GOVERNMENT E-MARKETPLACE (1ST GEM WORKSHOP)

21ST APRIL 2021

11 AM – 1 PM

KARNATAKA INNOVATION & TECHNOLOGY SOCIETY

DEPARTMENT OF ELECTRONICS, IT & BT

GOVERNMENT OF KARNATAKA

Contents

Government e-Marketplace (GeM)
Workshop 1

Workshop Brief:

Workshop Name:	**Government e-Marketplace (GeM) – Workshop 1**
Speaker(s) Details:	Mr. Gowtam H.S., Business Facilitator / Master Trainer – Karnataka, Government e-Marketplace
Date:	21st April 2021
Venue:	Virtual Platform
Duration of Event:	11.00 AM – 1.00 PM (2 Hrs.)
No. of Participants:	205

Workshop Agenda:

The Government e-Marketplace (GeM) Workshop was designed to sensitize and enlighten Startups about the online platform created for public procurement in India. The workshop was intended for creating awareness for Startups about the GeM portal and its benefits:-

| TIME	TOPIC
11.00 AM – 11.30 AM	Opening Remarks – Government e-Marketplace (GeM)
11.30 AM – 11.45 AM	Features for Startups on GeM – Startup Runway
11.45 AM – 12.00 Noon	Registration process for Buyers & Sellers in GeM
12.00 Noon – 1.00 PM	Virtual Tour of GeM Portal

Workshop Overview:

Objective:

The Department of Electronics, IT & Bt, Government of Karnataka being the nodal Department for Startups in the State, in collaboration with the team from Government e-Marketplace (GeM) conducted an awareness and outreach workshop on the GeM procurement portal. The objective of this workshop was to sensitize Startups on the benefits of registering in the GeM portal and the various perks available for them in the platform to sell their products. This is an essential step towards facilitating and encouraging Startups for taking their innovations to the market.

Opening Remarks – Government e-Marketplace (GeM):

The workshop commenced with an introduction and overview of the Government e-Marketplace platform built by Government of India for public procurement. The speaker welcomed all the participants and initiated discussion on the first session. The GeM initiative further strengthens the commitment of e-Governance in the country. The GeM platform has eased India's public procurement which faced multitude of inefficiencies owing to a convoluted policy landscape, manual unpredictable processes across Central and State buying organizations and long lead times.
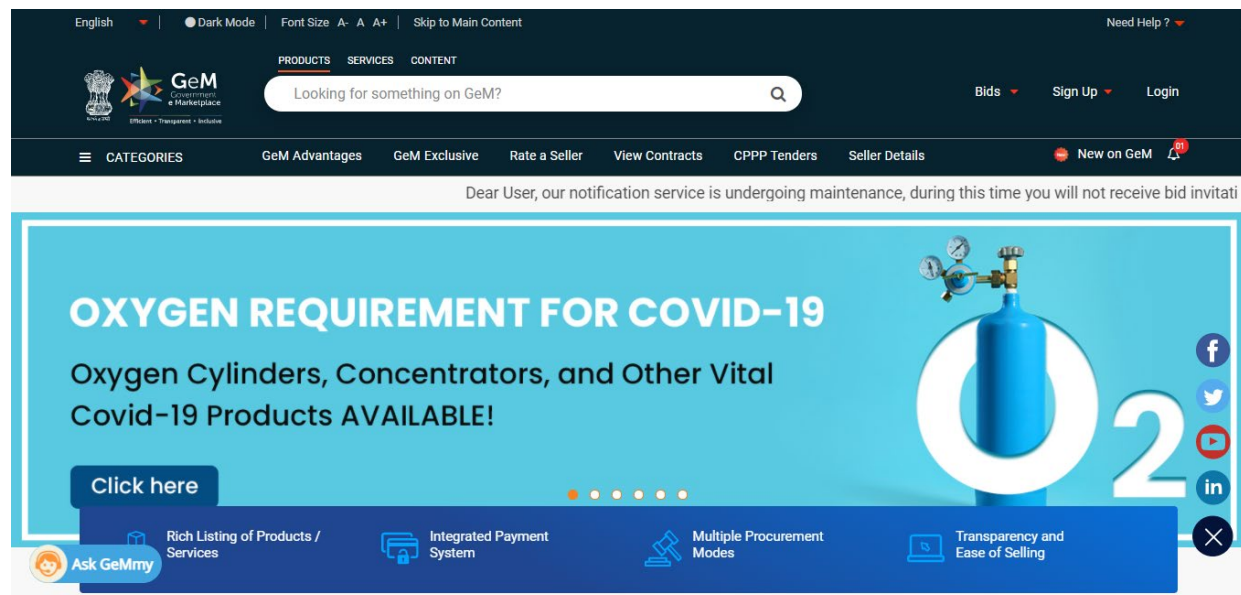
Government of India with an objective of setting up of a technology driven platform to facilitate procurement of goods and services by various Ministries and agencies of the Government, introduced GeM. The GeM portal was developed for procurement of both products & services. GeM is a completely paperless, cashless and system driven e-market place that enables procurement of common use goods and services with minimal human interface.

The session also provided a brief insight on the advantages of GeM and few of them are mentioned below:-

- For Buyers –
  - ✓ Provide transparency and ease of buying
  - ✓ Offers rich listing of products for individual category of goods/services
  - ✓ Price Trends and Price Comparison From Multiple Suppliers
  - ✓ Direct notifications to sellers
  - ✓ Integrated Payment System
  - ✓ Easy to comprehend interface to search, compare, select and buy
  - ✓ User friendly dashboard for monitoring supplies and payments
  - ✓ Buyers can now select bid duration between 10 & 21 days, etc.
- For Sellers –
  - ✓ Access to National Public Procurement market
  - ✓ No charges or fee for getting registered
  - ✓ Special provisions and sections for startups, MSMEs and Emporium products
  - ✓ Fully online, paperless and contactless platform
  - ✓ Multiple invoices for single order
  - ✓ Easy access to participate in bids/reverse auction
  - ✓ All sellers will be shown reasons for rejection
  - ✓ Seller friendly dashboard for monitoring supplies & payments, etc.

Features for Startups on GeM – Startup Runway:

The second session of the day brought in a new level of excitement among the audience as it was focused on the briefcase of opportunities GeM brings in for Startups. The session apprised the audience about the Startup Runway opportunity created dedicatedly for Startups in the GeM portal. Startup Runway brings in an opportunity for Startups to showcase their innovative products and services to Government buyers and enlist in public procurement. GeM has designed a dedicated marketplace category for all Startups to list their products and services.

Startups can list multiple products and services with minimal technical specifications and sell their products to Government buyers from across States and the country under various globally recognized Startup sub-sectors as mentioned below:-

- Advanced Manufacturing and Robotics
- Advertising [AdTech]
- Agriculture [AgTech and New Foods]
- Artificial Intelligence
- Big Data and Analytics
- Augmented/ Virtual Reality
- Blockchain
- Clean Tech/ Renewables
- Consumer Home Electronics [+Wearables, Smart Devices]
- Cybersecurity, Education Tech [EdTech]
- Fintech
- Health and Life Sciences and WaterTech

The session ended with a different level of enthusiasm shown by attendees who were impressed by the offerings of the GeM portal.

Registration process for Buyers & Sellers in GeM:
This session apprised the audience about the registration process for Buyers and Sellers in the GeM portal.

The audience were briefed about the process of registering their entity in the platform for availing various benefits offered in the GeM portal. The audience were informed about the pre-requisites for registering as a seller in the GeM portal as mentioned below:-

- Need to possess Aadhaar Number/Virtual ID or Personal PAN Number
- Need an Active Email id (can be Personal E-mail Id or Company/Organization allotted Email-Id)

- There needs to be a valid entity with Business/Organisation Type mentioned
- Need to have PAN Number of the Business (as per Income Tax records)
- The entity needs to be a registered one and the Date of Incorporation/Registration of the business to be shared
- The Registration details of the entity to be entered
- Need to provide Income Tax Return Details (ITR Form and ITR acknowledgment) for the last three years
- Complete Registered Office Address Details along with Alternate E-Mail Id & Contact Number
- Billing Address with GSTIN Number (in absence of GSTIN you will not be able to accept any Orders beyond INR 2.5 lacs on GeM)
- Bank Account Number and IFSC Code of Bank Account
- Companies and Firms are required to verify Key Person information as per ITR records

The audience were also informed of the under-mentioned key parameters for registering sellers:-

- Registration on GeM should be done only by an Authorized Person (Director of the Organization or a Key Person/Proprietor)
- Details of the Authorized Person will get validated as per the Income Tax Return Filing Primary Seller has an option to create Secondary Seller(s) to assign roles like Bid Participation, Creation of Catalogue, Purchase Requisition, and Order Fulfilment
- The Secondary Seller should register using the same method (Aadhaar or Personal Pan) as the primary seller

The Session ended with a brief highlight of the various companies registered in the portal and reaping benefits.

Virtual Tour of GeM Portal:
The final session of the day provided a virtual tour of the GeM portal showcasing the various functionalities available for Buyer & Sellers. The audience were demonstrated on how to browse through and explore the market in GeM portal.
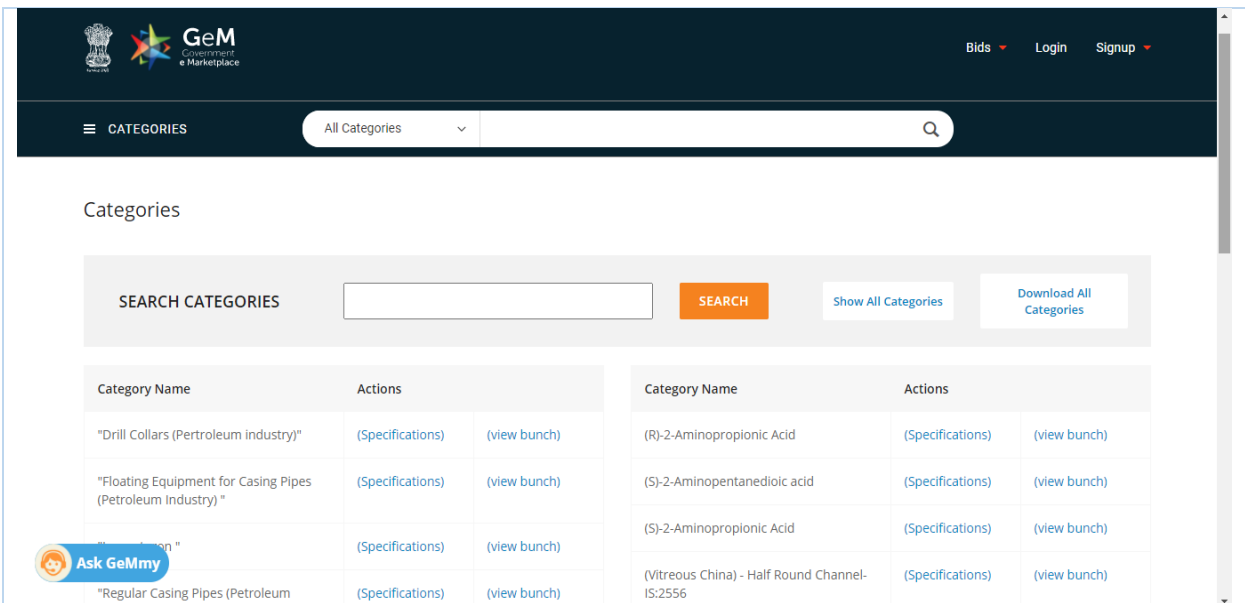
The session also demonstrated to the audience on how they can list their products for sale in the portal. The audience were demonstrated how entities can look for various Contracts and Bids published and accordingly bid for that.
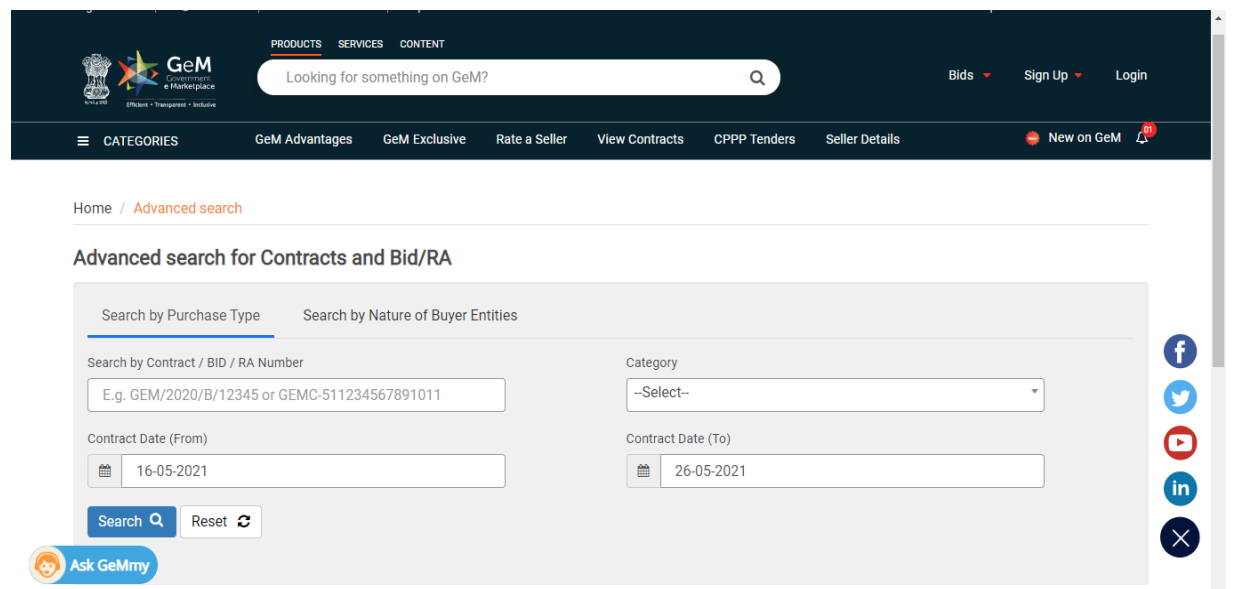
The audience were enthralled on seeing the statistics on the number of organisations using the GeM portal for procurement.
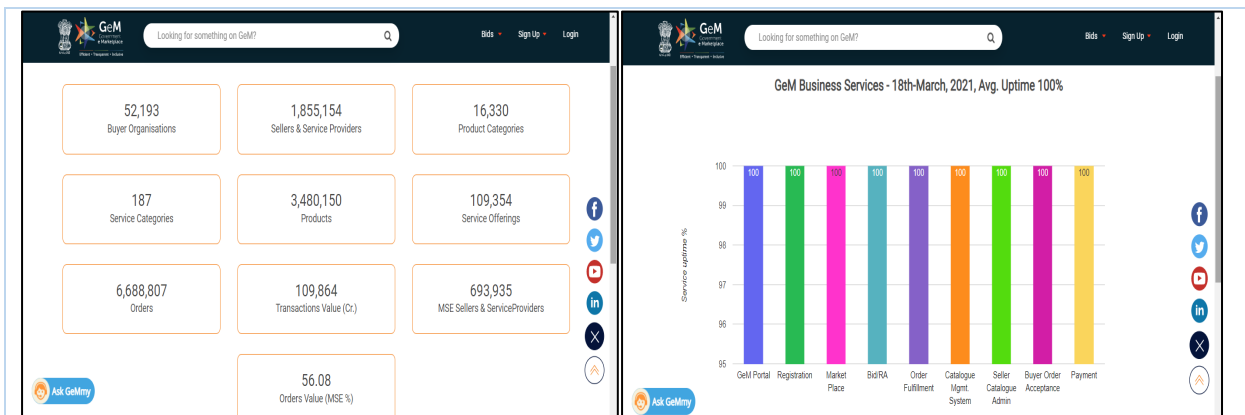
The Session and the workshop ended with an appeal to the audience to register in the GeM portal and enjoy benefits of public procurement from across the country under a single platform.

Workshop Outcome:

The GeM workshop encouraged the Startups present in understanding the various benefits in offer for buyers and sellers. The learning for each session is briefed below:-

- **Opening Remarks – Government e-Marketplace (GeM)** – The first session of the day provided a brief overview of the Government e-Marketplace and the GeM portal. The audience were apprised of the various features inherited and the benefits offered to Buyers and Sellers.

- **Features for Startups on GeM – Startup Runway** – This session helped the audience in understanding the opportunity presented in GeM portal for Startups, the Startup Runway opportunity. The audience were apprised how Startups can list multiple products for sale in the platform under various sectors.

- **Registration process for Buyers & Sellers in GeM** – The session on registration eased the concerns of the audience by giving a detailed insight on the registration process, eligibility criteria and required documentation.

- **Virtual Tour of GeM Portal** – The final session was the most impactful session as it had the audience gazed at the screen as the Speaker navigated through the various forms and pages of the GeM portal. The audience were educated on how to buy or sale their products in the portal.

Government e-Marketplace (GeM)
Workshop 1

Role of Startup Karnataka:

Department of Electronics, IT, Bt being the Nodal Department for Startups in the State have played a key role in designing, coordinating, implementing, and hosting the sensitization workshop in collaboration with the GeM team and Startup India.

Snapshots from the Workshop:

List of Participants:

Sl. No.	Name of the Founder/ Co-founder	Name of the Organization (as per Incorporation)
1	Muzammil Hussain	Tika Data Services
2	Priya Ranjan Mishra	BelBird Technologies Pvt Ltd
3	Smitha	VeriPure
4	Siddharoodha Angadi	SUCHANDRA TECHNOLOGIES PRIVATE LIMITED
5	JSS Mutt	SJCE
6	Dr. Vishal Rao U S	INNAUMATION MEDICAL DEVICES
7	Ghanashyam Devanand	Altius Aerospace
8	Virendra maruti kadam	DELTASYS E-FORMING
9	Anil Bhatnagar	Synapptra Technologies Pvt Ltd

10	Chethan KS	Medpick
11	Bvvs sanga	Basaveshwar Engineering College Bagalakot
12	Arpit Paliwal	Happy Reliable Surgeries Pvt. Ltd.
13	Bhargavi Shivakumar	BhaShiNi Digitization Services Private Limited
14	Ravindra Kanchikare	Shopgro India private ltd
15	Jagat	2012
16	Mahadev Chikkanna	Spectrus Sustainables Pvt Ltd
17	H E Shashidhar	Cultiva Agri tech
18	Brijesh C A	Spenroit Technologies Pvt Ltd
19	Atul rate	GTK infotech
20	Nischal Reddy/Suraj Jana	Sertify Digicred technologies LLP
21	Dr. Manesh Thomas	Manipal-GOK Bioincubator
22	Jyoti Shankarappa Sajjan	Hi-Tech Touch
23	Soumya Bhattacharjee	BrainEnTech Neuroscience Pvt. Ltd.
24	Amey Kadle	Ajinkya Technologies
25	Abhijit Limaye	Refurbion Labs Pvt Ltd
26	SaiSiva Gorthi	ShanMukha Innovations Pvt Ltd
27	Rakshit, Abhishek, Amogh, Gagan, Mallikarjun	Star innovations
28	Rajeev Varma	Fintel Solutions Pvt Ltd
29	Vikram Naik	Gorbans Private Limited
30	T Govindraju and Meher K Prakash	VNIR BIOTECHNOLOGIES Pvt Ltd
31	Shubhada bhat	Ajesha technologies
32	Uday Mundinamani	Arivu learning pvt ltd
33	Koushik R Udupa	Ekathva Innovations
34	Santosh Narvekar	NAPCO
35	Murari Ramkumar	Vimano EWA Pvt Ltd
36	Lakshay Taneja	BirthVenue Growth Solutions Private Limited
37	Akshay Mehta	Kimuro Solutions OPC Private Limited
38	Krishna prakash	Karanji infotech Pvt LTD
39	Prathvi Palekar/Akshata Kari	Cocoslabs Innovative Solutions Private Limited
40	Alok M Anil	Next Big Innovation Labs
41	Santhosh Muralidharan	Blinkeyelabs Electronics Pvt. Ltd.
42	Ruben Shah	Digital Ripples Technologies LLP
43	Shashikumar JM	Pattern Effects Labs Pvt Ltd
44	Abhishek Susarla	MyOffice Admin technologies Pvt Ltd
45	Rekha Chandu Lal	Courseloka Learning Pvt., Ltd.
46	Vijay Anand	Embdes Engineering Sloutions
47	Nirmal Mohapatra	Sykefit
48	Geetha Manjunath	NIRAMAI Health Analytix Pvt Ltd
49	Rajesh	Matayo
50	mathi thumilan	HYDROPOUR technologies pvt ltd
51	Madhu TK	WeSualize Plans
52	Deepak Kumar	GDC Ecoenergy
53	Vijaya Krishnappa	KOSHA DESIGNS
54	Prrashanth H Nagaraj	Feedfront Technologies Pvt. Ltd.
55	Vinay	VS Solutions

56	Ravikant	Pragyavid India Pvt Ltd
57	Ravikant	Pragyavid India Pvt Ltd
58	Yogesh kondawar	Senergy solutions
59	DEEPAK	AGARICUS SOLUTIONS
60	Vijaykumar Bellikatti	Bellikatti Packaging Solutions LLP
61	Jetal Shah	Adinath bussiness solutions
62	BK REKHA	BRM Enterprises
63	Pooja Torvi	Eksya exports LLP
64	Prakshal Mehta	Hara Pitara Eco Ventures LLP
65	Govind Kadambi	Ramaiah-TBI
66	Govind Kadambi	Ramaiah-TBI
67	Ravi Shankar kumar / Kumari jayanti	ZenGages learn and grow pvt ltd
68	Anjali	Earth and Organics
69	Md JAMEED ALFAR	Jameed silks
70	Chakrapani Gopal	Urban Connects Farm
71	Usharani R K	Chella's Kichen
72	Chakrapani Gopal	Urban Connects Farm
73	Chakrapani Gopal	Urban Connects Farm
74	Dayanand kurtakoti	Farmero
75	Chakrapani Gopal	Urban Connects Farm
76	Chakrapani Gopal	Urban Connects Farm
77	Ramesh Kumar V	zSpaze Technologies Private Limited
78	Harish Gadagin	Foundation for sandboxstartup initiatives
79	Harish Gadagin	Foundation for sandboxstartup initiatives
80	Krishnamurthy Hegde	mSangeet Technologies Private Limited
81	Sagar N	Intellicool solutions
82	C. R. MANU	RAAHVEN ORGANICS
83	Chandru	Silk fashion exports
84	Madhushree Nagnath Deshpande	Silver Spoon Enterprises
85	Sathish Edakatmana	Electronodes Solutions pvt limited
86	Shiv	Ph Enterprises
87	Dr T Srinarth	GenoPhe Biotech Pvt Ltd
88	RINKU RANJAN	EASYM2M TECHNOLOGIES PVT LTD
89	Dr.Anvesh Jallapally	NIRVESH ENTERPRISES
90	Ravikuamar	Hipower systems and services
91	KITS	K-tech CoE A&D
92	Ganesh Maruti Naik	Ganesh Maruti Naik
93	Raghav Malpani	AutoAegis
94	Raghavendra S	Aakruthi3D Pvt. Ltd.
95	ChandanRaj N G	ChandanRaj N G
96	Suraj Kumar Jana	Opencube Labs LLP
97	Prem Rathod	TradeDoot Agriculture Marketing Solutions Pvt. Ltd.
98	Kavitha Srinivas	Tumkur Employment Exchange
99	Shridhar Kuknor	NSAI
100	Pant ratan shiromani sardar Joga singh ji	Guru Nanak Dev engineering college bidar
101	Sandhya	VSHOP

102	Prashant Kumar	Bellspire Virtual Art Pvt Ltd
103	Principal	Guru Nanak Dev Engineering College, Bidar
104	narendra	image frames productions
105	Rekha	Avyaang Enterprises
106	Dr. Shivakumar Swamiji	Siddaganga Institute of Technology, Tumakuru
107	Raghavendra G Shetty	RDL Technologies Private Limited
108	Dr. Veerendra Heggade	Shrinath Betgeri
109	Chetan Rai	YCRAI Pvt Ltd
110	Dr Suma	Vidya Vikas Institute of Engineering and Technology
111	Deepak Balram Thandassery	Deepsoft Systems
112	Shreevathsa Nagabushan K N	Ruhm innovation Pvt Ltd
113	Sathis	Jaden Certifications Pvt Ltd
114	Principal	Guru Nanak Dev Engineering College, Bidar
115	Panth Ratan Shiromani S Joga Singh	GURU NANAK DEV ENGINEERING COLLEGE
116	Gaurav Sonthalia	Gaurav
117	Principal	Guru Nanak Dev Engineering College, Bidar
118	Sharmilee Mane	PureMe Organics pvt ltd
119	HARISH JOSHI	GURU NANAK DEV ENGINEERING COLLEGE BIDAR
120	Vikash Kumar verma	Gypsee Automotive Private Limited
121	Shreyans Bhandari	Simply smart labs
122	Joseph	Ipsum
123	Joseph	Ipsum
124	Joseph	Ipsum
125	Dr Raju	MayaMD
126	R Arunachalam	Landspace Properties Pvt Ltd
127	Sardar joga singh	Guru Nanak Dev Engg College Bidar
128	Rajendra Nadig	Cosmicvolt
129	Shabareesha A	shabri028@gmail.com
130	Desh Deshpande	Deshpande Startups
131	Mohit Kumar	Vinayak siddhi computer
132	Vinayakumar J	Vinayakumar J
133	D Srihari	Leanworx Technologies Pvt Ltd
134	Sandeep L	Empower Electricals
135	Mr. D A Venkatesh	Defence Medical Management Naveen Kunj CGHS Ltd. Dwarka New Delhi India
136	Prasidh Kumar	SunBuilt Energy LLP
137	Chetan Rai	YCRAI Pvt Ltd
138	Shazia Usman	Divsha enterprises Pvt ltd
139	Shivam Kumar	Smart developer & Supplier Enterprises
140	Sajith Kandiyil	Benlycos Pvt Ltd
141	Nil	Yathish Kumar K
142	Sumanth Shenoy	M/s Stelna Design
143	Girija Patel	Ananya Drishtee Sustainable communities Pvt Ltd

144	Sanjiv Sambandan	Openwater.in Private Limited
145	Sachidanand	Foodvilla
146	Sachidanand	Foodvilla
147	Sachidanand	Foodvilla
148	Jayadeep Unni	Sensivision Health Technologies Pvt. Ltd.
149	Rajendra G Mavinkurve	JeevaSudha
150	StartupSanatana (Venkat.KL)	StartupSanatana(Samyak Darshana Technologies)
151	Santhosh B S	KEPIO Engineering Services Pvt Ltd
152	Santhosh B S	KEPIO Engineering Services Pvt Ltd
153	Dinesh Badagandi	Varnaaz Technologies
154	Subramanian	KSQUARE
155	Rajan Kumar	Rajan Kumar
156	RAMAPPA RATTEHALLI	SBRR MAHAJANA FIRST GRADE COLLEGE (AUTONOMOUS)
157	Ramappa Rattehalli	SBRR MAHAJANA FIRST GRADE COLLEGE (AUTONOMOUS)
158	Mithun Shah	Anabio Technologies Private Limited
159	samarth jain	Varuna AUVs
160	Chetan	Rewired Labels LLP
161	Ashish M Mahendra	Gallop Technologies India Private Limited
162	Shadakshari Swamy	Agamin Innovations Pvt Ltd
163	Jayasudan Munsamy	DeepVisionTech Pvt Ltd
164	VISHNU S K	SRI GURURAJA FURNITURE
165	Bola Satheesha Kamath	S S Industries
166	Bola Satheesha Kamath	S S Industries
167	Randeep Singh	InformDS Technologies Private Limited
168	Nagaraju Prasad	RAKEZ/Nagaraju Prasad
169	Murthy Muniyappa	LIFE9 SYSTEMS PRIVATE LIMITED
170	BVSG Suraj	Arka Aerospace
171	Murthy Muniyappa	LIFE9 SYSTEMS PRIVATE LIMITED
172	V V Sangha	RYMEC Engg College Ballari
173	Hari Babu	SiSoC Semiconductor Technologies Pvt Ltd
174	WB	ICICI BANK LTD
175	Sowrabh N	Airetards
176	Bola Satheesha Kamath	S S Industries
177	Md Firoz Raza Quraishi	Dr care Telemed pvt ltd
178	Rakesh Kumar	OhiO Softwares LLP
179	Sadiq	Ghousia College of Engineering
180	Gousekhan	New Age Innovation Netwrok -SCEM
181	Mr Bharat Daftary	Advy Chemical Private Ltd
182	Bharat Daftary	Advy Chemical Pvt Ltd
183	Sarita Bhandari	Velvett Bee LLP
184	Sarita Bhandari	Velvett Bee LLP
185	Anand Mishra	Adwaita Educare
186	Prabhakar Kulkarni	NeoDx Biotech Labs Pvt Ltd
187	Dr. Prabhakar kulkarni	NeoDx Biotech Labs Pvt Ltd

188	Dinesh Badagandi	Dinesh Badagandi
189	KOTESWARA RAO	Global EXIM Institute
190	Zafer	Amk traders
191	Nagaraj Bhat	Perspectiv Labs Pvt Ltd
192	Vikraman Venu	IKP Knowledge Park
193	Misba Choudhari	Ms Excellency Agency
194	Nibedit Dey	IBRUM TECHNOLOGIES OPC PVT LTD
195	Ravi Gupta	Sunpetpack Jbp Pvt LTD.
196	Arunkumar Venkataramanan	DeepBrainz AI
197	Payal Patel	Agropak
198	Anand kutre, Naina Padaki	True Assistive technology
199	Ganesh Prasad D M	Rcubeinnovations
200	Sajith Kandiyil	Benlycos Pvt Ltd
201	Chethan Anand	Seconize
202	Mr. Dhingra	Magnus Opto Systems India Pvt Ltd
203	Venkatesh Madurai Subramanian	Coacheagram LLP
204	Bhavin Bhansali / Chaitainya Rao	Progist Solutions LLP
205	D Srihari	LeanworxTechnologies Pvt Ltd

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