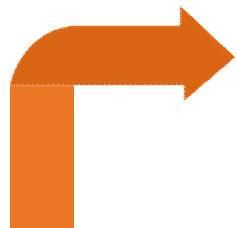
DYNAMIC PRICING: Price can be changed based on market conditions

Seller friendly **DASHBOARD** for selling, and monitoring of supplies and payments

Consistent and **UNIFORM PURCHASE PROCEDURES**

NEWS AND EVENT SECTION for regular updates

GeM – Recent Updates



VENDOR ASSESSMENT

- ✓ By SEBI empanelled rating agencies (namely CRISIL, Brickworks and India Ratings)
- ✓ Quality assurance of the products.

INTEGRATION WITH UDYOG AADHAR

- ✓ Integration with MSME for quick and streamlined validation of claim by an enterprise.



PRODUCT SANITIZATION

- ✓ To remove incomplete on boarded / inaccurate products.



INTEGRATION WITH DIGILOCKER

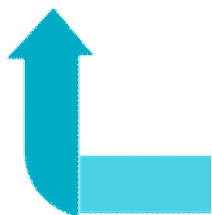
- ✓ To streamline the process of validation of documents.

TP FORUM

- ✓ Suggestions from Industry/Vendors related to Draft Technical Particulars, price capping etc.

STATE MoU

- ✓ MoU with 16 States/UTs, for onboarding them on GeM and for creating a state pool account based payment system

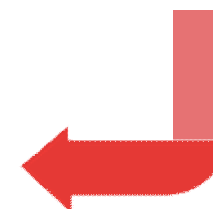


GEM SAMWAAD

- ✓ In association with CII
- ✓ For consultations with stakeholders including industry, OEM etc.

WATCHLIST

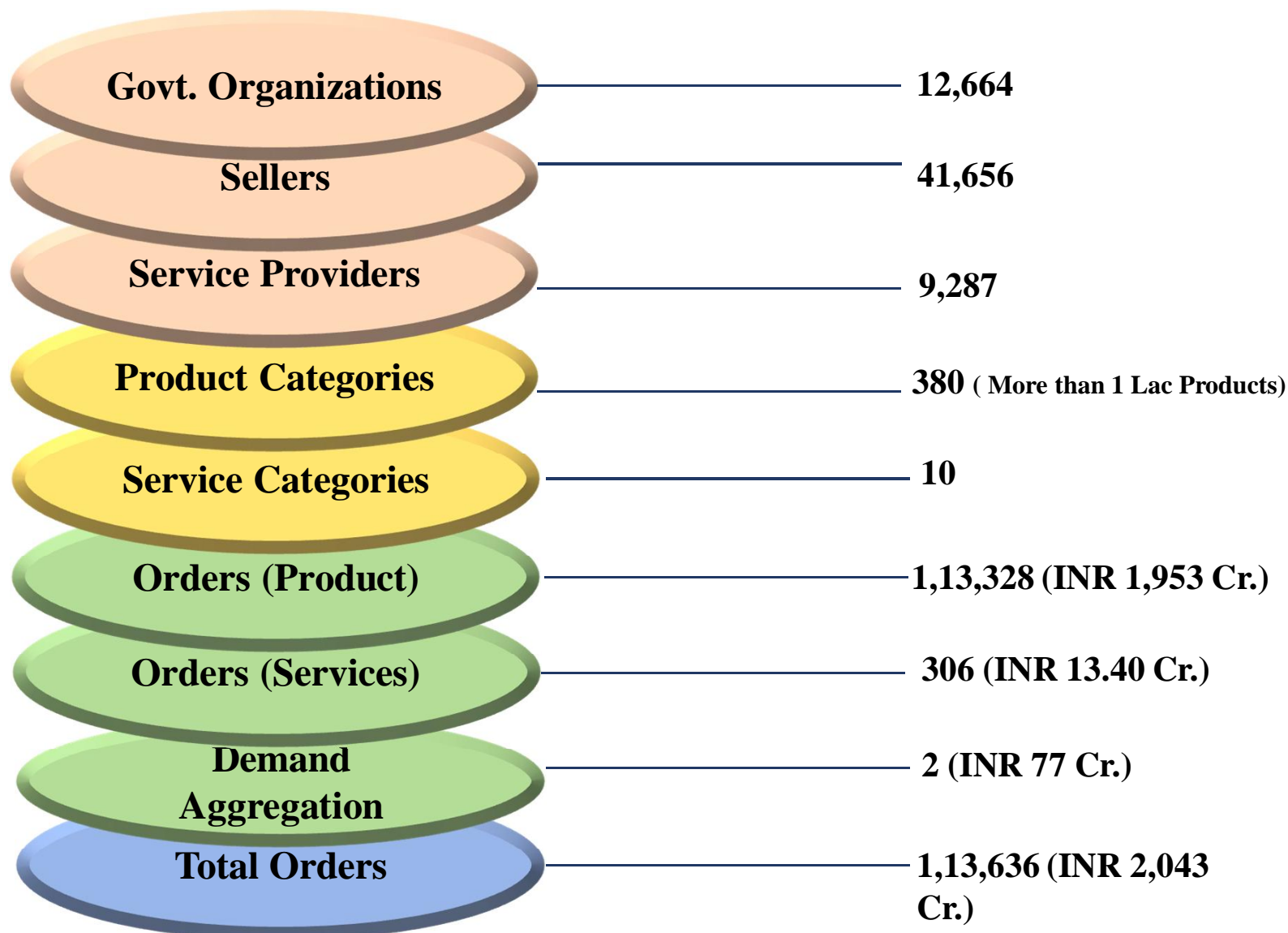
- ✓ Watchlist of defaulters on GeM Portal



TRANSACTIONS – NATIONAL

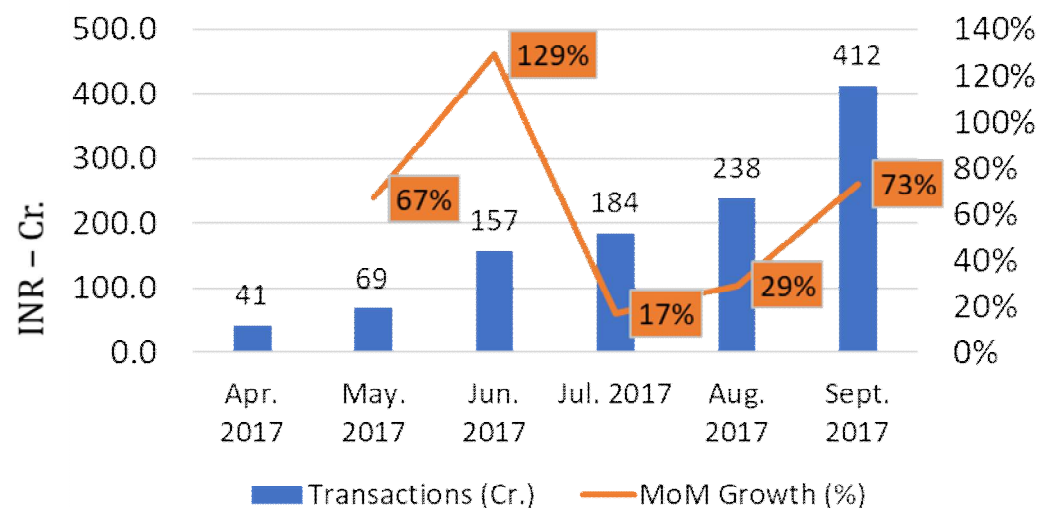
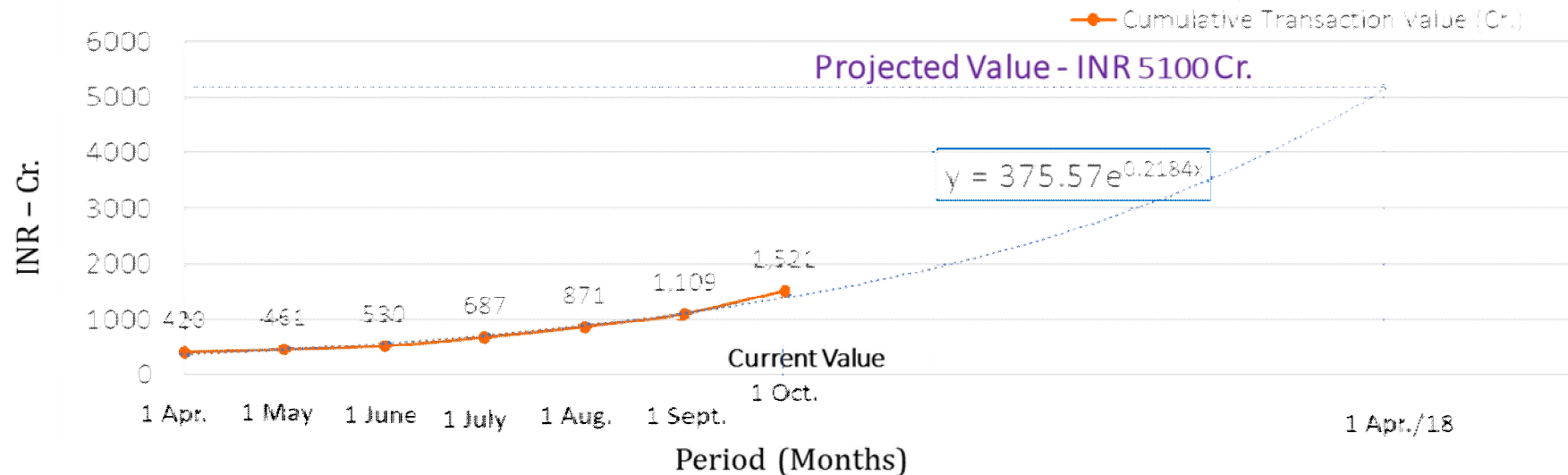
As on 07/10/2017

Market Statistics



GeM – Transaction Trend

Current Transaction Trend and Projections (FY - 2017-18)



MoM Transaction Growth

Highlights

Transaction Growth for FY 2017-18 – **21%**

Average Monthly Transaction (for Last three months) ~ 280 Cr.

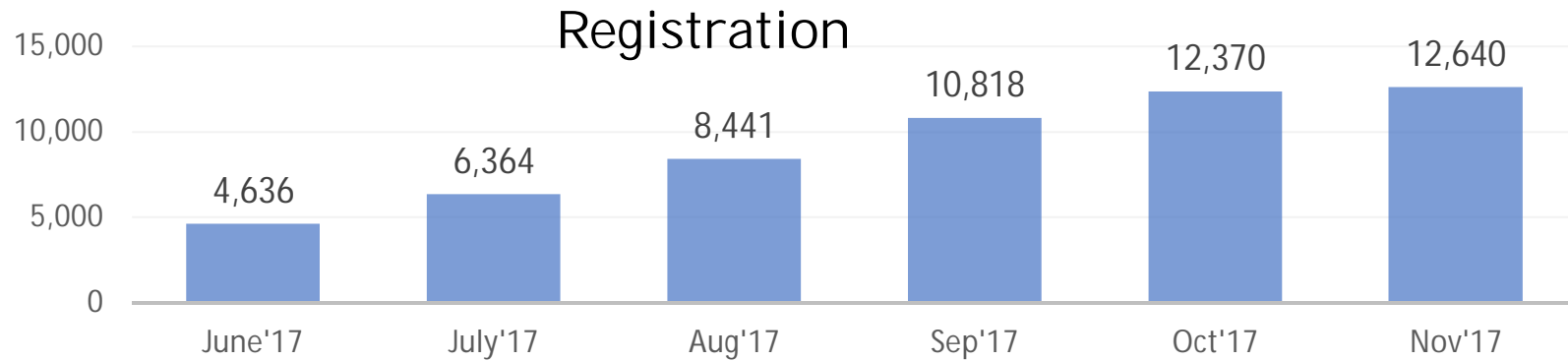
Projected Average Monthly Transaction for last quarter for **FY 2017-18 ~ 800+ Cr** i.e. will be **TREBLED** in two quarter

Daily Average Transaction For
July ~ 5.9 Cr. , Aug ~ 7.6 Cr., **Sept. ~ 13 Cr.**

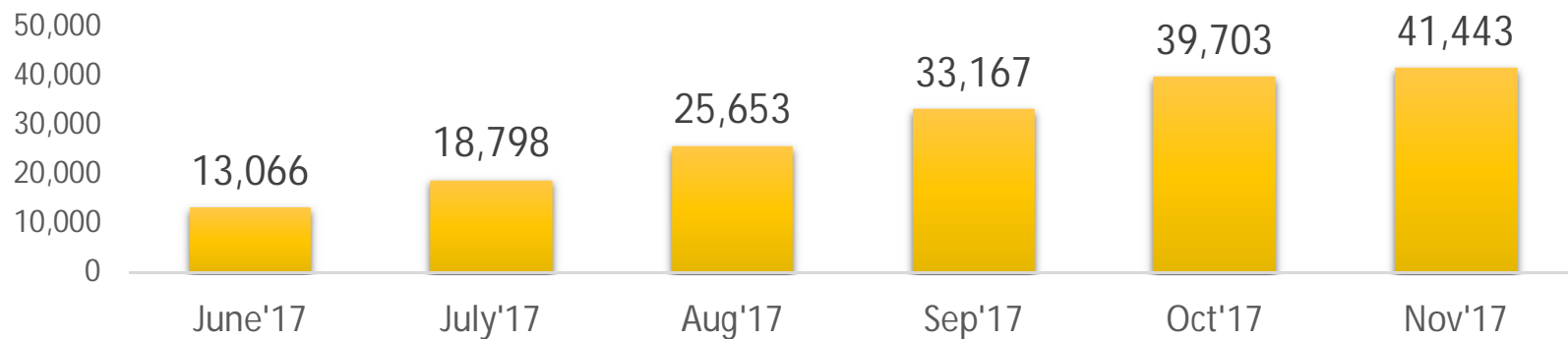
GeM – Cumulative Registration Trend



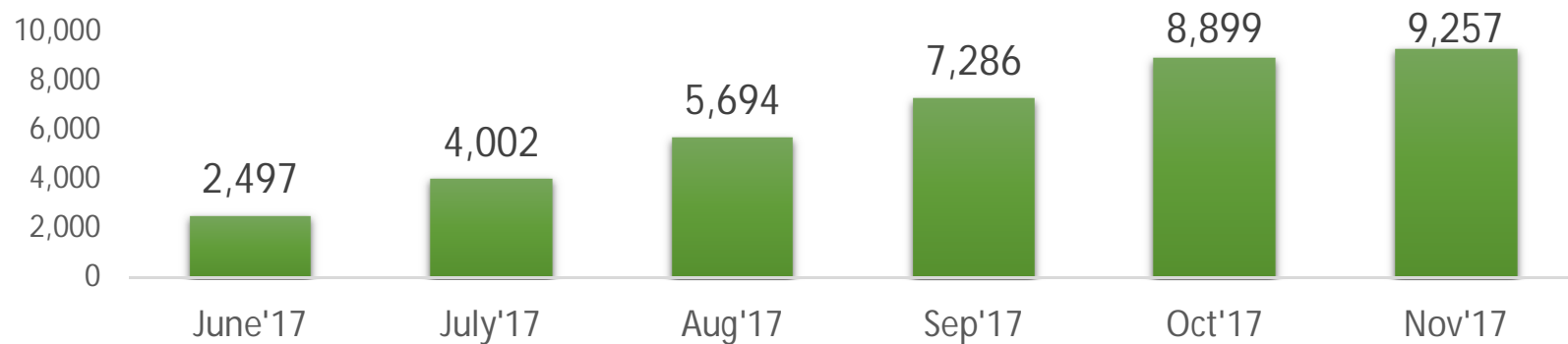
Government
Organizations



Sellers



Service
Providers



GeM - Transactions



Entities Involved

HoDs
5549

Sellers
4832

Products
58,926

Categories
335

Transactions

Orders
(Vol./Value)
1,13,328/
INR 1953 Cr.

Orders
Delivered
86,992 (77%)

Rejected
536 (0.7%)

Cancelled Due
to non del.
1224 (1%)

Modes

Bid (Val- 31%)
(4176, INR 596
cr.)

RA (Val- 1%)
(454, INR 22 cr.)

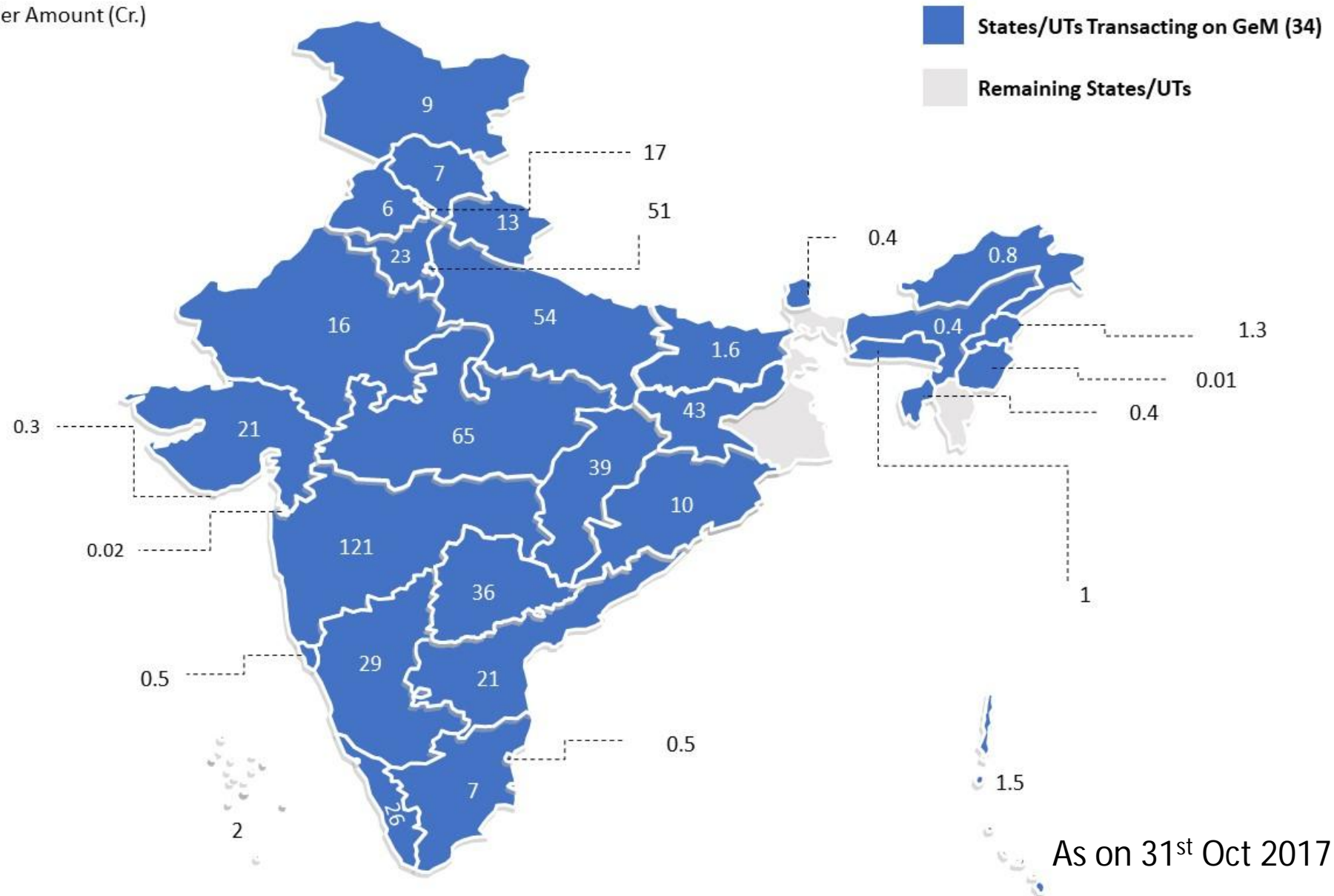
DP (Val- 42%)
(92,646 INR 819
cr.)

L1 (Val- 26%)
(16,052, INR
515 cr.)

GeM - States/UTs Transactions

Total - Order Amount (INR 626 Cr.)

Order Amount (Cr.)

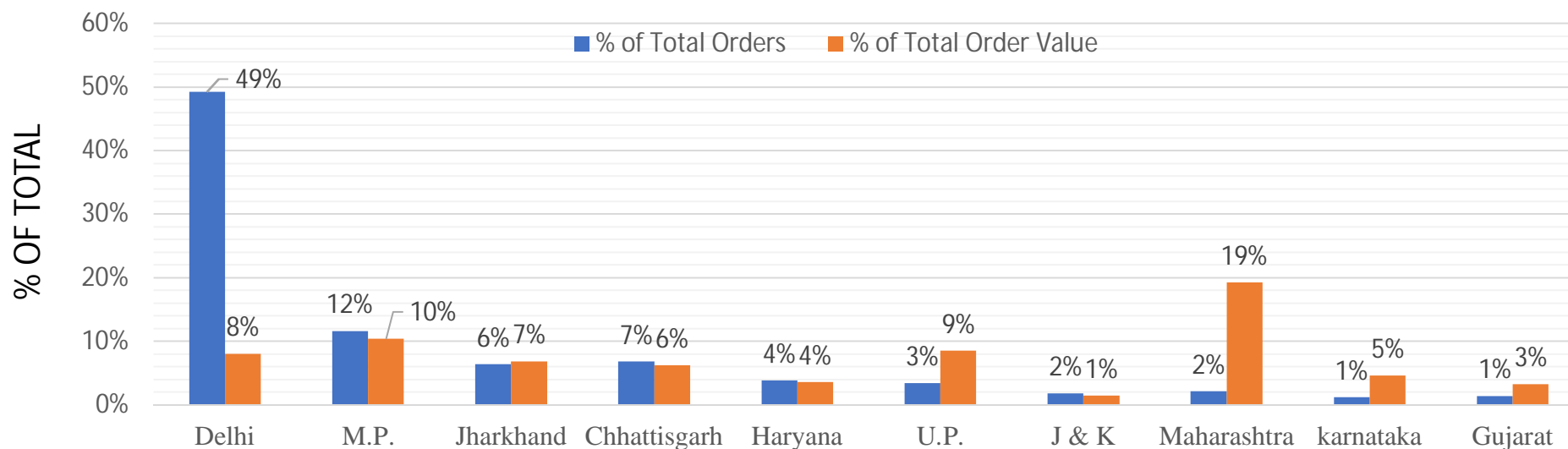


As on 31st Oct 2017

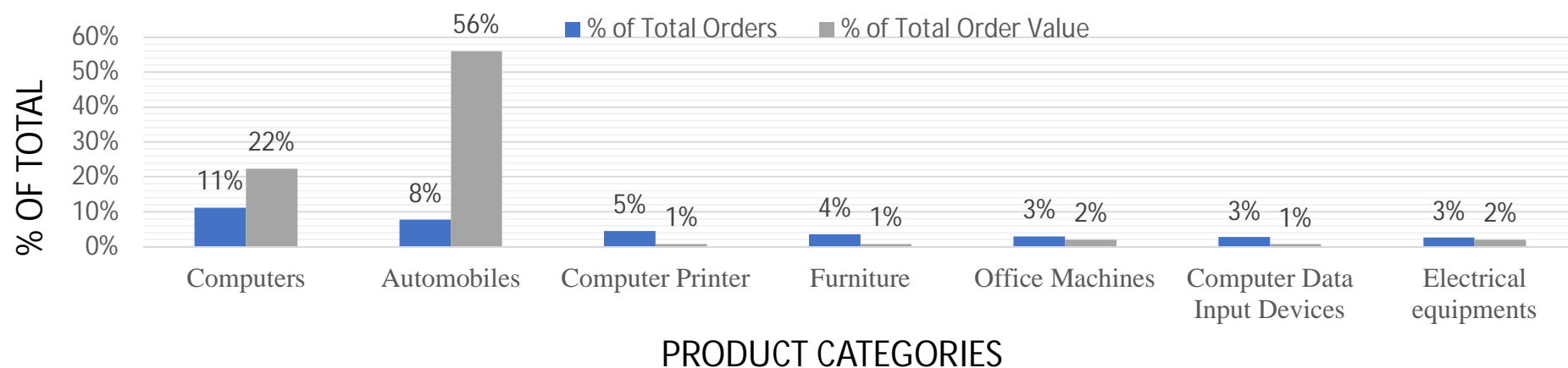
GeM - Major Transactions by States/UTs



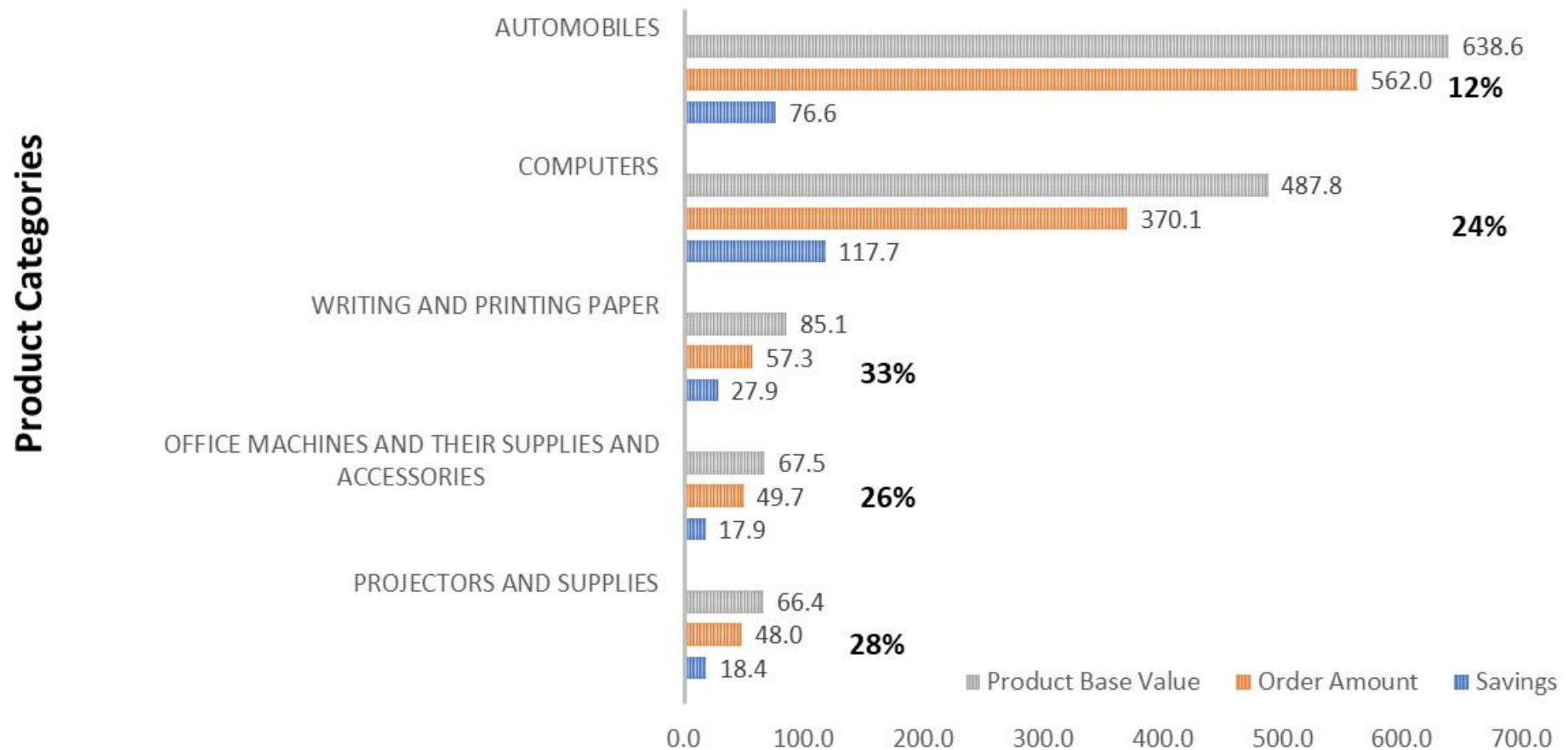
STATES/UTs - MAXIMUM SHARE OF STATE/UTs TRANSACTIONS



PRODUCT CATEGORIES HAVING MAXIMUM SHARE OF STATE/UTs TRANSACTIONS



Major Categories Contributing for Major Savings



On an Average GeM Based savings is ~ 25% excluding automobiles (it is standard 12%)

TRANSACTIONS

MADHYA PRADESH

As on 10/10/2017

Registration

No. of
Organisations
558

No. of Secondary
Users
3120

No. of Sellers
802

Transactions

No. of
Organisations
254

Order Volume
1,756

Order Value
INR 67.2 cr.

Modes

Bid/RA (Val- 41%)
(61, INR 27.3 cr.)

DP (Val- 45%)
(1410, INR 30.4 cr.)

L1 (Val- 14%)
(285, INR 9.5 cr.)

GeM – Expectations from States



100% Registration

- 100% registration of all Government Departments/Organisation, ULBs, Autonomous Entities and State PSUs on GeM portal.

State GeM Pool Account

- Open, authorize and operate the State Gem Pool Account

GeM Usage

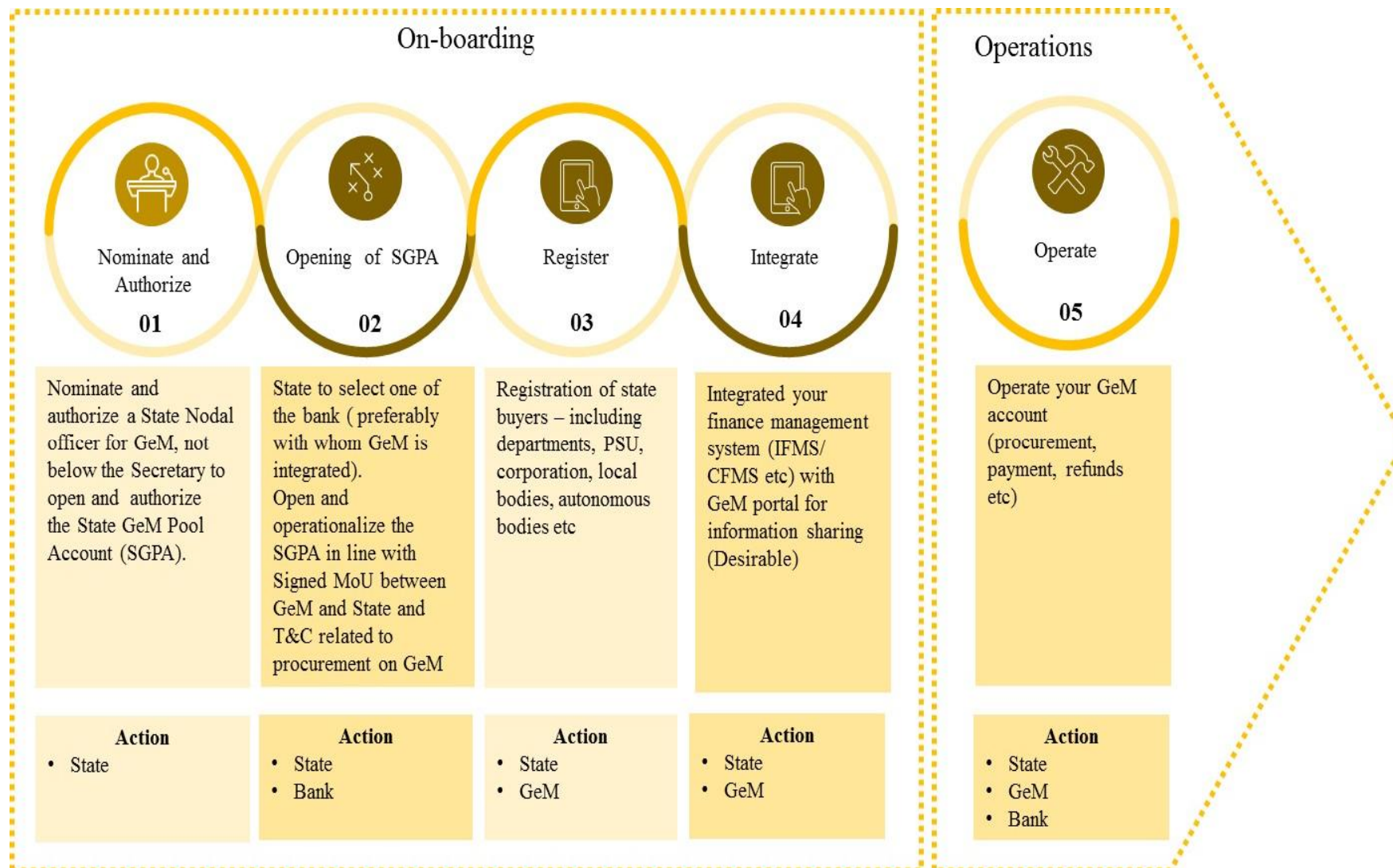
- Use of GeM for all Public Procurement of Goods and Services.
- All procurement of value above INR 10 Lacs, mandatory through the pool account and optional at the discretion of the entity for all procurement of value upto INR 10 Lacs

Complete Transaction Cycle

- Use of GeM for complete transaction cycle that is from order placement to payment.
- Buyers should adhere to T & C and Service levels defined under GeM

GeM – Way Forward

- Signing of MoU and operationalization of Standard Operating Procedures (SOPs)



THANK YOU