

BRIEF REPORT

Three-Day Capacity Building Programme: “Leading with AI in Procurement & Navigating Procurement via Government e-Marketplace (GeM)”

19 – 21 May 2026

HRJ Sarovar Portico, Indore

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 “**Leading with AI in Procurement & Navigating Procurement via Government e-Marketplace (GeM)**” from **19 - 21 May, 2026 at HRJ Sarovar Portico, Indore.**

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**. 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, this programme has given 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.

Participation Profile

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

- Jawaharlal Nehru Port Authority (JNPA)
- Reserve Bank of India
- Bank of India
- Rail Infrastructure Development Company (Karnataka) Limited
- Commissionerate of Health Services, Mumbai
- South Bihar Power Distribution Company Ltd.
- Indian Navy
- Madhya Pradesh Laghu Udyog Nigam Limited
- Independent Directors

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 19th May, 2026 with **Opening Remarks and Introduction** by **Mr. Rajesh Batra, Head – Centre for MSME, IICA & 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 digitizing and standardizing procurement processes across government entities in India.

Resource Persons

The programme was delivered by a blend of experienced in-house and external subject matter experts, including:

- **Sh. Muzammil Qureshi** - Subject Matter Expert
- **Sh. Kush Tyagi** - Subject Matter Expert
- **Sh. Pranoy Patra** - Subject Matter Expert
- **Sh. Prateek Patra** - Subject Matter Expert

Valediction

The programme concluded on 21st May 2026 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.


