Government e-Marketplace
GeM– Overview

- A one-stop online procurement portal for all govt. buyers including central/state ministries, departments, bodies & PSUs. Launched on 9th August 2016. (https://www.gem.gov.in/)

The government is committed to curbing corruption. One of the key aspects of this objective is to minimize Governments human transactional interface.

- 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

- Analytical Dashboard
- Learning Management System
- Incident Management
- Price comparison using third party sites
- Advance analytics for product recommendation, price reasonability

Various Products/Services on offer with multiple sellers

Direct Purchase/e bid/RA

Integrated Payment System

Buyer/Supplier/Service Provider Registration

Market Search/ Comparison

Online Ordering/Contract Generation

Contact Centre and Online Training Modules
GeM has achieved significant scale in its short journey.

**Large ecosystem**
- 33 K+ buyer orgs
- 2 Lac+ sellers
- 8 Lac+ products

**Huge transaction base**
- 20,000+ cr transaction val.
- 14L + orders

**Cost Savings**
- ~25% savings over base price

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**Pre GeM phase**
- Cumbersome process
- Rates locked
- Local vendor base

**GeM 1.0**
- Aug’16 – Mar’17
- End-to-end online portal
- Basic functionalities

**GeM 2.0**
- Mar’17 – Dec’17
- Integration with Partners (UIDAI, MCA-21, Banks)
- MSP on board

**GeM 3.0**
- Jan’18
- Multi language support
- Advanced search
- Multi-cart

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**2500-3500 sellers**
**250-350 item categories**

**3,82,680 products**
**3,180 Cr. INR trans val.**

**2500-3500 sellers**
**250-350 item categories**

**5,127 products**
**420 Cr. INR transaction val.**

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GeM has been awarded as one of the winners of the South Asia Procurement Innovation Awards of the World Bank, 2016.
Savings

Category wise Savings %
Sorted on basis of Transaction Value

- Computers: 38.09%
- Pedal Powered Vehicles: 26.56%
- Writing And Printing: 28.89%
- Office Furniture: 26.77%
- Duplicating Machines: 28.28%
- Network Service Equipment: 48.30%
- Computer Equipment: 29.39%
- Printer And Facsimile: 34.08%
- Heating And Ventilation: 22.57%
- Digital Mobile Equipment: 28.84%
- Bedclothes: 26.87%
- Power Conditioning Equipment: 27.81%
- Computer Printer: 27.78%
- Projectors And Supplies: 25.25%
- Personal Communication: 23.17%

Mode Wise Savings Trend

Purchase Mode
- BID
- Direct
- L1 Buy

Savings %

- Saving %
- 31%

Month Wise Savings Trend

- December 2017: 22.1%
- January 2018: 24.5%
- February 2018: 24.6%
- March 2018: 24.6%
- April 2018: 26.0%
- May 2018: 24.6%
- June 2018: 31.5%
- July 2018: 31.5%
- August 2018: 36.7%
- September 2018: 36.7%
- October 2018: 36.7%
- November 2018: 34.9%
- December 2018: 29.7%
- January 2019: 35.4%
GeM Taking Significant Stride in Achieving its Objective

**Specification**
- Catalogue Management System (CMS)
- Consultative Committee Meetings (CCN)
  - Neutral
  - Current
  - Relevant (Value for money)

**Price Reasonability**
- Price comparison using third party service
- Comparison using historical purchases on GeM

**Profile & Scope**
- Pan India spread
- Smallest to biggest sellers (Turnover 1 Lac to >500cr)
  - MSME, SHG, Women entrepreneurs
  - OEM Oversight
  - Sanitized Market

Rule engine – mkt and transaction
Standardization of T&C
CMS based catalogue for offering, automated & regulated Technical evaluation
GeM– Price Reasonability on GeM

• As per GFR rules 149 related Key Points
  
  • The procuring authorities will certify the reasonability of rates.
  
  • The Government Buyers may ascertain the reasonableness of prices before placement of order using the Business Analytics (BA) tools available on GeM including the Last Purchase Price on GeM, Department’s own Last Purchase Price etc.

Price Discovery Tools on GeM

• L1/Comparison
• Bid
• RA
• Bid to RA

Support to Buyers regarding Prices

• Third Party site price crawling
• Last 6 Purchases (if available) details
• Last Six Month Price Trends
• Real time and online mode of Incident Reporting in case of insanities related to price or specs of products

Note: - It is responsibility of the buyer to ascertain the reasonability of prices. GeM supports by enabling the above mentioned features for buyers
GeM – Last Purchase Price and Price Trends Feature

Additional Information:
This product has been sold 10 time(s) out of 3981 time(s) in Multimedia Projectors Sub category.
Total value of purchases for this product is INR 7,46,910 out of INR 51,79,05,905 in Multimedia Projectors Sub category.

<table>
<thead>
<tr>
<th>Date</th>
<th>Unit Price (INR)</th>
<th>Order Quantity</th>
<th>Delivery Location</th>
<th>Supplier</th>
</tr>
</thead>
<tbody>
<tr>
<td>13-11-2018</td>
<td>26,912</td>
<td>2</td>
<td>DELHI</td>
<td>ALLIANCE DIGITECH PRIVATE LIMITED</td>
</tr>
<tr>
<td>12-10-2018</td>
<td>26,880</td>
<td>5</td>
<td>ANDHRA PRADESH</td>
<td>PROFESSIONAL DISPLAY SYSTEMS</td>
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<tr>
<td>01-12-2018</td>
<td>27,084</td>
<td>2</td>
<td>MADHYA PRADESH</td>
<td>ALLIANCE DIGITECH PRIVATE LIMITED</td>
</tr>
<tr>
<td>17-11-2018</td>
<td>27,084</td>
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<td>KERALA</td>
<td>ALLIANCE DIGITECH PRIVATE LIMITED</td>
</tr>
<tr>
<td>06-11-2018</td>
<td>27,084</td>
<td>1</td>
<td>ANDHRA PRADESH</td>
<td>ALLIANCE DIGITECH PRIVATE LIMITED</td>
</tr>
<tr>
<td>28-09-2018</td>
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<td>5</td>
<td>MADHYA PRADESH</td>
<td>ALLIANCE DIGITECH PRIVATE LIMITED</td>
</tr>
</tbody>
</table>
On line search tool for comparison from other similar sites for same and similar products and its price offered
GeM Market – Rating and Incident Management

Real time alerts and online mode for raising incidents in case of insanities related to price or specs of products.
GeM Market – Vendor Assessment

Assessment Report

- Netlink Distributors
  - Vendor assessed as: Service Provider/Resellers
  - Years of business exp with Govt: 10 yrs
  - Registered Address: Verified
  - Bank Account Details: Verified
  - Financial Data: Verified

<table>
<thead>
<tr>
<th>Assessment Year</th>
<th>Annual Turnover (Rs)</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015 - 2016</td>
<td>45,556,140</td>
<td>Verified</td>
</tr>
<tr>
<td>2016 - 2017</td>
<td>27,653,142</td>
<td>Verified</td>
</tr>
<tr>
<td>2017 - 2018</td>
<td>53,998,094</td>
<td>Verified</td>
</tr>
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</table>

- Sold Category Details: Verified

<table>
<thead>
<tr>
<th>Sold to Type</th>
<th>Category</th>
<th>Sold Value (Rs)</th>
<th>Financial Year</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Govt</td>
<td>IT Products</td>
<td>89,100</td>
<td>2014-2015</td>
<td>Verified</td>
</tr>
<tr>
<td>Govt</td>
<td>IT Products</td>
<td>21,700</td>
<td>2015-2016</td>
<td>Verified</td>
</tr>
</tbody>
</table>
The catalogue specs including golden parameters (specs that are price sensitive) are arrived at in consultation with:

- Industry Bodies,
- OEMs
- Domain Ministries such as IT products in consultation with MEITY, MHA for Police related ones, MoD for defence related item, and so on.

Record of these consultations are posted on TP Forum on GeM in its Home Page for any further input from public and then it is enabled in Market that too, dynamically. [https://gem.gov.in/forum](https://gem.gov.in/forum)
GeM Catalogue Management System

- Only Whitelisted OEMs
- Only Whitelisted OEMs and their authorized sellers
- Resellers - No OEMs
- OEMs and authorized resellers

CMS 1

- Desktops
- Laptops
- Servers
- Routers

CMS 2

- Furniture
- Office/Lab equipment
- Textile

CMS 3

- Low end general products
- Stationary, sanitation products
- Soaps, edible items

- Automobiles
- KVIC
- ACASH
GeM e-procurement lifecycle

- **Registration of Buyers**: 20 Minutes
- **Buyer internal purchase approval**
- **Buyer Search, Comparison and Add to Cart**
- **Order Placement- DP/Bid/RA by Buyer**
  - DP- 20 Minutes
  - Bid/RA- 10 Days

- **Registration of Seller/SP**: 20 Minutes
- **Approval of uploaded product**: 48/96 Hours
- **Payment**: 10 days from acceptance
- **Acceptance and CRAC generation**: 10 days from delivery
- **Order delivery to consignee**: As per contract- Min 15/45 days for automobiles
Services on GeM

Array of new Professional Services launched on GeM

Looking for something on GeM?

Procure on GeM for:
Services on GeM

- Printing Press
  - Printing Service provides cost-effective solutions and services to print a wide variety of booklets, brochures, forms, envelopes, cards, note-cards, files...
- Product Maintenance Service
  - The scope of Product Maintenance Service covers upkeep & smooth working of the equipment within the user department. Service provider shall deploy...
- Professional Services
  - Professional Services are typically Services offered by people (not institutions) having specialized domain knowledge and proven track record for advising (so...)
- Restaurants And Catering
  - Buyers can avail Catering and Catering Services as per their requirements. These Services include different types of menus as options for the Buyers L...
- Scanning And Digitisation Service
  - Scanning and Digital Imaging is the conversion of physical documents and images of any kind, in any format, into their digital equivalents. Reduction in p...
- Vehicle Hiring Service
  - Under Vehicle Hiring Services on GeM Buyer can hire the various Vehicles on Daily, Monthly, Yearly basis. Buyers can compare services from different Service...
GeM Fraud Detection

- Buyer-Seller Collusion by using special keywords across sub-categories
- Buyer splits orders
- Seller-seller collusion (cartel)
- Increase of prices after product approval

Leveraged analytics to identify suspicious transactions
Next : End to end Logistics, National Inventory & Real Time National Asset Management

- **Strategic Alliance with Third Party (3PL) Logistics Service Provider** by creating a relationship between GeM and an LSP (logistic service provider) for more customized offerings to user department and sellers if so needed by them.

- **Engagement of The fourth-party logistics (4PL) Service provider** through seamless integration for management of the entire process of GeM logistics which include seller as well as buyer side.

- **Real Time National Asset Management & Tracking** through integrated Inventory Management using commodity classification & electronic tagging of assets.
Thank You