



***GeM Training for Rural Development  
Department***

***Organised by “State Institute of Rural  
Development, Tamil Nadu”***

# Government e Marketplace (GeM)



## About GeM

- GeM is a one stop online procurement portal for all government buyers (Central / State Departments, Central & State PSU's, Institutions). (<https://www.gem.gov.in>).
- Launched in the year 2016

## How it Works?

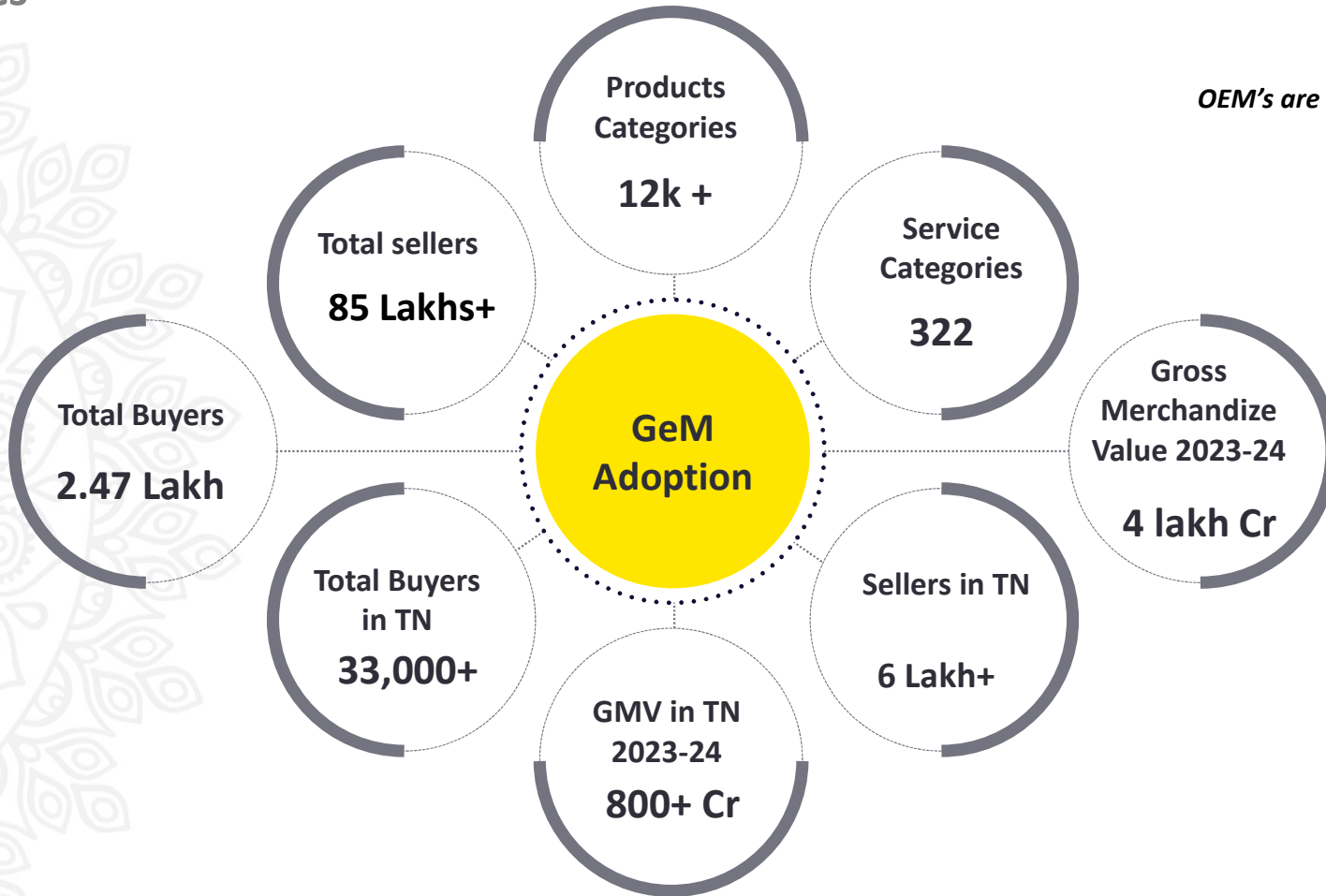
- The portal provides the marketplace tool for e-bidding, Reverse Auction, direct Procurement and Forward Auction

## Benefits of GeM?

- Enhance Efficiency, Transparency, Contactless and Inclusiveness in Public Procurement
- Best Value of money for all stakeholders

# Key Statistics

*OEM's are assessed by RITES*

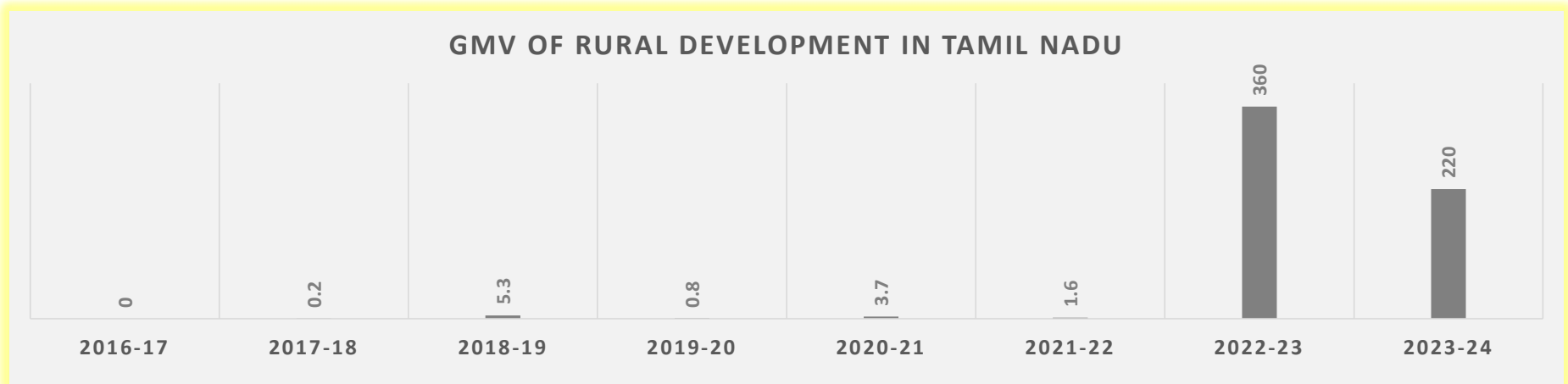
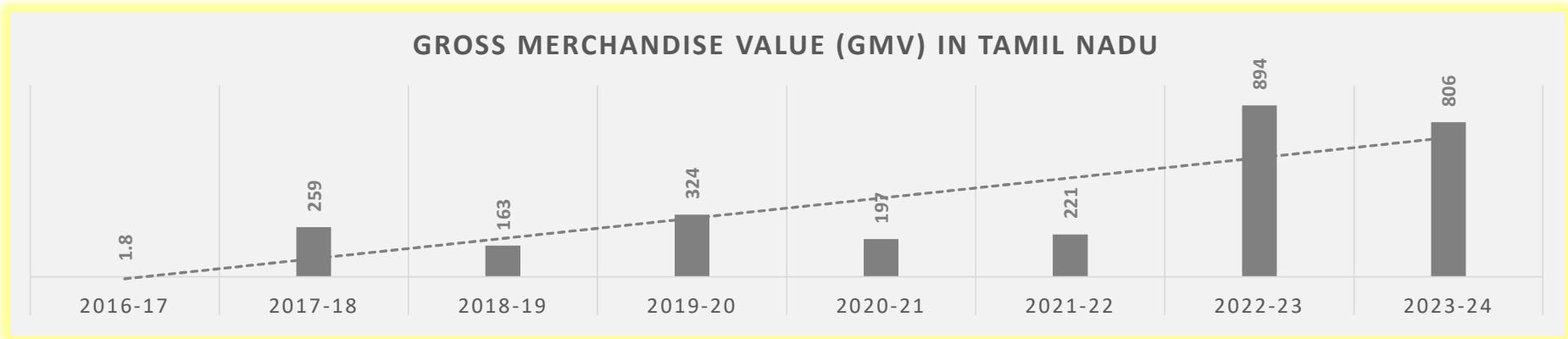


*Values for FY 2023-24*

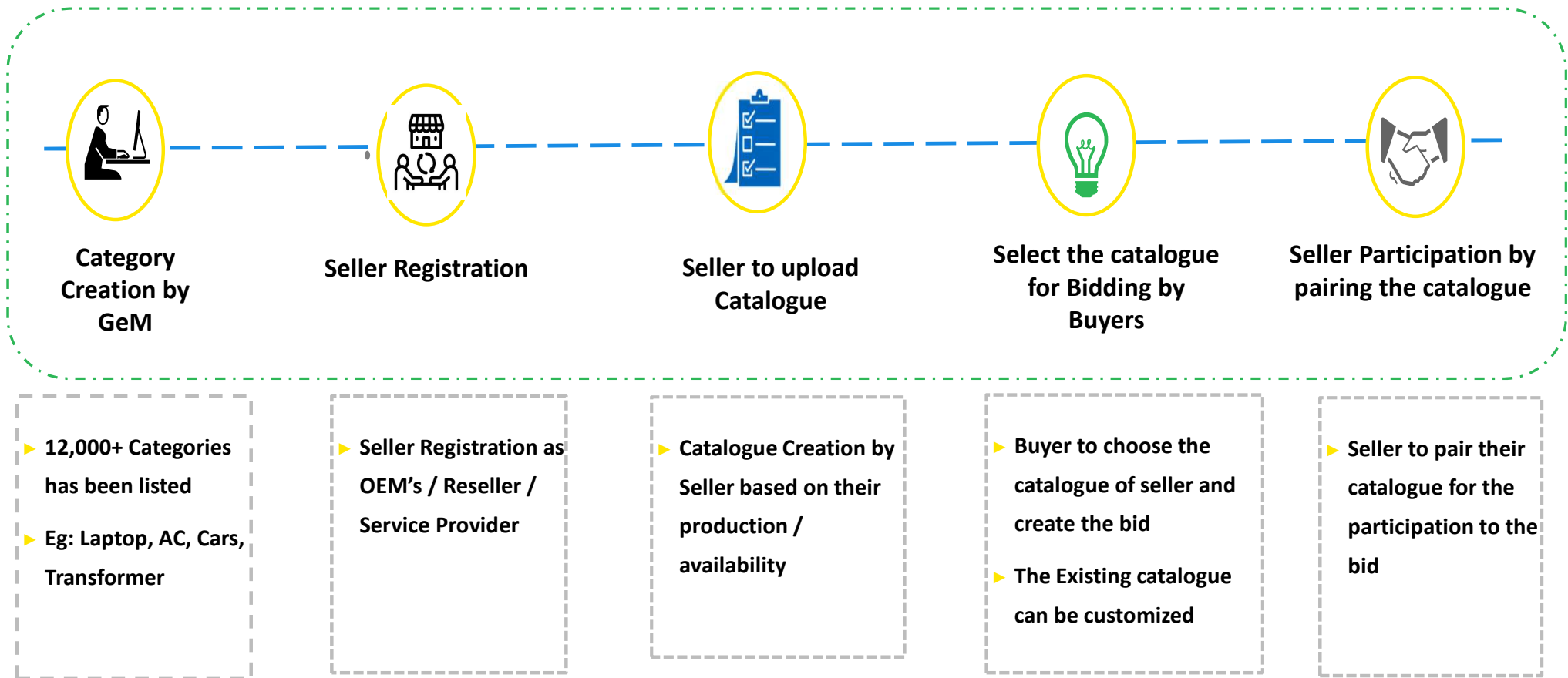
# GeM Adoption in Tamil Nadu



Year Wise Procurement (in Crores)



# How GeM Works

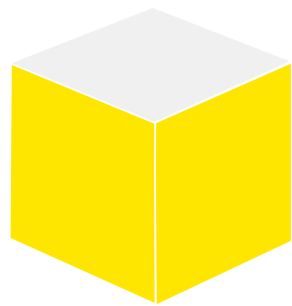


# Quadrant Policy in GeM

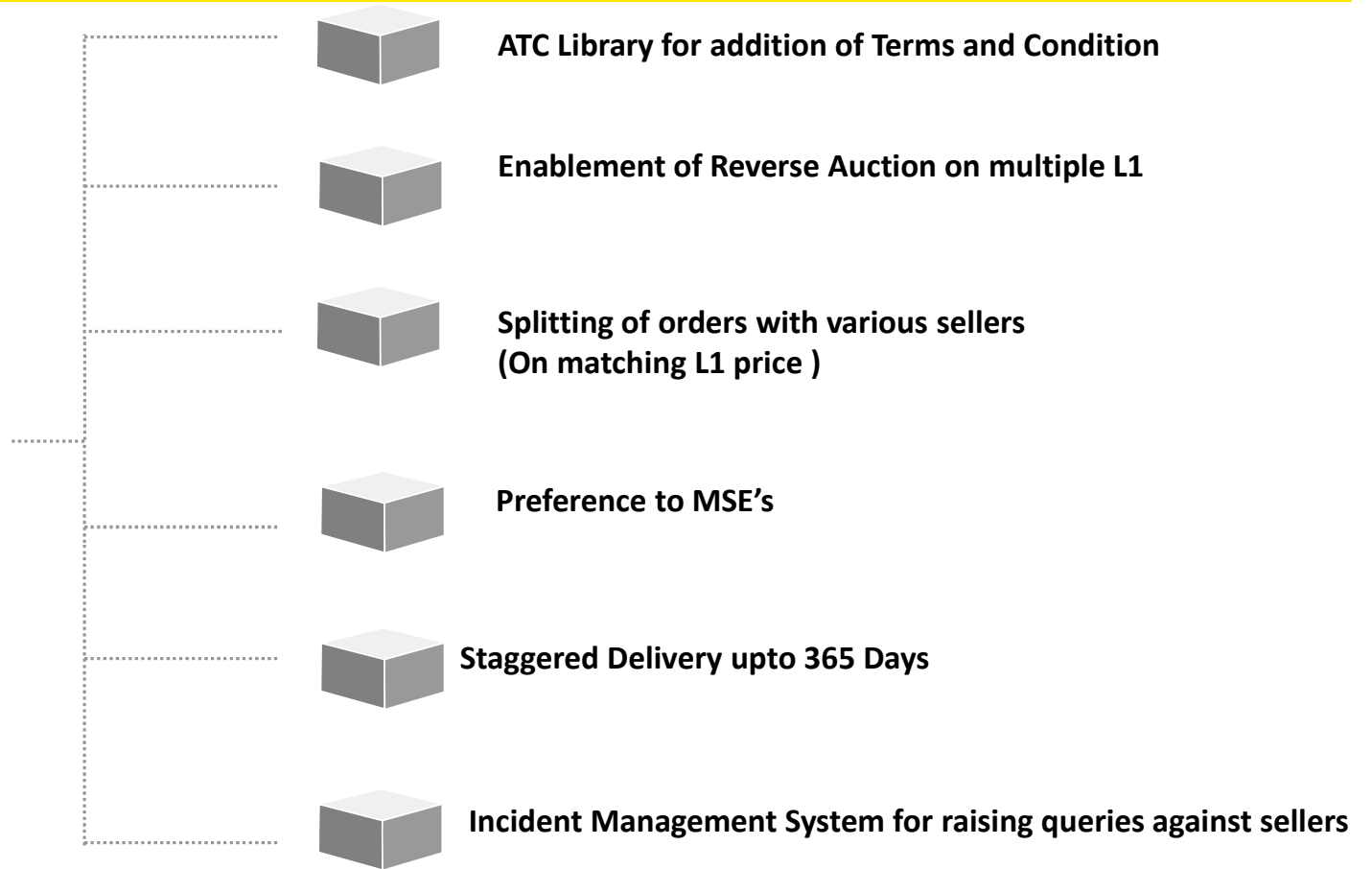
## Category Driven Catalogue Management System

Quadrant	Explanation	Example
Q1	<ul style="list-style-type: none"> <li>▶ OEM (Original Equipment Manufacturer) shall be exclusively offer and transact these products</li> </ul>	All vehicles
Q2	<ul style="list-style-type: none"> <li>▶ OEMs shall operate Market Place / Create Catalogue</li> <li>▶ Authorized Resellers will Pair the Product offered and update Offer Price, Stock and Delivery Locations</li> </ul>	Desktop, Laptop
Q3	<ul style="list-style-type: none"> <li>▶ The OEMs will Create Catalogue and in absence of creation of catalogue by OEM, Reseller can create and OEM's shall approve Authorized Resellers and for pairing</li> </ul>	Office Lab Equipment's, Furniture
Q4	<ul style="list-style-type: none"> <li>▶ Both OEMs and Resellers shall Create Catalogue</li> <li>▶ Reseller can pair the OEM's catalogue</li> </ul>	Stationary, General products
Q5	<ul style="list-style-type: none"> <li>▶ Specialized quadrant for Self-Help Groups (SHG) and Auto Created in back end as Resellers</li> </ul>	handicrafts

# Features of GeM



GeM



## Competitive Advantage



Feature	eProcurement	GeM	Remarks
Reverse Auction	✗	✓	In eProcurement, only negotiation can be done with L-1
Bid Notification	✗	✓	In Gem, notification goes to all category sellers
Marketplace	✗	✓	GeM has a wide marketplace with 10k+ categories
Order Creation	✗	✓	GeM is end-to-end online system
Standardization	✗	✓	GeM has a standardized bid creation process
Market Competition	✗	✓	GeM provides Pan country seller base for procurement
Vendor Assessment	✗	✓	In GeM vendor assessment is done by QCI
Online Invoicing & Payment	✗	✓	GeM provides platform for online invoicing & payment
MIS & Reporting	✗	✓	GeM provides easy access to all procurement data at one point & helps in identifying anomalous procurements
Incident Management	✗	✓	GeM provides contactless platform for Incident Management

**GeM can bring in efficiency to State Administration and offer analytics at no extra cost to State**

## Recent GO and inclusion of GeM in Tamil Nadu Tender Transparency Act

**Tamil Nadu GO (Ms. No: 93, Finance (Salaries) Department, Dated 30<sup>th</sup> Mar 2023 on [tntenders.in](https://tntenders.in)**

The order shall not be applicable to

Pt “e”, ii, Procurement under Section 16 of Tamil Nadu Tender Transparency Act, 1998

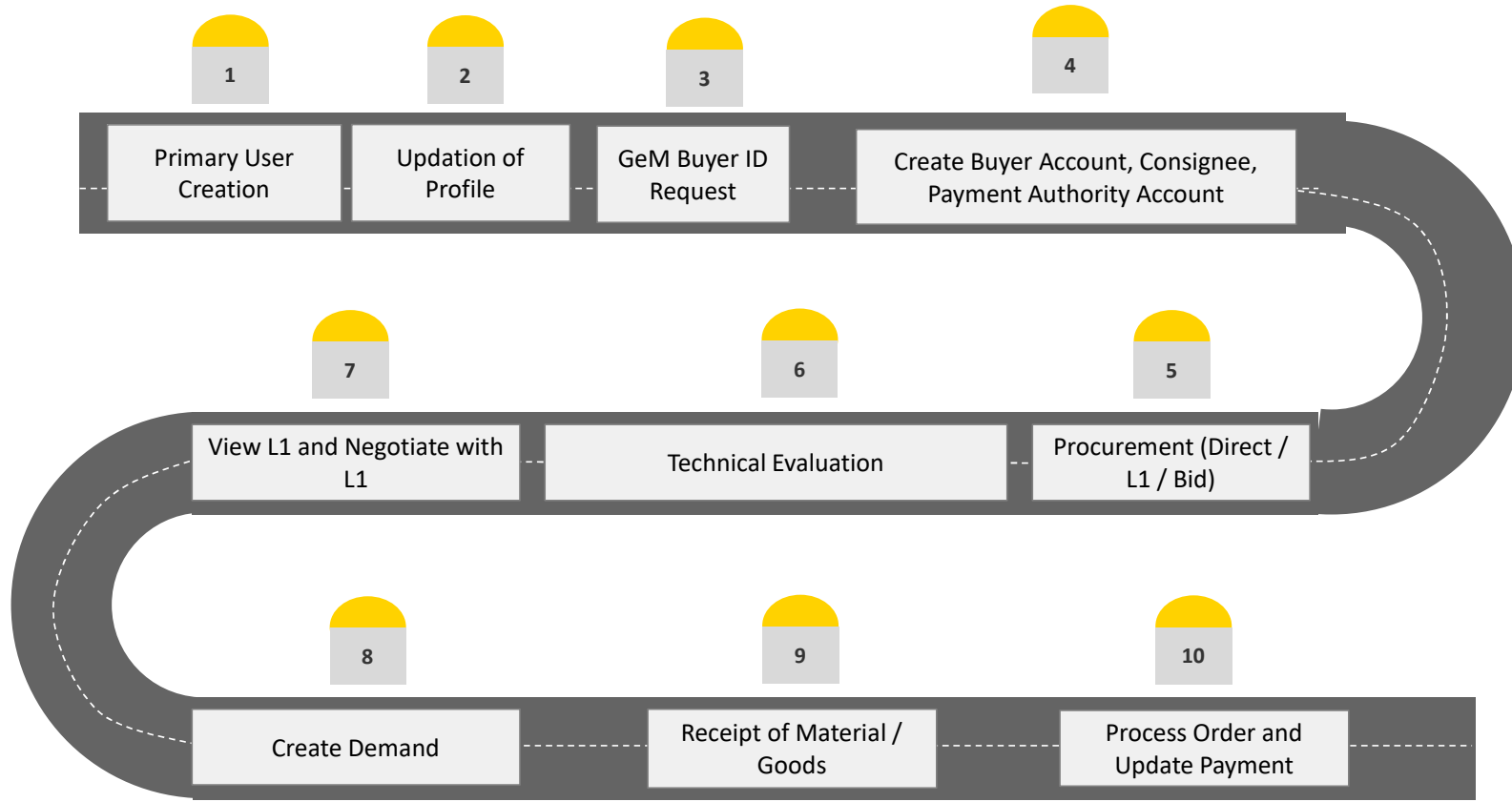
<C:\Users\Prasanna1.S\OneDrive - EY\Desktop\TAMILNADU GO Dated 30.3.23.pdf>

**Section 16 m of Tamil Nadu Tender Transparency Act, 1998**

(m) from the Government e-Marketplace (GeM) - Special Purpose Vehicle through rate contract, on-line bidding, on-line reverse auction and any other mechanism provided by the said Government e-Marketplace - Special Purpose Vehicle, as may be notified by the Government.]

<C:\Users\Prasanna1.S\OneDrive - EY\Desktop\TN Transparency intender Act clause 16.pdf>

# GeM Procedure



- Profile requires one Government ID (.nic.in) for Verifying Authority
- tn.gov.in / gembuyer.in IDs can be used for Primary user ID and Secondary user ID

# GeM - Procurement Options

1

## Direct Purchase –

- Upto Rs. 25,000
- Exception – All Vehicles under Q1  
(Minimum 12% discounts are available for Automobiles)

2

## L1 Purchase –

- >Rs. 25,000 to Rs. 5 L
- 3 different Brands to be Compared

3

## Bidding / Reverse Auction – Any Value

- Adding Upto 5 additional parameters

4

## Intent of Buying - PAC

- Procurement of specific product as per requirement

## Bunch Bid – Any Value

- Bidding of related products

# Demonstration of various Procurement Methods

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**Direct Purchase**

**L1 Purchase**

**Product Bidding**



PDF Document

**Service Bidding**



PDF Document

## Additional features in GeM



**Single Packet Bid:** All bidders, who submitted bids are evaluated based on the ranking at the time the bids are opened

If L1 is technically disqualified, proceed to L2



**Service Bid:** Local purchase preferences are available and pin code based filters also available for the service providers

**Unworkable L1:** An abnormally low price quoted by L1 raises concerns of the capability of the seller

Procuring entity can seek for clarification to justify the price. On failure of justification by L1, the order shall be routed to L2



**Push Button Procurement: PBP** Process to provide fair prices to small/infrequent buyers. L1 purchase (Compare and Buy For Up to Rs. Five lakhs).

Each Order Creation can only happen when there are at least 5 participations (2 OEM and 3 Resellers) in the PBP



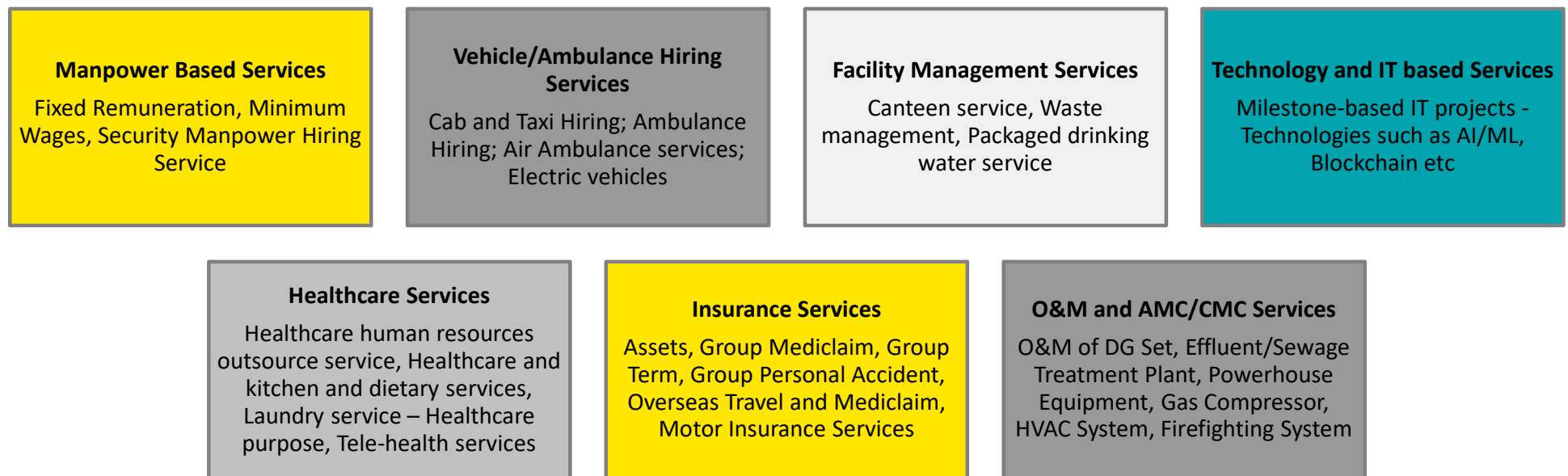
## GeM – Top Categories procured by RD across India

<b>Passenger Motor Vehicles</b>	<b>Vehicle Hiring Service</b>	<b>Interior Lighting Fixtures And Accessories</b>
<b>Computers</b>	<b>Lamps And Lightbulbs</b>	<b>Planning System</b>
<b>Medical Bio-Hazard Disposal Products</b>	<b>Pedal Powered Vehicles</b>	<b>Outdoor Furniture</b>
<b>Specialized And Recreational Vehicles</b>	<b>Domestic Dishes And Servingware And Storage Containers</b>	<b>Printing Press</b>
<b>Office Furniture</b>	<b>General Classroom Furnishing</b>	<b>Stage And Studio Luminaires</b>
<b>Exterior Lighting Fixtures And Accessories</b>	<b>Computer Displays</b>	<b>Personal Communication Devices</b>
<b>Waste Containers And Accessories</b>	<b>Audio And Visual Equipment</b>	<b>Writing And Printing Paper</b>
<b>Automobile</b>	<b>Pumps</b>	<b>Waste Management Service</b>
<b>Duplicating Machines</b>	<b>Vehicle Bodies Trailers</b>	<b>Purses And Handbags And Bags</b>
<b>Plant Fibers</b>	<b>Power Plants</b>	<b>Oxygen Therapy Delivery Systems And Devices</b>
<b>Water Treatment And Supply Equipment</b>	<b>Power Conditioning Equipment</b>	<b>Projectors And Supplies</b>
<b>Motorized Cycles</b>	<b>Furniture</b>	<b>Annual Maintenance Service For Ict Products</b>

## GeM – Top Categories procured by RD across India

<b>Discrete Components</b>	<b>Cleaning Or Janitorial Carts And Accessories</b>	<b>Veterinary Nutritional Supplements</b>
<b>Commercial Pipe And Piping</b>	<b>Professional Outsourcing Service</b>	<b>Phone And Video Conference Equipment And Hardware And Controllers</b>
<b>Event Management Services</b>	<b>Network Service Equipment</b>	<b>Computer Equipment And Accessories</b>
<b>Games</b>	<b>Laboratory Water Purification System</b>	<b>Portable Commercial And Industrial Buildings And Structures</b>
<b>Restroom Supplies</b>	<b>Industrial Exterior And Landscape Lighting fixtures Accessories</b>	<b>Interior Lighting Fixtures</b>
<b>Medical Weight Scales</b>	<b>Patient Point Of Care Testing Supplies And Equipment</b>	<b>Manual Test Kits And Quality Controls And Calibrators And Standards</b>
<b>Educational Or Reference Software</b>	<b>Batteries Cells And Accessories</b>	<b>Signage</b>
<b>Computer Data Input Devices</b>	<b>Seating</b>	<b>Digital Mobile Equipment And Components</b>
<b>Laboratory Water Purification Equipment And Supplies</b>	<b>Toys</b>	<b>Cleaning And Disinfecting Solutions</b>
<b>Patient Beds And Accessories</b>	<b>Power Generators</b>	<b>Manufacture Of Transport Equipment</b>
<b>Restaurants And Catering</b>	<b>Printed Publications</b>	<b>Tool Kits</b>
<b>Bedclothes</b>	<b>Sanitary Ware</b>	<b>Earth Moving Machinery</b>

# GeM – Top Service Categories





Efficient • Transparent • Inclusive

The logo for the 75th Azadi Ka Amrit Mahotsav. It features a large "75" in a brown, serif font. The "5" is stylized with a white Ashoka Chakra wheel in the center of the "7". To the right of the "75" is a stylized representation of the Indian national flag (Tiranga) in orange, white, and green, with a white Ashoka Chakra wheel in the center of the white band. Below the "75" and the flag, the text "Azadi Ka" is written in a brown, serif font, and "Amrit Mahotsav" is written in a larger, bold, brown, serif font.

75  
Azadi Ka  
Amrit Mahotsav