Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs, Govt. of India)

Organizes
Three Day Capacity Building Program
(51ˢᵗ Edition)

"Navigating Procurement via Government e Marketplace (GeM), Leading with AI in Procurement & Supply Chain Management"

19 - 21 May, 2026
HRJ Sarovar Portico, Indore

ABOUT IICA

Indian Institute of Corporate Affairs (www.iica.nic.in) is a 21st century unique world-class institution established by the Ministry of Corporate Affairs, Government of India. Its aim is to provide holistic treatment of all issues that impact corporate functioning to help today's business and shape tomorrow's. The Hon'ble Minister of Finance and Corporate Affairs is the President of IICA. Secretary, Ministry of Corporate Affairs is the Chairperson of the Board of Governors, which has many eminent personalities. The state-of-the-art campus of IICA is located at IMT Manesar, Dist. Gurugram, Haryana.

The Centre for MSME, an integral part of Indian Institute of Corporate Affairs (IICA), has been established to foster understanding of the regulatory framework, encourage innovative responses to business environments and focus on all other relevant issues affecting the MSMEs. It enables capacity building through training and interactions such as seminars and workshops, engages in documentation and research on MSMEs practices, encourages cluster development initiatives and uses its pivotal crosscutting position to create synergy among various facets of the MSME sector.

OVERVIEW

Government e Marketplace (GeM) is a unified digital platform that facilitates end-to-end procurement of goods and services by various government departments, organizations, and public sector undertakings (PSUs).

GeM provides a paperless, cashless and contactless ecosystem for government buyers to directly purchase products and services from pan-India sellers and service providers through an online platform. GeM covers the entire gamut of procurement process, right from vendor registration and item selection by buyers to receipt of goods and facilitation of timely payments. GeM has envisioned to utilise the agility and speed that come along with a digital platform created with a strategic intent to reinvigorate public procurement systems and bring about a lasting change for the underserved as well as the nation.

Built on the pillars of Efficiency, Transparency and Inclusivity, GeM has emerged as a digital tool in nation's interest, aimed at catalyzing excellence in public procurement.

GeM – Government e-Market place is an end-to-end e-commerce platform for procurement of goods & services by Government organizations. GeM offers all modes of procurement (direct purchase, L1, bid & reverse auction) in a paperless and cashless manner. The GeM portal is currently being used by almost all departments/ organizations of Central and State Governments as mandated mandatory by the Government of India.

"GeM has harnessed digital capabilities and has emerged as a one-stop-shop for procurement of all possible goods & services that may be required by Government buyers at various levels of administration".

Navigating Procurement via Government e Marketplace (GeM) is crucial for any organization in 2026

It connects more than 1.6 lakh government buyers with 23 lakh sellers and service providers. In terms of categories, nearly 12,000 product categories and 320 service categories enable the procurement of different goods and services.

Micro and small enterprises are getting major business from public procurement portal GeM and they are expected to sell goods and services worth over USD 20 billion by the end of this fiscal.

GeM has streamlined Government procurement into a unified platform used by a nationwide network of sellers and service providers.

Hence, intensive training on "Navigating Procurement via Government e Marketplace (GeM), Leading with AI in Procurement & Supply Chain Management" should be a vital part of any business plan / buying plan in 2026, as procurement impacts everything from customer satisfaction and product quality to cash flows and profitability. With supply chains becoming more complex and constrained, leveraging critical skills is essential for success in today's business landscape.

Key Stakeholders of GeM

Buyers

- Central Govt.
- Central PSUs
- State Govt.
- State PSUs
- Autonomous Bodies

Sellers

- OEMs
- MSE
- Startup
- Authorized Resellers
- Service Providers

The program outline covers the essential aspects of operating and handling the GeM web portal for both buyers and sellers, including floating tenders, evaluation, award, and advanced features as well as Recent Guidelines & General Financial Rules (GFR) application w.r.t. GeM, its process flow, challenges & complexities. It also allows for a comprehensive understanding of the platform and hands-on practice to ensure participants are conversant with GeM operations.

Risk Management

It goes without saying that risk management is an essential component of procurement training. In today's challenging business environment, procurement professionals must be equipped with the skills to identify, assess and mitigate the different types of risks that could impact their organizations. These include supply, price, financial, legal and safety risks.

We must take provisions to manage the following types of risks:-

- Supply Risk – the possibility of production line shutdown, failure to meet customer requirements, and/or other catastrophes due to the non-availably of certain goods or services at a particular time.

- Price Risk – the possibility that prices for goods or services could be adjusted to your organization's disadvantage.

- Financial Risk – your organization could possibly lose existing assets, future revenue, or potential income due to a financial or economic event or series of events. This risk category appears to be eminent.

- Legal Risk – the possibility that your organization could be a party to a lawsuit, particularly in which your organization has a lower-than-average probability of prevailing

- Safety Risk – the possibility that a person could be injured or killed or property damaged or destroyed.

Eight processes take place over the course of Vendor Management Lifecycle

- Vendor Identification & Contact
- Vendor Qualification (Risk Mitigation)
- Vendor Review & Selection
- Vendor Onboarding
- Vendor Performance Management
- Vendor Risk Management
- Vendor Relationship Management
- Vendor Offboarding

To Improve Efficiency, Accuracy & Completeness across all Eight Procedures of the Vendor Management Lifecycle access to Solutions like:

- Advanced Artificial Intelligence (AI)
- Process Automation
- Vendor Data Management

Spend Management

Spend Management is a crucial skill for procurement professionals in today's business landscape. It involves the formulation and execution of an annual buying plan that includes forecasting demand for different categories of products and services, assessing the market for each commodity, determining the method for procuring each commodity and identify the resources needed for successful procurement.
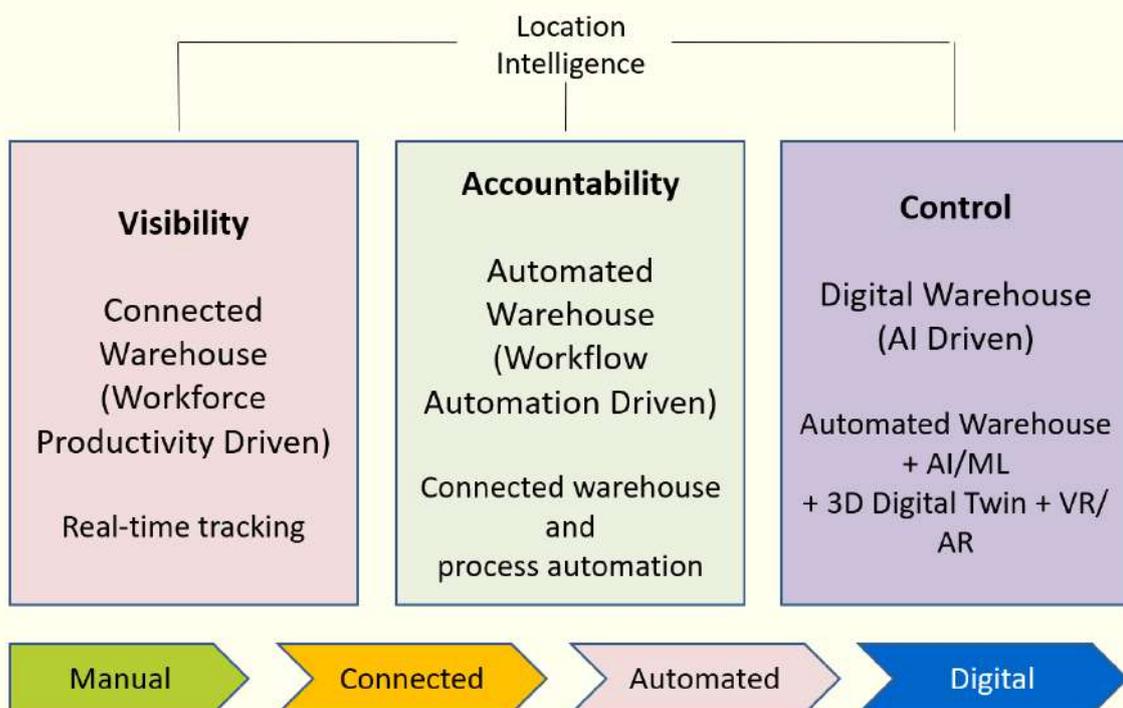
Decisions around Supplier Selection

Decisions around supplier selection are a critical aspect of procurement, with a significant impact on an organization's bottom line. Procurement professionals must possess the skills to assess the suitability of potential suppliers, evaluate their capabilities and reliability and negotiate contracts that align with organizational goals. Not having a robust strategy for supplier selection can result in suboptimal business outcomes, including delivery delays, increased costs, and quality issues.
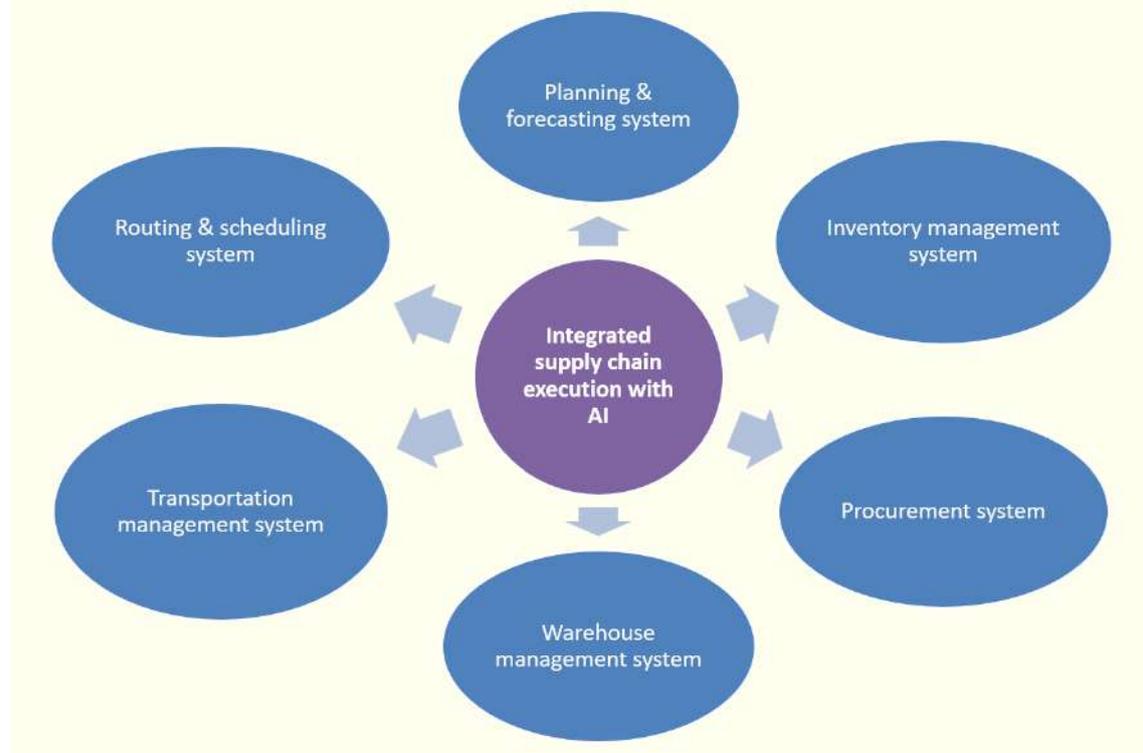
Thus, procurement training is vital. It equips professionals with skills to understand and anticipate customer needs. This enables them to source and acquire goods and services that meet requirements.

SCM - What does the Future Hold?

Location Intelligence

Visibility	Accountability	Control
Connected Warehouse (Workforce Productivity Driven) Real-time tracking	Automated Warehouse (Workflow Automation Driven) Connected warehouse and process automation	Digital Warehouse (AI Driven) Automated Warehouse + AI/ML + 3D Digital Twin + VR/AR

Manual → Connected → Automated → Digital

Integrated supply chain execution with AI

Leading with AI Technology to Professionalize Procurement & Supply Chain

From intelligent planning to smart routing and demand forecasting, artificial intelligence is transforming how supply chains respond to change. How can technology best be used for efficiency and adaptability, and what returns are businesses seeing on their investment in AI?

Leading with AI is a focused programme for senior leaders who want to understand AI clearly, see its practical power in their own business context and identify where it can make a real difference in their organisations.

This programme gives senior executives the clarity to make sound judgements about AI, ask the right questions of their organisations and lead adoption with confidence.

- A clear and honest understanding of what AI is, how it works and where it creates genuine value. No technical background is assumed and none is needed.

- Real examples of AI working across Finance, Sales and Marketing, Procurement and Board level functions, with specific outcomes that connect to their own context.

- Live demonstrations where AI is used on actual business problems in the room, making the capability visible and tangible rather than theoretical.

- A set of AI opportunity ideas developed for their own organisation through structured group work, and clarity on how to take the first steps.

OBJECTIVES

- Gain an overall understanding of the essential aspects of operating and handling the Government e-Marketplace (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

- Identify and prevent common risks and inherent risks allocated between Seller and Purchaser and how these risks can be mitigated.

- Identify the document that becomes a legally enforceable part of a contract

- Reduce the risk of delaying a project by using contract negotiations.

- Understand how the importance of contracts will differ among international suppliers
- Participants will be exposed to the latest trends, real-world case studies & examples that can help in streamlining the procurement contract process.

- Participants will understand key elements of effective contract management and take their skill to the next level in implementing strategies for optimizing procurement contracts

- To develop confidence of Indian bidders

- To build & enhance trust between Government & Private Suppliers

- To address industry suppliers issue & challenges

- Discover how procurement, finance and supply-chain leaders can find value in volatility.

To have insights into how AI-powered platforms can:

- Predict potential disruptions

- Automate procurement processes

- Identify alternative suppliers

- Optimize resource allocation

LEARNING OUTCOME

Participants learn to think about AI clearly, identify meaningful use cases, assess feasibility, choose appropriate implementation paths, adopt AI responsibly, and apply AI directly to business, finance, operations, sales, customer experience, and executive decision-making.

WHO WILL ATTEND

- Responsible Officers / Officials / Asst. Secretary to Joint Secretary of Central Government Ministries / Departments / State Governments including its attached/subordinate offices, Central Public Sector Units (CPSUs) / PSUs and Autonomous Bodies & Regulators.

- Head of Procurement, Purchasing & Supply Chain Leaders including Heads of Functions, Senior Leaders & Professionals

- Directors / Associated Directors / GM / DGM / Managers / Finance & Accounts Managers, Contract Managers, Procurement Managers, Category Managers, Business Development Managers, Operation Managers, Project Managers, Commercial Managers, Head of Sourcing, Auditors & Supply Controllers, Administrative Officers, Managers involved in Purchasing Operations in PSUs, Defence, Railways, CPWD, Health, Aviation, Telecom, Construction, Smart City Development Corporations and other Central & State Govt. Departments.

- Procurement Analyst, Divisional Head of Finance, Stores & Purchase / Logistics from Municipalities, Hospitals, School Boards & Academic Institutions, Deputy Registrar to Registrar from Self Financing Technical Institutes (SFTIs) / Universities,

- Corporate Legal Heads/General Counsels, Public service, utility managers, Executives and legal experts, Corporate Legal Advisors, Company Secretaries, Corporate Lawyers, Arbitrators & Mediators

- CEOs & CFOs, Finance Manager & Senior Professionals from Corporate houses, PSUs, Statutory / Autonomous Bodies

- PSU Board Members & CMD Level Officers

- Procurement Staff of bilateral and multilateral international organizations, international financial institutions, unilateral agencies, Embassies' etc.

- All Public Procurement Practitioners of National & International Agencies

- Project Directors & Procurement Staff of projects funded by National & International Financial Institutions: World Bank, Asian Development Bank, African Development Bank, European Development Bank, SIDBI & other development partners.

- Industries participating for Government / CPSE businesses

- Units of MSME and KVIC interested in Government businesses

- CA firms engaged in procurement audits

PROGRAM COVERAGE

Day - 1
(19 May, 2026 - Tuesday)

TIMINGS	SESSIONS
01:00 pm - 02:45 pm	Lunch at the assigned hall in the hotel
03:00 pm - 03:15 pm	**Setting the Context & Welcome Remarks** Introduction among the participants
03:15 PM - 06:00 PM	**Overview of Government e-Marketplace & Registration Process** • Evolution of GeM • Legal and Regulatory Framework • Buyer Registration Process • Primary User Registration, Secondary User Registration • Buyer, Consignee, Indentor • DDO/PAO • Benefits to Buyer • Types of Procurement on GeM o Direct Purchase Process o L1 purchasing o Bid/ Bid to R.A. o P.A.C. Procurement o Custom Bid o Push Button Procurement • Workflow & Timeline of GeM **Exploration of GeM functionalities** • Placement of Order for Goods • Receipt of Goods, accepting the Goods and issuing C.R.A.C. on the GeM portal • Procedure for Payment and Payment initiation in GeM • Creation and finalisation of Bid and Reverse Auction on the GeM portal • Placement of Order for Services with terms and conditions • Incident Management, Buyer/Seller Ratings • **Buyer's Perspective** o Registration process for buyers on GeM o Navigating the buyer dashboard

Day - 2
(20 May, 2026 - Wednesday)

TIMINGS	SESSIONS
10:00 AM - 01:00 PM	**Exploring categories and products available on GeM** • Modifications in Available Category • Category creation **Floating Tenders on GeM** • Types of tenders on GeM (Single packet bid / two packet bid) • Understanding tender documents and specifications • Creating and publishing tenders • Creation and Finalization of Bid and Reverse Auction on the GeM Portal **Preparation of Customized bid** • Template for customized bid • BOQ, Terms & Conditions Between Buyers and Sellers, Payment Terms • Bid Evaluation / Qualifying Criteria **Evaluation and Award of Contracts** **Tender Evaluation** • Criteria for bid evaluation • Price reasonability and discovery • Reverse Auction on Gem Portal **Award of Contracts** • Contract management on GeM • Handling disputes and grievances • Raising Incident In Case Of Dispute
01:00 PM - 02:00 PM	Lunch
02:00 PM - 05:30 PM	**Seller's Perspective** • Registration process for sellers on GeM • Creating and managing seller profile • Uploading products/services on GeM • Vendor onboarding & assessment **New features on GeM** • Single packet bid • Unworkable L1 • Transfer of Bids • Draft Bid duration • Item-wise evaluation of services • Make in India (MII) for Services • Option of fund blocking for service orders - G.P.A. & P.F.M.S. • Minimum floor price for minimum wage-based Manpower outsourcing service.

TIMINGS	SESSIONS
10:00 AM - 01:00 PM	**AI Foundations for Business Leaders** Building the right mental model before making any decision about AI **The AI Landscape: What Is Happening and Why It Matters** • How organisations are moving now are building advantages that will be difficult to close later. • The major categories of AI tools, who the leading players are and what industries are already doing with them. **How AI Works and Where It Falls Short** • AI learns from data and produces outputs based on patterns. The quality of the data determines the quality of every result. • AI can produce confident, fluent responses that are factually wrong. Understanding when and why this happens is a governance responsibility. **How to Think About AI in Your Organisation** • The right starting point is not which tool to use but which tasks and decisions in your organisation are genuinely ready for AI. • Ask what happens if the AI output is wrong. That answer tells you what governance you need before you deploy anything.
	Core AI and GenAI Concepts for Non-Technical Leaders • Key terminology: models, training data, prompts, APIs, automation. • How modern AI systems work at a high level, with no mathematics required. • Failure modes: hallucinations, brittleness and garbage in garbage out. How these compare with traditional IT systems.
	AI Mindset and Opportunity Lens • From tools to mental model: where AI performs well (pattern recognition, summarisation, language tasks) and where it falls short (judgement, context, ethics). • Framework: Tasks, Decisions, Data, Risk. A practical way to scan any process through an AI lens. • Case examples from governance, risk and compliance (policy mapping, KYC and AML checks), MSME credit assessment, and tax, M and A and company law document workflows. • Exercise: Each participant maps one process from their own function and identifies the AI touchpoints
01:00 PM - 02:00 PM	Lunch

	Overview of the Build Programme: Procurement, Finance, Compliance, Supply Chain and Board Applications This session bridges the conceptual grounding with the practical builds. Participants see clearly what they will be building, understand why each build was chosen and know how to approach the sessions ahead with the right mindset. • Walkthrough of all 2-3 builds across Finance, Sales and Marketing and Board functions. • Guidance on selecting the builds most relevant to each role. Board members, MSME promoters, government officers and KMPs each find direct applications across multiple functions. • Live guided demos using the tools participants will work with throughout the programme: text summarisation, drafting, classification and basic workflow automation. • Prompting for Leaders: how to ask AI the right questions, structure context clearly and review outputs with a critical eye. • Discussion: Where did the AI go wrong in these demos? What guardrails would you put in place as a leader?
02:00 PM - 05:30 PM	**Executive and Board Dashboard** An interactive dashboard built in Claude Artifacts with KPI cards across key functions including Revenue, Margins, Cash Position, Compliance Score, Customer NPS, Employee Attrition and Pipeline Value. Each KPI displays the current value, target, variance and a trend arrow, with a drill down monthly breakdown on click. A Board Governance view covers meetings held versus those required, committee compliance, related party transaction status, CSR spend against obligation, secretarial audit observations and pending resolutions. An AI initiative tracking section is added live during the session. End Result: An executive dashboard covering governance and business KPIs that can serve as a standing Board or Audit Committee view, built and customised live in the session. Who Uses It: Board member presents at their next Audit Committee meeting. CFO has a one page executive MIS. MSME promoter sees business health clearly visualised for the first time.
	Way Forward - Solving Business problems with AI **Guided Roadmap Work** Each participant selects two-three high priority use cases for them and their company during the programme, or from ideas that emerged along the way, and completes a structured one page pilot proposal covering the following: • Problem they are facing or the most repetitive task they want to automate in their organisation • Clear success metrics and measurable outcomes they will achieve after this is implemented • Timeline, budget estimate and contact details
	Wrap-up and Feedback, Closing remarks

METHODOLOGY

The methodology of the training program would be participative in nature. The sessions would be based on Frontal lectures, conceptual deliberations, case studies, and group exercises/discussions.

PROGRAMME FEE & VENUE

Training Venue	**HRJ Sarovar Portico** 562, Mahatma Gandhi Road (MG Road), Regal Square Indore - 452001 (Madhya Pradesh)
Training Date	19 - 21 May, 2026
Residential Program Fee	INR 44,250/- *(INR 37,500 + 18% GST)* per participant
Non-Residential Program Fee	INR 28,910/- *(INR 24,500 + 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 5% discount and additional 3 nominations will be eligible for 10% discount)*

- IICA's Residential Program Fee includes 3 nights' accommodation, Breakfast, Lunch & Dinner on Buffet set up, AM & PM Tea/Coffee.

- IICA's Non-Residential Program Fee includes Buffet Lunch, AM & PM Tea/Coffee.

- The above program fee does not include transfer to the hotel/venue and airport, local travel and air-travel.

IICA RESIDENTIAL PROGRAMME SCHEDULE

19 May, 2026 Day 1	20 May, 2026 Day 2	21 May, 2026 Day 3	22 May, 2026
Arrival day- Check in from 01:00 pm onwards	Breakfast	Breakfast	Breakfast
	Forenoon sessions	Forenoon sessions	Departure day- check out by 11:00 am
Lunch (01:00pm-03:00pm)	Lunch (01:00pm-2:00pm)	Lunch (01:00pm-02:00pm)	
Post lunch sessions	Post Lunch sessions	Post Lunch sessions	
Dinner	Dinner	Dinner	

PAYMENT DETAILS

S. No.	Particulars	Details
1.	Name of the Beneficiary	Indian Institute of Corporate Affairs
2.	Account Number	604810210000007
3.	Bank Name & Branch	Bank of India, Manesar Branch, Haryana
4.	NEFT IFSC Code	BKID0006705

GENERAL INSTRUCTIONS

- Due to a limited number of seats, it is recommended to send the nominations at the earliest, for ensuring availability.

- Acceptance of the nominations is subject to the seat availability and receipt of the programme fee latest by the last date for nominations.

- The program fee once deposited is non-refundable, however, substitutions are allowed.

- IICA shall not bear any charges towards participants to & fro travel from their residence / place of stay and the training venue. All participants shall make their own arrangement to reach the training venue on time as per the program schedule.

- IICA will not provide boarding and lodging before and after the dates of the programme. Participants planning to stay longer than the scheduled duration should arrange the same at their own cost.

- The participants shall be awarded a Certificate of Participation on successful completion of the programme.

- Participants are requested to assure their health and safety during the training period and IICA will not be liable for medical expenses incurred by the participants during the program

- The program is subject to alterations/cancellations/changes etc. at the sole discretion of Indian Institute of Corporate Affairs.

OUR REPUTED CLIENT'S

Steel Authority of India Limited (SAIL)	Haryana Power Generation Corporation Ltd. (HPGCL)	National Aluminium Company Ltd
Bank of India	BarodaSun Technologies Ltd.	Tamil Nadu Zari Ltd.
Vector Informatik India Pvt. Ltd.	Abhijit Kelkar & Co.	MERU Consulting
M/s Indian Synthetic Rubber Pvt. Ltd.	Dredging Corporation of India	Film and Television Institute of India (FTII)
Central Public Works Department (CPWD)	Eastern Coalfields Limited	The New India Assurance Company Limited
Bosch Ltd.	Nuclear Power Corporation of India Limited	Insurance Regulatory Development Authority of India (IRDAI)
Department for Promotion of Industry and Internal Trade	REC Limited	Armoured Vehicles Nigam Limited (AVNL)
Directorate General of Hydrocarbons	Naval Ship Repair Yard, Karwar	Punjab National Bank
Reserve Bank of India	Bank of Baroda	AXIS Bank
UCO Bank	India Trade Promotion Organisation (ITPO)	Mumbai Port Authority
Karnataka State Audit & Accounts Department	Dedicated Freight Corridor Corporation of India (DFCCIL)	CreditAccess Life Insurance Limited
Logistic Integrators (I) Pvt Ltd	Directorate General of Shipping	Manipur Industrial Development Corporation Limited (MANIDCO)
The Himachal Pradesh State Co-operative Bank Ltd.	Canara Bank	Securities and Exchange Board of India
Central Board of Direct Taxes	UTI Infrastructure Technology and Services Limited	South Eastern Coalfields Limited
NLC India Ltd.	Airports Authority of India	Indian Air Force
Life Insurance Corporation of India (LIC)	Indian Oil Corporation Limited	Heavy Vehicles Factory (HVF)
Indian Navy	Ordnance Factory	Bharat Electronics Limited
DRDO, Research & Development Establishment (Engrs.)	High Energy Material Research Laboratory, DRDO	Petroleum and Natural Gas Regulatory Board (PNGRB)
Engine Factory Avadi	Yantra India Limited	Agency for New and Renewable Energy Research & Technology - ANERT, Kerala

Defence Food Research Laboratory	NTPC Ltd.	Telecom Regulatory Authority of India (TRAI)
Central U.P GAS Limited	HINCOL	Central Silk Board, Ministry of Textiles
Department of Science & Technology	Centre for Engineering & Technology (CET), Steel Authority of India Ltd.	Central Information Commission
Pension Fund Regulatory & Development Authority (PFRDA)	Numaligarh Refinery Ltd.	Ramagundam Fertilizers and Chemicals Limited (RFCL)
National Cooperative Dairy Federation of India Limited (NCDFI)	Ministry of Finance, Department of Expenditure	Inland Waterways Authority of India
Pharmacopoeia Commission for Indian Medicine & Homoeopathy, Ministry of Ayush	Grid Controller of India Limited	Railway Board
Gujarat Maritime Board	Delhi Metro Rail Corporation Ltd.	Assam Industrial Development Corporation Limited
Udupi Cochin Shipyard Limited	National Institute of Rock Mechanics (NIRM)	Power Development Department (PDD), Ladakh
THDC India Ltd.	SEWA-THDC	Horticulture Department, Sikkim
National Commission for Safai Karamcharis	Assam Administrative Staff College	Directorate of Industries, Uttarakhand
Agriculture Production Department, J&K	Chief Animal Husbandry Office, Leh	Directorate of Industries, Bhopal (M.P)
Directorate of Horticulture Department, Leh	Public Health Engineering / Irrigation & Flood Control (PHE/I&FC) Department, Ladakh	

PROGRAM DIRECTOR & FACILITATOR

Mr. Rajesh Batra
Head-Centre for MSME
Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs)

Rajesh currently works as Head of the Centre for Micro, Small and Medium Enterprises (MSMEs). Rajesh has held this position since 2014 with additional responsibilities including Chief Administrative Officer (CAO), Nodal Officer Projects – National CSR Award & Corporate Data Management (CDM) as well as Chairperson of various Committees such as Internal Monitoring Committee (IMC) and Tender Evaluation Committee (TEC) for all projects at Indian Institute of Corporate Affairs(IICA). Additionally, Rajesh has also worked as Head – Institutional Partnership and Corporate Communication (IP&CC).

Rajesh is currently responsible for several development activities through Capacity Building measures by taking serious initiatives in Entrepreneurship Education, Research and Consultancy, Collaboration for Policy Facilitation, professional endeavours for institutional strengthening, Sector guidelines and advocacy to develop best practices for SMEs.

Over the last 30 years, he has worked in different verticals / domains including 18 years of operational experience in public sector financial organization i.e. The National Small Industries Corporation Limited (NSIC) & Indian Institute of Corporate affairs (IICA), established by Ministry of Finance & Corporate Affairs, extensively in the Policy development work, Business Strategy, Project Management, Programme management, Procurement / Supply Chain Management (SCM), Business development, working capital management, regulatory risk and rationalizing the business and financial structure as well as in areas such as promotion, development and financing of Micro, Small and Medium Enterprises, SME competitiveness enhancement and institutional strengthening.

Rajesh Batra is conferred with "National Award for Excellence in the field of Public Services – MSMEs taking into Global Arena" by H.E. Governor of Mizoram on 7th February, 2020.

He was appointed Sole Arbitrator under the Arbitration & Conciliation Act 1996 by the Chairman-cum- Managing Director of NSIC Limited for adjudication of disputes and differences between NSIC Ltd. and Private Business units. Besides, as a member of core team, he worked closely to lead / oversee the matters related with large scale implementation of Activity Plan / Programmes including govt. grant monitoring and administration under the Centrally Sponsored large Schemes of Govt. of India.

Rajesh has done his masters in commerce and postgraduate management courses in the areas of Foreign Trade and Marketing. Currently, Rajesh is working very closely with the industry and with different GOI offices at the Ministry level, State bodies, industry associations/chambers of commerce, entrepreneurship development institutes, SMEs, national and international supporting partners and banks/financial institutions to ensure capacity building at both ends: at the government level as well as at the industries. He gets invited to speak and chair sessions by organizations such as Ministry of MSME and its constituent institutions, Industry Associations and other leading International Institutions in India and overseas.

Before joining IICA – an autonomous institution under the Administrative Control of Ministry of Corporate Affairs, Government of India, Rajesh worked as Deputy General Manager (Heading up SMEs Government Purchase Division, SMEs Marketing & Business Development Division, SMEs Exhibition Division, SMEs training / incubation centres (TICs) on PPP mode with India's apex SME development organization – The National Small Industries Corporation Ltd. (NSIC) – The Premier Mini – Ratna Government of India Enterprise under Ministry of Micro, Small & Medium Enterprises.

<u>CONTACT</u>

PROGRAMME DIRECTOR	PROGRAMME COORDINATOR
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