BRIEF REPORT

IICA - ESIC
Three Day Capacity Building Program on
"Government e-Market Place (GeM) and General Financial Rules (GFR)"

(16 - 18 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 16-18 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:-

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

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 16th 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 highlighted the transformational role of the Government e-Marketplace (GeM) in strengthening transparency and accountability in public procurement. He underscored that GeM has introduced unprecedented levels of transparency by enabling:

  ✓ Real-time price discovery through competitive bidding mechanisms
  ✓ End-to-end digital audit trails for procurement decisions
  ✓ Significant reduction in discretion and human interface in purchasing processes

  The DG & CEO further elaborated, with practical examples, on how GeM has been especially transformative for MSMEs, startups, entrepreneurs, and local suppliers by democratising access to government markets. He emphasised that the platform has aligned public procurement with national priorities such as Make in India and Vocal for Local, while fostering fair competition, inclusivity and improved ease of doing business

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. D.P. Sen - 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 on 18th December, 2025.

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

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