# GeM PROCUREMENT

#### BRIEF PRESENTATION ON BASICS OF SERVICE PROCUREMENT ON GEM











Amethyst

#### Aquamarine

#### Blue Topaz





Diamond



Emerald



Garnet



Peridot



Pink Sapphire



Pink Tourmaline



Ruby



Sapphire

# Government e Marketplace

**PN** 

#### Government e-Marketplace

 Uniform platform for Goods and Services procurement for all Govt./Semi-Govt. agencies

About GeM

GeM

Government

e Marketplace

- DG S&D + MEITY developed GeM portal
- Launched on Aug 9,2016

## Why GeM? IRePS GeM

- Tender based system
- 21 days tender calling time
- Complete tender document with GCC
- Post-tender correspondence, pre-bid procedure complicated
- Defining tender conditions.
- Agreements, IR-WCMS, manually typed agreements.
- ✓ e-TC module

- Market based system
- 10 days min. 21 days for tenders.
- Only modules Scope of work, Payment terms, Penalty clause, BoQ.
- Well defined procedure for taking clarifications on GeM
- Tick from the available ATC.
- No need. Auto-generated SLA.
- ✤ Manual TC

#### And, because the GoI has issued directions which have to be followed...



#### No reason to stay is a good reason to go.

## Methods of procurement on GeM

- Direct buying upto 25,000
- Comparison buying –
   L1 compared with 3 others direct order
   25000 to 5 Lacs.
- Bids/RA
- ➢ For service packages available on GeM
- Custom Bids
- ➢ Bunching of Bids

#### What can be procured on GeM

• Goods – Executive can place direct order upto 25,000 per case subject to annual ceiling limit.

Services -Tender cases,
 Short notice Quotation cases.

• Works – Not yet on GeM. Expected soon..

#### Statistics – C&W Ambala (GeM procurement) **MATERIAL PROCUREMENT (NON-STOCK) PU-28** By Mech (C&W)

**By Stores** 

- 2020-21
- $\geq$  25 Lacs

- 2020-21
- ➢ Rs 69,366 (Direct procurement)

- 2021-22 (Current FY)
- Around 20 Lacs

- 2021-22 (Current FY)
- Rs 70,730 (Limit 1 Lac) (Direct procurement)

#### Statistics – C&W Ambala (GeM procurement) SERVICES PROCUREMENT PU-32

#### **By Stores**

- 2020-21
- 14 Lacs(Vehicle Hiring, MuV Hiring)

.

By Mech (C&W)

- 2020-21
- ➢ 80.35 Lacs (Awarded Bids)

- 2021-22 (Current FY)
- Rs 10,96,416 (Vehicle Hiring)

- 2021-22 (Current FY)
- > Rs 3,37,59,394 (Awarded Bids)
- > **Rs 3,11,700** (L1 comparison)
- Rs 12.7 cr. (Bids under process) MCC/SRE, MCC/UMB, RO repair case

## **Policy Circulars**

- Initially only Goods procurement Authority: RB letter no. 88/RS(G)/779/14 Pt. dated 22-09-2017
- National Mission on GeM Sept 5, 2018 GeM for all ministries and departments.
- Goods procurement limit on Executive Para 2.13 on Page D-12 (Stores Matters)
   Rs 25,000 per case direct procurement subject to max limit.



S.No.	Nature of Powers	PCMM	C.M.M.	Dy. CMM	S.M.M.	AMM	Other Officers	Remarks		
1	2	3	4	5	б	7	8	9		
	lubricants marketed by public sector undertakings on single tender basis.							<ul> <li>requires no tender committee or Finance Concurrence.</li> <li>2. Limited tenders are to be called in place of single tender in case prices are not government administered. Finance concurrence is not required for calling Limited Tender.</li> <li>Authority: <ol> <li>2007/RS(G)/779/1 dt 28.07.08</li> <li>88/RS(G)/779/14Pt Dt: 27.02.2015 &amp; 12.03.15.</li> <li>88/RS(G)/779/14Pt dt 06.01.2017 [Para 2.0 S.No.20]</li> </ol> </li> </ul>		
2.10	Single tenders for non- ferrous items (MMTC, HCL and HZL) (refer Note- xiii below)	Up to the limit of his powers of purchase.	Upto their powers of Purchase	Upto their powers of Purchase	Upto their powers of Purchase	Nil	Upto their powers of purchase.	Authority: 89/RS(G)/753/1 of 13.10.1989. These powers will be exercised without Tender Committee but with concurrence of Associate Finance		
2.11	Purchase from KVIC/ ACASH/ Ordnance Factories (only for fog signals) of MoD on Single Tender Basis – Dispensing with need for TC (Refer Note xii below)	Up to the limit of his powers of purchase.	Up to the limit of his powers of purchase.	Up to the limit of his powers of purchase.	Up to the limit of his powers of purchase.	Up to the limit of his powers of purchase.	Nil	Authority: 2009/RS(G)/113/1 dt. 29.10.14 1. Finance Concurrence is not necessary		
2.12	To enter into negotiations with tenderers and to accept negotiated rates.	Up to the limit of his powers of purchase	Up to the limit of his powers of purchase	Up to the limit of his powers of purchase	Up to the limit of his powers of purchase	Up to the limit of his powers of purchase	Upto their powers of purchase.	<ul> <li>Muthority: 59/773/L/RS(G) dt.20-5-1960.</li> <li>1. Latest CVC instructions should be followed for calling negotiations.</li> </ul>		
2.13	Purchases made directly by de	partments other th								
	(A) Procurement through GeM by user departments: Officers authorised by PHODs of user departments may be permitted to buy goods (Non-stock items) available on GeM by placing direct on-line orders up to Rs. 25,000 in each case. This may be subject to annual ceiling of Rs. 10 lakhs per department per annum. The officers will have to certify as follows:							Authority: 2017/Trans/01/Policy dt. 18.10.2017 Para-12 Note:		

D12

"I,, am personally satisfied that these goods purchased are of the requisite quality and specification and have been purchased from a reliable supplier at a reasonable price."	A demand for goods shall not be divided into small quantities to make piecemeal purchases to avoid procurement through L-1 Buying/bidding/reverse auction on GeM or the necessity of obtaining the sanction of higher authorities required with reference to the estimated value of total demand
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## **Policy Circulars**

- Services on GeM
- RB letter no. 88/RS(G)/779/14 Pt. dated 07-02-2020
- Goods and services to be procured as regular purchase on GeM as per Stores SOP.
- MMM RB letter no. 2020/RS(G)/779/3 dated 17-06-2020
- Stores officers shall procure services on demands or requests
- MMM RB letter no. 2020/RS(G)/779/3 dated 17-06-2020
- Stores Department as exclusive agency for procurement of services through GeM.

# **Policy Circulars**

- No. 2018/Trans Cell/S&T/Model SOP dated 21-09-2020.
- Corrigendum Slip no. 10 to Model SOP 2018.
- ➢ Part-A Works Matters. S.No. 44
- > Power for procurement on GeM to all officers
- For services available on GeM, procurement has to be on GeM.
   Exceptions - personal approval of GM/DRM.

# How to procure goods and services on GeM?

Log on to:

www.gem.gov.in



Help from Railway Stores Department

Who can be a Primary User on GeM?

#### PRIMARY USER

- Primary User: In GeM , the Primary User is as under:
- i. Any officer of Central / State Government / PSU / Autonomous Bodies /Local Bodies / Constitutional Bodies / Statuary Bodies at the level of Deputy Secretary of the Government of India or equivalent
- ii. Head of the Office at Sub Centre / Unit / Branch, can Register his / her organization / unit on GeM portal as Primary User.
- Primary User shall be responsible for registering the organization on GeM, for creating User accounts for Secondary Users, assigning them roles and responsibilities on GeM and for supervision of all transactions performed by Secondary Users under him / her.
- Primary User shall also be vicariously responsible for ensuring compliance of General Financial Rules and / or Rules Governing Public Procurement in respect of their organization, all GeM terms and conditions and other Procurement Policies / Guidelines notified by the government from time to time, by all the secondary users including timely payments and for dispute resolutions as per GeM terms and conditions.
- Primary user cannot perform any Procurement related transactions on GeM portal.

#### BUYER

"BUYER" is the Contract placing authority, which includes Central/State Government Ministries/Departments including its attached/subordinate offices, Central/State Public Sector Units (PSUs) and Autonomous Bodies acting through its authorized officer(s) for and on behalf of President of India/Governor of the State/PSU/Autonomous Bodies, as the case may be, for purchase of Goods/Services offered by Sellers on GeM.

#### SELLER

"SELLER / SERVICE PROVIDER" on GeM shall mean any legal entity such as firm(s) of Proprietorship / Partnership Firm / Limited Liability Partnership / Private Limited / Limited company / Society registered under Society's Act / Statutory Bodies etc., registered on GeM to sell its Good(s) / Service(s) to the Buyers registered on GeM.

The "Seller on GeM" will be either OEM (Original Equipment Manufacturer\*) or Seller having authorization to sell products manufactured by the OEM in open market.

\* OEM is the owner of the Brand / Trademark of the product being offered or in case of un-registered brand's products / products with own brand, the actual manufacturer of the final product.

#### PAYMENT AUTHORITY

- ACCOUNTS DEPARTMENT OF IR
- CRAC is generated post delivery of Goods/Services.

#### How to register on GeM

- As a Primary User
- As a Buyer
- As a Consignee

This part is discussed at the end of the presentation

(Documents uploaded in the Presentation Group)

#### Government Organisation Buyer Sign Up

Please read this document before sign up

#### **CREATE YOUR ORGANISATION BUYER ACCOUNT**

(Only applicable for HOD-Head Of Department)

We don't share your personal and official details with anyone.

For Primary User registration - you require the following before you can proceed:

- Government email id preferably designation based
- Aadhaar number
- Active Mobile number to which your Aadhaar is linked for OTP purpose

Please read and agree to the Terms & Conditions of Government e-Marketplace (GeM) before Sign Up.

**REVIEW TERMS & CONDITIONS** 

#### Basics

 GeM does not distinguish between Railway departments – Stores or Executive.

• BUYER, CONSIGNEE, PAYMENT AUTHORITY

• These can be created/set/modified from the PRIMARY USER Account.

# **Guiding Principles**

- Then, what restricts the <u>executive</u> buyer?
- MODEL SOP (MSOP-18) as updated.
- Goods procurement limit Para 2.13 on Page D-12 (Stores Matters)
   Rs 25,000 per case direct procurement subject to max limit.
- Service Procurement Para 44 of Part-A: Works Matters (Corrigendum issued Slip No. 10 of Model SOP 2018 dated 21.09.2020).
- And the JPO...





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#### Corrigendum Slip No. 10 of Model SOP 2018.

#### Part- A: Works Matters

S.No.	Nature of Powers	PHOD/ CHOD/HOD	DRM/ ADRM/ SAG Officers in Field Units	Divisional Officers, Extra-Divisional Officers & Officers in Headquarters	REMARKS				
44	Delegation of Powers in	PHOD/CHOD:	DRM	All Other officers Powers	1. DRMs can enter into service contract				
	case of Service Contracts (inviting and accepting tenders)	Full Powers As per Delegation of Service contracts	case for long term contracts as per Service Contracts (follow extant guidelines of Service Contracts, earlier DRMs had power only up to Rs.20 Crore)	as per the delegations in Service Contracts	for a period of 3 months irrespective value of contract, only in case termination of existing service contra with finance concurrence, by callin quotations from approved list vendors 2. Extant Guidelines of Board to the followed (Additional remark) 3. Powers under this item shall also the applicable for procurement of Service through GeM.				
		(No change)		(No change)					
					Authority: 1.Rly.Bd'sltr.No.2017/Trans/01/Policydt.18.10.2 017				
	Note: For services available on GeM, procurement has to be done through GeM. However, any exception to this, which is justified due to specific reasons, requires personal approval of GMs/DRMs. Authority: 1.Riv.Bd's ltr.2018/Trans Cell/S&T/Model SOP dt.21.09.2020								
	1. Kry. Bo's itr. 2018/1 rans C	etrsæ f/model SOP d	£21.09.2020	21.09.20	Page 3				

## **Guiding Principles**

• GFR – 2017

This is only a collection of broad guidelines

• Do we need to follow the GCC? The GCC derives authority from GFR

• Manual for procurement of Services – 2017

# What do you need to know?

- General Terms and Condition (GTC)
- Special Terms and Conditions (STC)
- Service Level Agreements (SLAs)
- Additional (Bid Specific) Terms and Conditions (ATC)

#### SLA

"SERVICE LEVEL AGREEMENT (SLA)" shall mean the Contractual Commitment that prevails between the Buyer and the Service Provider with regard to type of service to be provided, deliverables, desired performance level, reliability and responsiveness, monitoring process and service level reporting, response and issue resolution time-frame, repercussions / penalties / remedies for service provider not meeting its commitment. The SLA of a particular contract may carry the matrix regarding the delivery of the goods and/or services and the corresponding penalties or remedies and liquidated damages as applicable.

#### Important Documents and Resources

- GeM handbook
- GeM GTC
- GFR 2017
- Manual for procurement of Goods 2017
- Manual for procurement of Consultancy and other Services – 2017
- GCC- Service 2018
- Manual for procurement of Works 2019

# GeM terminology

- BID
- Bunch BID
- Custom BID
- RA Reverse Auction
- GeM availability report
- SLA Service Level Agreement
- ATC Additional Terms and Conditions
- CRAC Consignee Receipt and Acceptance Certificate

#### **Custom Bid**

• Live demonstration..

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#### GeM Availability Report And Past Transaction Summary

GeM Availability Report and past transaction summary report is generated based on the product/service specification searched by the Buyer. The buyer can either create a manual report or bulk report in case of a large number of search strings. The specification may be modified appropriately for searching relevant categories on GeM. Buyer may navigate to GeM category page by clicking on the category link to view category specifications and products/services available in the category.

If the category is available in GeM but Buyer just needs to add a few more parameters to cover his requirement, Buyer can select matching product from market and then use the option of adding up to five more specifications parameters to the existing category / catalogue. This option would give Buyer the liberty to use normal bidding process and get better and structured / validated response from sellers already registered in a category.

In case, the required product/service category is not at all available on GeM, the buyer can create a custom catalog with required specifications and drawings and float a bid. A bunch bid can also be created with one or more custom items so created by the Buyer and also with existing category products. The competent authority approval is also required for floating custom catalog bid.

After generating GeM Availability Report, Custom Catalogue can be created by clicking at 🏶 under Actions.

CREATE MANUAL REPORT	CREATE BULK REPORT	Generated	~	
Report ID	Report Name		Created At	Actions
GEM/GARPTS/22072021 /3I94EAAIASEH	Repair of Honda Make Genset Make EU 70i at Bathinda depot		Jul 22, 2021	● ± ¢
GEM/GARPTS/23072021 /FFN1T08GGHIC	Mechanized Cleaning of Coaches , Enroute watering , Depot permises cleaning and coll from NG coaching depot KLK and SML to municipal committee nominated place for 2 Y		Jul 23, 2021	● ± ¢
GEM/GARPTS/26072021 /63T8YF6Y0V4Y	Repair of 40HP Electric Motor of EOT crane Make AMT capacity 10/3Ton		Jul 26, 2021	● ± ¢
GEM/GARPTS/07082021 /6X1LTEFVLVQE	Mechanized Cleaning of Coaches and collection & disposal of garbage from coaching do committee nominated place at BTI for 2 years	epot BTI to municipal	Aug 7, 2021	● ± ≎

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WEB INFO	ADD MORE	ABOUT GeM	NEWS & EVENTS	RESOURCES	TRAINING	NEED HELP ?					
Terms of Use	ADD MORE	ABOUT GeM	Newsroom	GeM Handbook	LMS	FAQs					
Terms of Use Website Policies	ADD MORE	ABOUT GeM Introduction to GeM Statistics	Newsroom Gallery	GeM Handbook OM's/Circulars	LMS Training Calendar	FAQs Feedback					
Terms of Use Website Policies Document Help	ADD MORE	ABOUT GeM Introduction to GeM Statistics Right to Information	Newsroom	GeM Handbook	LMS	FAQs					
Terms of Use Website Policies		ABOUT GeM Introduction to GeM Statistics	Newsroom Gallery Notifications	GeM Handbook OM's/Circulars Terms and Conditions	LMS Training Calendar Training Module	FAQs Feedback Raise a Ticket					

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#### Back to index

#### Create/Buy Custom Catalog For Not Available Products/services

The Buyer can create new custom catalog for the not available products/services or can float a bid from the previously created custom catalogues.

This Custom Item Bid workflow is for Goods. For Services please use Custom Service workflow. Please click here to go for Custom Service creation GeM is a platform for procurement of goods and services. The provision for procurement of works is presently not available on GeM.

Report ID : GEM/GARPTS/22072021/3I94EAAIASEH Report Name : Repair of Honda Make Genset Make EU 70i at Bathinda depot Status : Generated

PRODUCT/SERVICE	SEARCH	SELECTED CATEGORY	ACTIONS
Service	GEN	Operation and Maintenance Services of Power Generator(DG-Set)	Not applicable
Service	repair of genset	Not Available	CREATE CUSTOM CATALOG USE EXISTING CATALOG



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Add related/similar categories: + Add Categories
+ Add Categories
Harmonized System of Nomenclature (HSN) Number
Upload Documents: *     Specification Document     v
Images: Image Choose Image Choose Image
No Image chosen No Image chosen No Image chosen
Save Save
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# After opening of BID

- Technical evaluation
- Clarifications
- TC/Acceptance Note
- Financial approval
- Contract start date
- Uploading Financial approval
- OTP to sign
- Contract Agreement

### Government Organisation Buyer Sign Up

Please read this document before sign up

### **CREATE YOUR ORGANISATION BUYER ACCOUNT**

(Only applicable for HOD-Head Of Department)

We don't share your personal and official details with anyone.

For Primary User registration - you require the following before you can proceed:

- Government email id preferably designation based
- Aadhaar number
- Active Mobile number to which your Aadhaar is linked for OTP purpose

Please read and agree to the Terms & Conditions of Government e-Marketplace (GeM) before Sign Up.

**REVIEW TERMS & CONDITIONS** 

Level	Designation	Responsibilities
Competent	Head of the Organization	Will be notified whenever Verifying
Authority	<ul> <li>Central Ministries / Department -</li> </ul>	Authority and Primary User are
	Secretary to Government of India	added under their organization
	<ul> <li>State Department - Principal</li> </ul>	
	Secretary to the State Government	
	• For other institution / entity /	
	organization - MD / CMD/ CEO /	
	Chairman/ DG/ Director and the	
	JS(for central ministry) or principal	
	secretary(for state) <sup>1</sup> concerned for	
77 10 1	that entity/organization	D 11.6 14
Verifying	Under Secretary/Equivalent or above.	Responsible for approving the
Authority	Nominated by competent authority	registration of all Primary Users
Primary User <sup>2</sup>	Can be any one of the users as defined below	Approved by the Verifying Authority
User-	• Deputy Secretary or above of the	for creating and managing all
	Central Government Ministry, Government of India	Secondary User(s) on GeM under them.
	<ul> <li>Head of the Office at Sub Centre /</li> </ul>	uleni.
	• Head of the Office at Sub Centre / Unit / Branch of Government	
	Organization/ PSU / Autonomous	
	Bodies / Local Bodies / Constitution	
	Bodies / Statutory Bodies	
	Director / Equivalent Officer	
Secondary	As defined by the Primary User	Approved by the Primary user for the
user		below mentioned roles
		• Buyer
		Consignee
		<ul> <li>Payment/Paying</li> </ul>
		Authority(e.g.: PAO/DDO)

## THE PROCESS



 <u>https://assets-</u> bg.gem.gov.in/resources/pdf/Buyer\_Registrati on\_V1.2.pdf

• Document is available on www.gem.gov.in



### **ALL THE BEST**

## **THANK YOU!**