



दक्ष • पारदर्शी • समावेशी

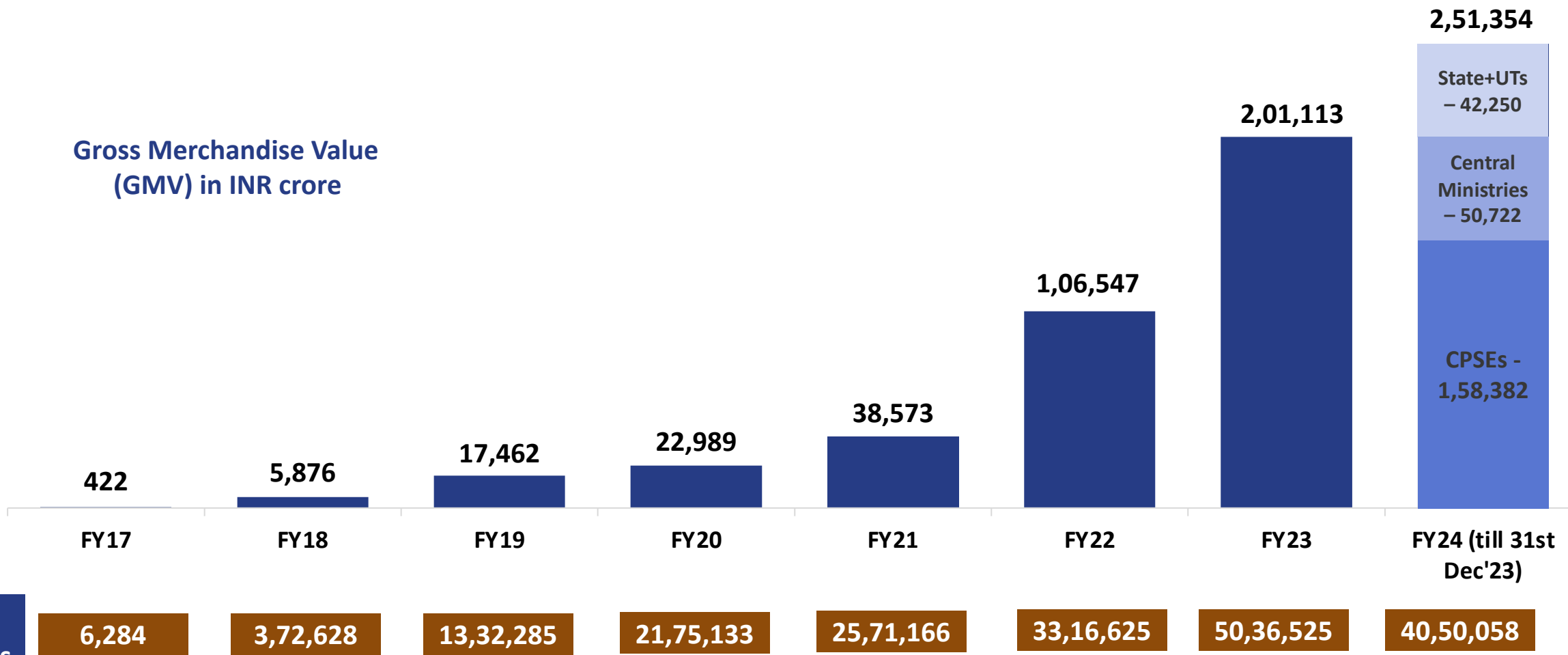


GeM: Coverage and Expansion

16th January 2024

Business overview | Sustained GMV growth over the years...

Gross Merchandise Value (GMV) in INR crore

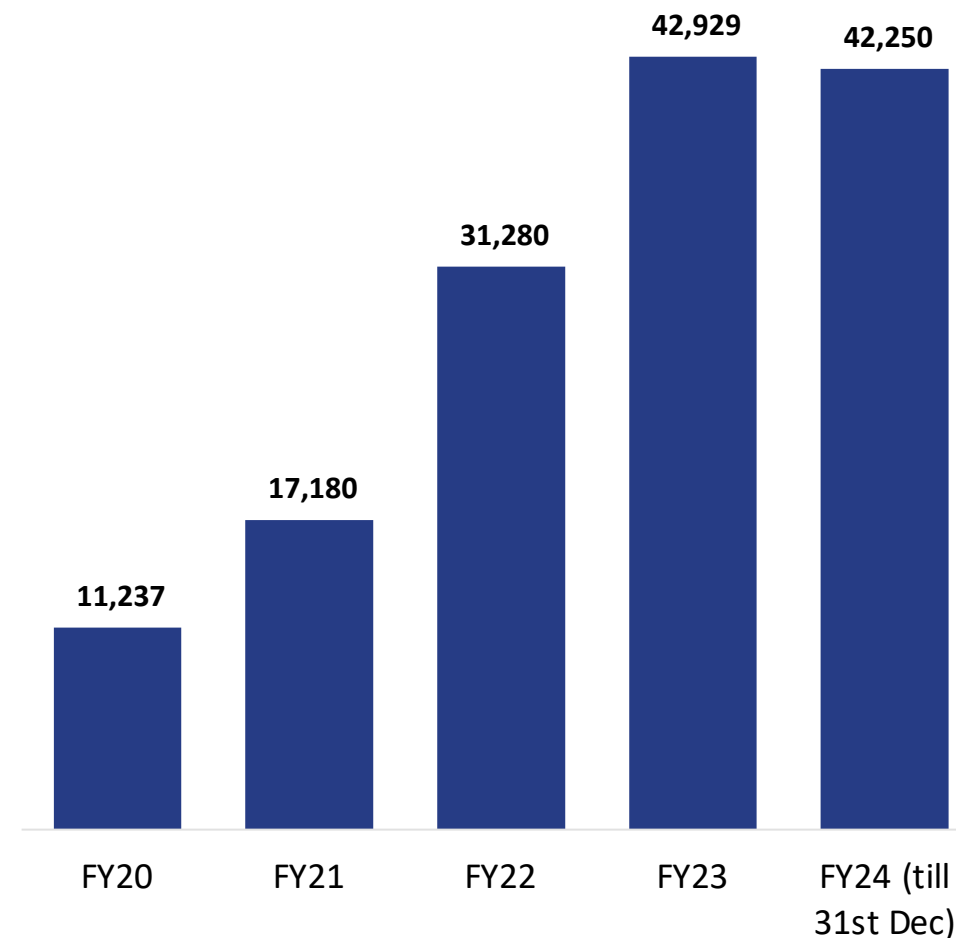


Since its inception, GeM has processed 1.9 crore+ orders worth more than ₹ 6.5 lakh crore

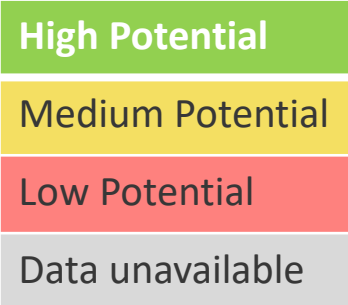
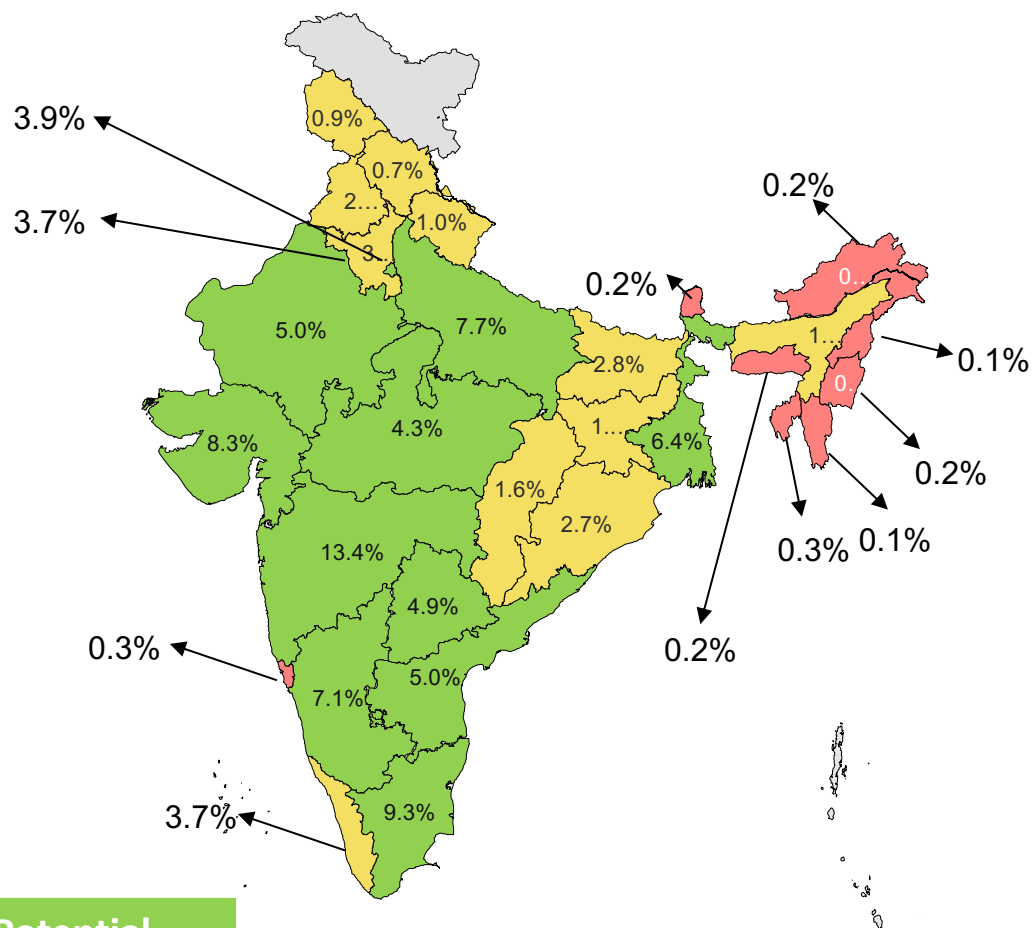
States & UTs on GeM | Key Highlights

- In terms of Order value, States' procurement GMV has grown by 146%, i.e. from INR 17,180 Cr. to INR 42,250 Cr., from FY20-21 to FY23-23 till December 31st, 2023.
- Contribution of Services (by Order Value) in States has grown from 17% in 2020-21 to 29% in 2023-24.
- On an average, ~40% of total state business of a state seller comes from other state government buyers.
- GeM has stationed Business Facilitators in all States for handholding State's for realizing the potential and benefits of GeM.
- GeM, with support from local administration, is doing district-level buyer-seller workshops for educating the remotest layer of stakeholders.
- Top performing States are Gujarat, UP, Maharashtra, MP, Assam, Odisha, Tamil Nadu.

State buyers' GMV growth (₹ crore)



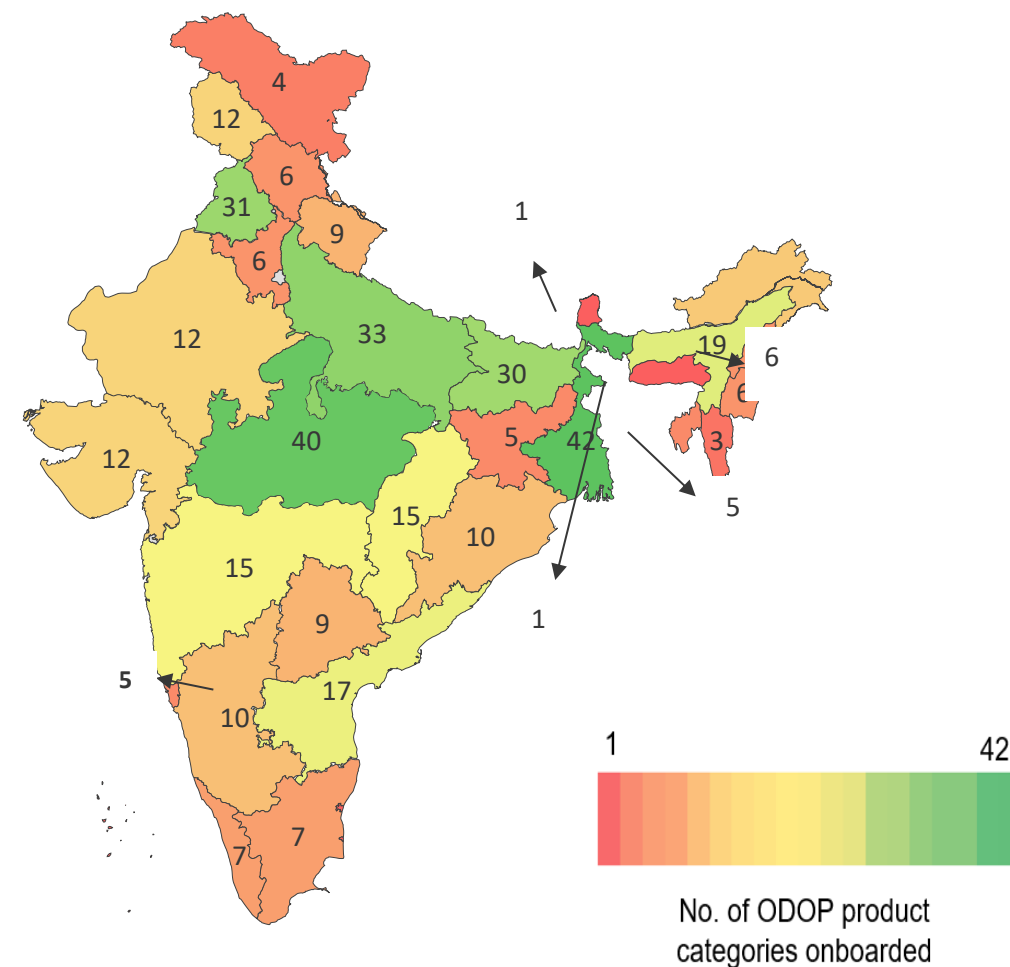
State wise Procurement Potential of Goods and Services



Assumption for calculations:

1. Procurement budget of Goods & Services = $20\% \times (\text{Procurement Budget})$
2. Procurement Budget = $4\% \times (\text{State GSDP})$

No. of ODOP product categories across states



No. of ODOP product categories onboarded

Enabling business access to MSEs

Access to Market	Access to Capital
<ul style="list-style-type: none">• Creation of #vocalforlocal dedicated market pages for Women, Startups, SHGs, Artisans, Weavers, etc.• Delivery of GeM seller services to last -mile MSEs through 5.2 lakh+ Common Service Centres (CSC), and 1.5 lakh+ India Post offices<ul style="list-style-type: none">• Seller registration, product catalogue upload and management, order acceptance, fulfilment and invoice generation, packaging & logistics services.	<ul style="list-style-type: none">• GeM Sahay 2.0 - Inclusive lending platform for sellers to avail loan on acceptance of orders.• Vision of 10-10-10 i.e., loans up-to INR 10 lakh, under 10% RoI, disbursed within 10 minutes.• GeM Sahay will leverage on Digital Public Infrastructure (DPI) such as UPI, Aadhaar, Account Aggregator, OCEN to facilitate the credit at scale as a complete digital journey.• GeM Sahay 1.0 has 14,000+ registered sellers with INR 23 crore+ loan amount disbursed

Impetus to procurement through MSEs

Central Ministry, CPSEs
and allied organizations

Target for procurement
through women MSEs is 3%

Financial Year	GeM GMV (INR Cr.)	MSE Order Value (INR Cr.)	%age contribution	Women MSE Order Value (INR Cr.)	%age contribution
FY21-22	75,083	40,453	53.9%	2,919	7.2%
FY22-23	1,57,963	71,430	45.2%	3,879	5.4%
FY23-24	2,09,104	84,586	40.6%	2,844	3.4%

State+UTs

Financial Year	GeM GMV (INR Cr.)	MSE Order Value (INR Cr.)	%age contribution	Women MSE Order Value (INR Cr.)	%age contribution
FY21-22	31,464	18,622	59.2%	1,749	9.4%
FY22-23	43,150	25,937	60.1%	2,515	9.7%
FY23-24	42,250	21,042	49.8%	1,978	9.4%

All figures as on 31st Dec'23

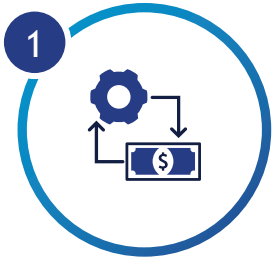
States & UTs on GeM | Deviant behaviour by State buyers on GeM

- Creation of Custom/BoQ bids, even when correct categories with specifications as per industry standards are available. Publishing of BoQ bids for a single quantity to make it like a rate contract.
- Awarding of Bids at unit prices (for e.g. Re. 1, etc.), hence resulting in incorrect capturing of the entire transaction/bid value, especially in project-based procurement.
- Publishing bids for centrally funded schemes on e-proc, despite clear communication of these bids to be published on GeM, that may result in less participation and higher cost/time.
- Price discovery on GeM and awarding of contract offline/or republishing it on eproc without concluding it on GeM. Some of the States have issued guidelines for price discovery on GeM as well as on their respective portal.

States & UTs on GeM | Deviant behaviour by State buyers on GeM (Contd.)

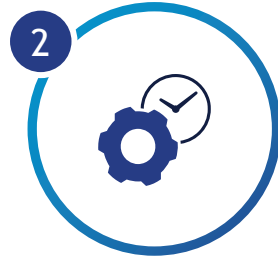
- Inconsistent T&Cs w.r.t Procurement Manual/GFR/GeM GTCs such as: Tender fees, Sample request clause, requirement of submission of documents in physical form, Audit of site before award of contract, etc.
- Restrictive specifications/certifications that may favour one or a group of seller(s)/OEM(s), especially for IT products are being put in the tender conditions by buyers
- Using QCBS for procurement of products while wrongly declaring the bid as a service bid as QCBS is not allowed for procurement of Products
- Payments are not being done on time, especially for Automobile OEMs.
- Manipulation of state Govt orders/guidelines by the buyers, utilizing the ambiguities to publish tenders outside of GeM.

The GeM advantage



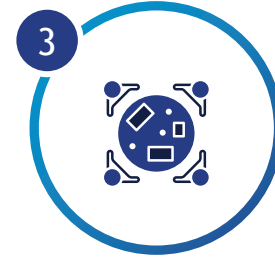
Cost Savings

- Cost savings of more than ₹ 60,000 crore for the government
- Reverse auction: ~25% price reduction vs avg. original L1 price
- Guaranteed discounts via direct OEM deals, demand aggregation



Time Efficiency

- Tender cycle time reduced from 34 to 24 days²
- Standard templates e.g., bid forms, T&Cs
- Fast track procurement e.g., DP upto INR 25K
- On-time delivery up from ~80% to ~97% - for orders paid on GeM



Reach & Inclusiveness

- MSE share >48% of cumulative GMV
 - > 8 lakh MSE sellers
 - > 1.5 lakh women suppliers
 - > 45K SC / ST sellers
- Handholding support in registration and cataloging
- Dedicated Storefronts, #vocalforlocal, ODOP



Transparency & Fairness

- Contract data made available in the public domain
- Seller representation window to challenge disqualification and restrictive bid conditions
- Tracking Business opportunity and capturing Annual Procurement potential



GeM
Government
e Marketplace

Efficient • Transparent • Inclusive

Thank You

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Azadi Ka
Amrit Mahotsav