

BRIEF REPORT

Three Day Capacity Building Program (45th Edition):

“Navigating Procurement via Government e Marketplace (GeM), Strategic Contracts in Procurement - Negotiation, Enforcement & Dispute Resolution”

29 - 31 October, 2025 - ibis Pune Hinjewadi

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: “Navigating Procurement via Government e Marketplace (GeM), Strategic Contracts in Procurement - Negotiation, Enforcement & Dispute Resolution” during 29-31 October, 2025 at ibis Pune Hinjewadi.

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.

Besides, the said program also offered a unique opportunity to stay current with the latest trends and network with industry professionals

The programme organized by IICA, witnessed engaged participation from nearly 40 delegates representing 16 stakeholders including Public Sector Undertakings (PSUs) / Govt. Departments under various Ministries of Govt. of India, Corporates etc., majorly from:-

• Bank of India	• Reserve Bank of India	• BarodaSun Technologies Ltd.
• Tamil Nadu Zari Ltd.	• NLC India Ltd.	• Steel Authority of India Ltd. (SAIL)
• Dredging Corporation of India	• Naval Ship Repair Yard, Karwar	• Film and Television Institute of India (FTII)
• Haryana Power Generation Corporation Ltd. (HPGCL)	• National Aluminium Company Ltd. (NALCO)	• M/s Indian Synthetic Rubber Pvt. Ltd.
• MERU Consulting	• Vector Informatik India Pvt. Ltd.	• Abhijit Kelkar & Co.

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 referral of case studies followed by 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 29th October, 2025. In his address, Mr. Rajesh Batra, Head-MSME, IICA & Program Director emphasised upon the role of GeM in harbouring greater governance through the utilisation of cutting-edge technology and digital innovations. He highlighted the various functionalities incorporated in the GeM portal to automate and digitise the public procurement journey, fostering accountability in public spending at every step. He further shed light on the inception of GeM as a pioneering digital platform, established with the key purpose of inculcating transparency and efficiency in Public Procurement across India.

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. Kush Tyagi** - Subject Matter Expert
- **Sh. Ajay Kumar Chauhan** - 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 and Vote of Thanks on 31st October, 2025.

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


