

Three Day Capacity Building Program (45th Edition) on “Navigating Procurement via Government e Marketplace (GeM), Strategic Contracts in Procurement - Negotiation, Enforcement & Dispute Resolution”

29 - 31 October, 2025 - ibis Pune Hinjewadi

ENROL NOW

Benefits / Objectives:-

- Gain an overall understanding of the essential aspects of operating and handling the GeM web portal.
- To enable participants to adopt the best procurement practices for floating tenders, evaluation & award in all types of procurement
- Provide users the speed and flexibility of e-commerce site in sourcing its requirement
- To drive efficiency, transparency and inclusivity in India's Public Procurement domain
- To have technology enabled dynamic, self-sustaining, user friendly, fair and transparent procurement system
- To promote standardization of products, demand aggregation, Make in India
- Identify the document that becomes a legally enforceable part of a contract
- To provide users the speed and flexibility of e-commerce sites in sourcing its requirements
- Reduce the risk of delaying a project by using contract negotiations

What do our Participants say:-

- Based on various cases discussed, learnt about best practices to be followed
- Topic covered very well and learned new things with examples
- Will help in dealing with GeM related issues
- Both pre & post contract management including dispute resolution mechanism very well explained with experiences & examples.
- Case studies & examples were helpful in getting the topic more clearly.
- Will help in better analysis and examination of contract
- Will enhance the quality of procurement work in future
- Deeper understanding of practical aspects of commercial contract
- All concept of drafting very well explained with easy examples.
- Several barriers of MSMEs in commercial contracts clarified by faculty and very interactive session

PROGRAMME FEE

Training Venue	ibis Pune Hinjewadi Rajiv Gandhi Infotech Park, Hinjewadi, Phase II, Pune – 411057
Training Date	29 - 31 October, 2025
Residential Program Fee	INR 43,070/- (INR 36,500 + 18% GST) per participant
Non-Residential Program Fee	INR 26,550/- (INR 22,500 + 18% GST) per participant
■ For Individual Nomination - No Discount is applicable	
■ For Standard Group of min. 2 & upto 3 nominations from one organization - We will be offering a discount of 5% on Program Fee	
■ For Prime Group of minimum 4 & above nominations from one organization - We will be offering a discount of 10% for the additional participants. (Example: in case of 6 nominations from one organization, 3 nominations will be eligible for 10% discount and 3 nominations will be eligible for 5% discount)	

PROGRAMME DIRECTOR	PROGRAMME COORDINATOR
Mr. Rajesh Batra, Head-Centre for MSME Indian Institute of Corporate Affairs E-mail: rajesh.batra@iica.in Phone: 9871417394 , 8595690458	Mr. Nitin Wahi, Consultant Indian Institute of Corporate Affairs E-mail: cmsme.iica@gmail.com Phone: 9818891007