

BRIEF REPORT

IICA - ESIC

Three Day Capacity Building Program on “Government e-Market Place (GeM) and General Financial Rules (GFR)”

(08 - 10 December, 2025 at IICA Campus, Manesar)

In the backdrop of India’s growing market, manufacturing potential and target of becoming a developed country by 2047, **Indian Institute of Corporate Affairs** through its **Centre for MSME** has organised Three Day Capacity Building Program on “Government e-Marketplace (GeM) and General Financial Rules (GFR)” for the officials of Employees' State Insurance Corporation (ESIC) during 08-10 December, 2025 at IICA Campus, IMT Manesar, Distt. Gurugram.

The program outline covered the essential aspects of operating and handling the GeM web portal for both buyers and sellers as well as service providers, for driving Efficiency, Transparency and Inclusivity in India’s public procurement domain. It also allowed for a comprehensive understanding of the GeM platform. Informative training sessions were also conducted to adopt the best procurement practices for floating tenders, evaluation, award and advanced features to enhance participant’s procurement capabilities through GeM operations, its process flow, challenges & complexities.

The programme was organized by IICA, witnessed engaged participation from the officials of ESIC).

The sessions covered the pertinent areas under:-

• <i>Overview of Government e-Marketplace & Registration Process</i>	• <i>Exploration of GeM functionalities</i>	• <i>Buyer’s Perspective</i>
• <i>Exploring categories and products available on GeM</i>	• <i>Floating Tenders on GeM</i>	• <i>Preparation of Customized bid</i>
• <i>Tender Evaluation</i> • <i>Award of Contracts</i>	• <i>Seller’s Perspective</i>	• <i>New features on GeM</i>
• <i>Public Procurement</i>	<i>Regulatory Framework</i>	

Major Highlights

- Each day with sharing in-depth knowledge, debating spiritedly & directing razor-sharp questions at each other enabled the participants to discover more about each other and set a baseline for future cohesiveness and bonding as a group.
- The power point presentation and study material used as a guide during program delivery provided a source book to develop and implement appropriate Processes and tools in the organisation. It provided practical assistance and valuable inputs on best practices and analysis of the critical issues of today & the future.

Program Flow

The programme was started with Opening Remarks & Introduction by Mr. Rajesh Batra, Head-Centre for MSME, IICA on 08th December, 2025. It was followed by -

- **Keynote Address by Sh. Gyaneshwar Kumar Singh, Director General & CEO, IICA**
In his Keynote Address, the DG & CEO, IICA emphasised the enhanced operational efficiency enabled by the Government e-Marketplace (GeM) and highlighted the broader shift in the philosophy of public procurement - from compliance - driven procedures to outcome - oriented governance. He underscored that, as a technology-enabled Digital Public Infrastructure, GeM continues to empower enterprises across the country, strengthen transparency and reinforce public trust, thereby emerging as a cornerstone of India's governance and economic transformation. The DG & CEO also elaborated on the role of the Indian Institute of Corporate Affairs (IICA) as a premier institution under the Ministry of Corporate Affairs, highlighting its deep expertise in governance frameworks, policy advisory, capacity building and training delivery, and stakeholder engagement, positioning IICA as a key enabler in strengthening institutional capabilities across the public procurement ecosystem.
- **Special Address by Dr. Sunita Chaudhary, Director - National Training Academy (ESIC)**
In her address, Dr. Chaudhary encouraged participants to actively engage with the faculty, share field-level operational challenges, seek clarity on procurement and financial procedures and carry best practices back to their respective offices. She highlighted that the IICA-ESIC collaboration on GeM and GFR training represents a systematic, rules-based approach to strengthening public procurement governance. By integrating digital procurement platforms with financial compliance frameworks, the programme aims to enhance administrative efficiency, fiscal discipline, audit preparedness and informed decision-making, while reducing procedural delays and mitigating vigilance and financial risks across ESIC operations.

In this program, in-house as well as outsource Subject Matter Experts were engaged as Resource Persons. The Resource Persons of the programme were:-

- Sh. Bhaskar Narang - Subject Matter Expert
- Sh. Aman Sharma - Subject Matter Expert
- Sh. Rishiraj Singh - Subject Matter Expert
- Sh. Rajesh Batra - Head, Centre for MSME, IICA

The programme was concluded with Valedictory Address by Sh. Rajesh Batra, Head-Centre for MSME, IICA followed by distribution of Participation Certificates by Director General & CEO, IICA on 10 December, 2025.

The participants appreciated the programme content, Resource Persons and training sessions.


