
Report on

Three-Day Capacity Building Programme

“Navigating Procurement via Government e-Marketplace (GeM) and
Strategic Contracts in Procurement – Negotiation, Enforcement & Risk Mitigation”

22 - 24 December 2025 | Hotel Grande Delmon, Goa

In the backdrop of India’s growing market, manufacturing potential and target of becoming a developed country by 2047, the **Indian Institute of Corporate Affairs (IICA)**, through its **Centre for MSME**, organised a three-day capacity building programme titled “**Navigating Procurement via Government e-Marketplace (GeM) and Strategic Contracts in Procurement – Negotiation, Enforcement & Risk Mitigation**” from **22 to 24 December 2025** at **Hotel Grande Delmon, Goa**.

Programme Overview

The programme was designed to strengthen institutional capacities in **public procurement** by providing participants with a comprehensive understanding of the **Government e-Marketplace (GeM)** ecosystem and the evolving landscape of **strategic procurement and contracting**. It focused on enhancing **efficiency, transparency, inclusivity and compliance** in procurement processes, aligned with the Government of India’s digital governance and public financial management reforms.

The curriculum covered essential aspects of operating the GeM portal for **buyers, sellers and service providers**, including registration, bid creation, tender evaluation, award of contracts, and utilization of advanced GeM features. Emphasis was placed on **process flows, operational challenges, risk mitigation strategies and compliance with procurement rules**, enabling participants to effectively navigate complexities in public procurement.

In addition to technical learning, the programme offered participants an opportunity to stay abreast of **emerging procurement trends**, share field-level experiences and network with professionals from diverse sectors.

Participation Profile

The programme witnessed active participation from **nearly 25 delegates** representing **Public Sector Undertakings (PSUs), Government Departments, and Corporates** across various Ministries and organizations, including:

- The New India Assurance Co. Ltd.
- Reserve Bank of India
- NHPC Ltd.
- Haryana State Electronics Development Corporation Ltd.
- Grid Controller of India Limited
- Department of Science and Technology
- Power Finance Corporation Limited
- Bharat Electronics Ltd.
- Odisha Power Generation Corporation Ltd.
- Rajasthan Livestock Development Board
- NBCC (India) Limited
- Centre for Engineering & Technology (CET) – SAIL
- Indian Oil Corporation Ltd.

Major Highlights

- Each day of the programme was marked by **in-depth knowledge sharing, animated discussions and questioning**, enabling participants to exchange perspectives and develop a strong foundation for future professional collaboration.
- The use of **case studies, structured presentations, and curated study materials** served as a practical reference for participants to design and implement effective procurement processes and tools within their respective organizations.
- The sessions provided **actionable insights on contemporary procurement challenges**, best practices, and forward-looking approaches to risk management and contract enforcement.

Programme Flow

The programme commenced on **22 December 2025** with **Opening Remarks and Introduction** by **Mr. Rajesh Batra, Head – Centre for MSME, IICA and Programme Director**. In his address, Mr. Rajesh Batra underscored the transformative role of **GeM as a digital public procurement platform**, leveraging cutting-edge technology to enhance governance, transparency, and accountability in public spending. He highlighted the evolution of GeM as a pioneering initiative aimed at digitising and standardising procurement processes across government entities in India.

Resource Persons

The programme was delivered by a combination of **in-house and external Subject Matter Experts**, including:

- **Shri Kush Tyagi**, Subject Matter Expert – *Navigating Procurement via Government e-Marketplace (GeM)*
- **Shri Rajesh Batra**, Head – Centre for MSME, IICA – *Strategic Contracts in Procurement: Negotiation, Enforcement & Risk Mitigation*

Valediction

The programme concluded on **24 December 2025** with a **Valedictory Address and Vote of Thanks** delivered by **Shri Rajesh Batra, Head – Centre for MSME, IICA**.

Feedback

Participants expressed **high appreciation for the programme design, relevance of content, expertise of the resource persons, and the interactive nature of the training sessions**, highlighting the programme's practical value in strengthening procurement competencies within their organizations.

