



GOVERNMENT E-MARKETPLACE (2ND GEM WORKSHOP)

12TH MAY 2021

11.00 AM –1.00 PM

KARNATAKA INNOVATION & TECHNOLOGY SOCIETY
DEPARTMENT OF ELECTRONICS, IT & BT
GOVERNMENT OF KARNATAKA

Workshop 2

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Workshop 2**Workshop Brief:**

Workshop Name:	Government e-Marketplace (GeM) – Workshop 2
Speaker(s) Details:	Mr. Gowtam H.S., Business Facilitator / Master Trainer – Karnataka, Government e-Marketplace
Date:	12 th May 2021
Venue:	Virtual Platform
Duration of Event:	11.00 AM – 1.00 PM (2 Hrs.)
No. of Participants:	140

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

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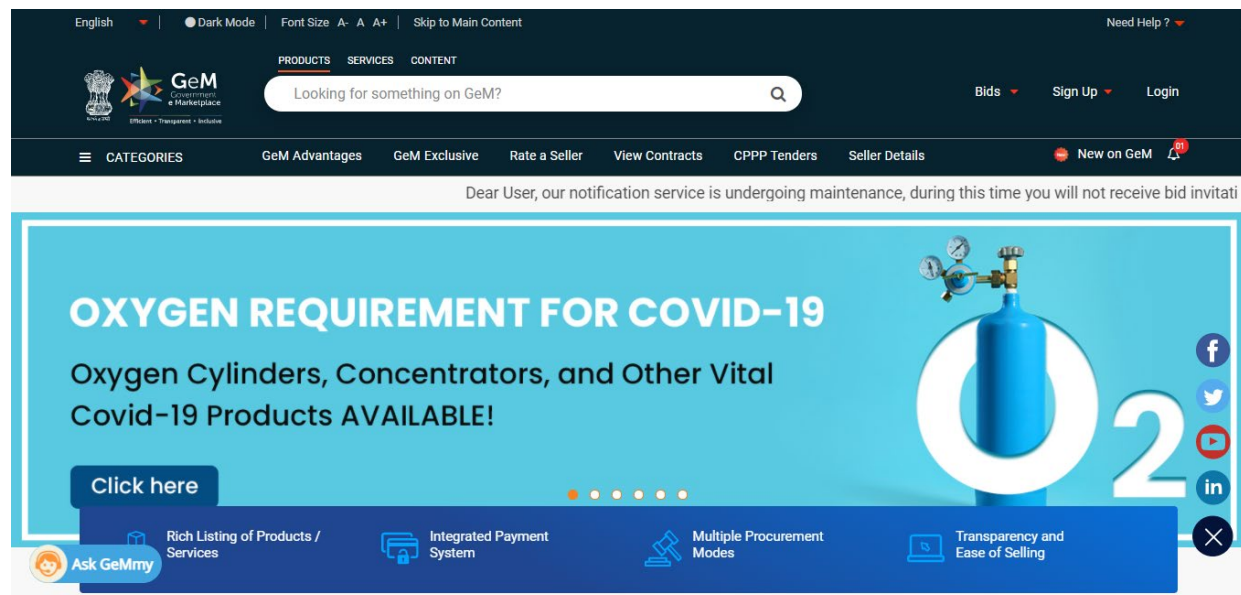
Workshop Overview:

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.

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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.



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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.

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

Aadhaar Number / Virtual ID * ⓘ

Mobile number linked with Aadhaar *

CREATE YOUR ORGANISATION SELLER ACCOUNT

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

Welcome to Registration process for Government e Marketplace

Before you initiate your registration, please read the pre-requisites by clicking [here](#)

Registration on GeM should be done by an authorized person (Director of the organisation or a Key Person). Please read and agree to the Terms & Conditions of Government e-Marketplace (GeM) before Sign Up.

✓ REVIEW TERMS & CONDITIONS

① Organisation Details

Business / Organisation Type * ⓘ

Business / Organisation Name * ⓘ

Business / Organisation Name is not editable once saved.
(Kindly ensure you enter correct name.)

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)

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- 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:-

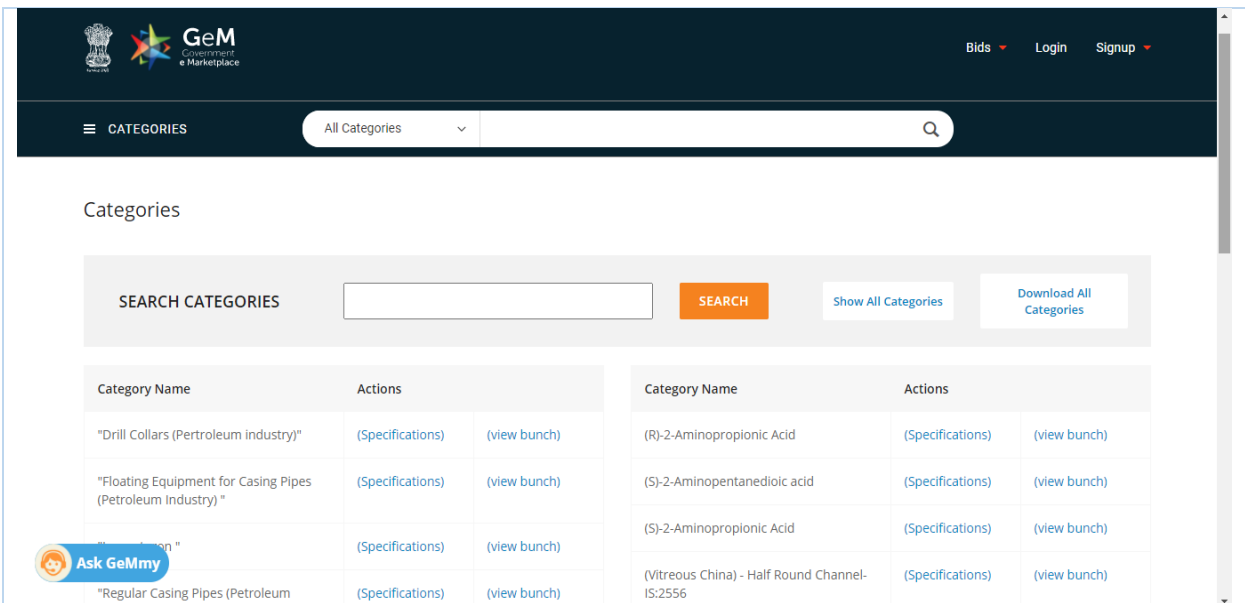
- Registration on GeM should be done only by an Authorized Person (Director of the Organization or a Key Person/Proprietor)
- Details of the Authorized Person will get validated as per the Income Tax Return Filing Primary Seller has an option to create Secondary Seller(s) to assign roles like Bid Participation, 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.

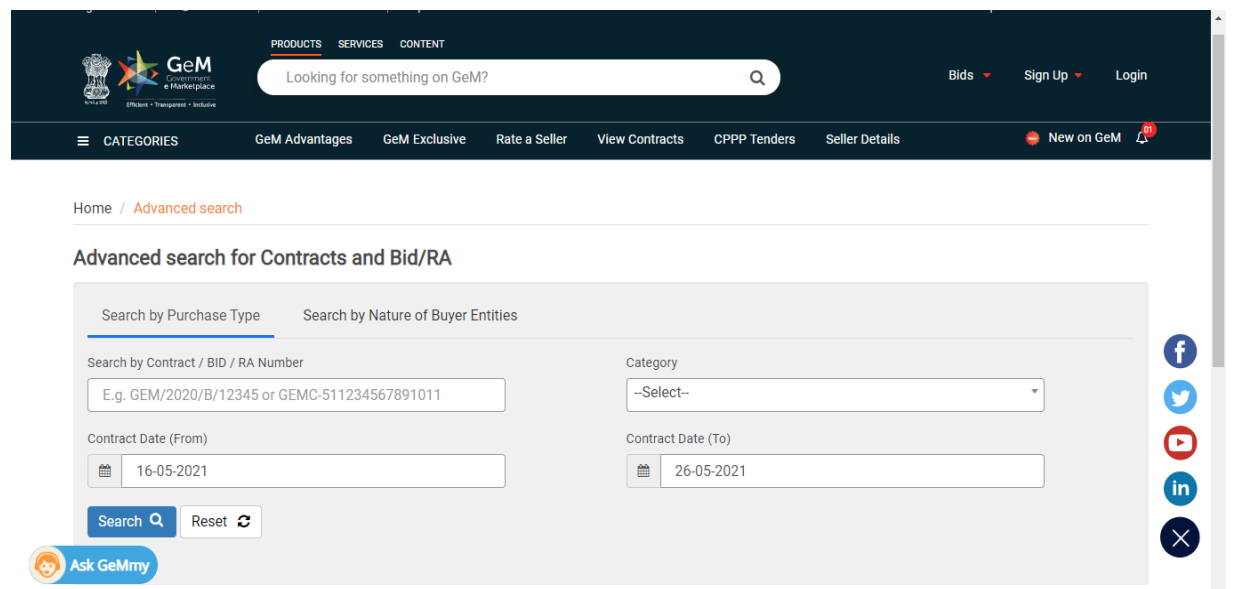
Virtual Tour of GeM Portal:

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.

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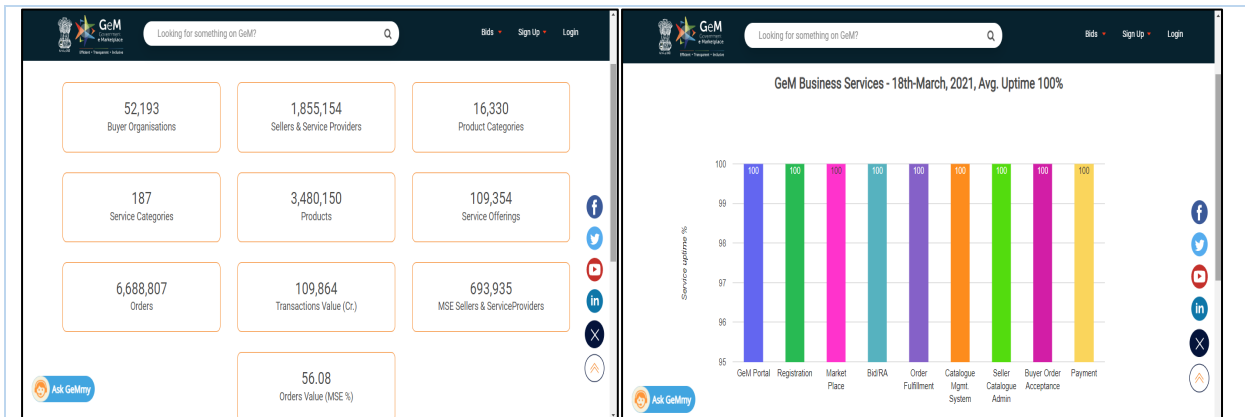


The session also demonstrated to the audience on how they can list their products for sale in the portal. The audience were demonstrated how entities can look for various Contracts and Bids published and accordingly bid for that.



The audience were enthralled on seeing the statistics on the number of organisations using the GeM portal for procurement.

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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 and Department officials 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. The Department officials attending the workshop also learnt about how they can procure from Startups.
- **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. The Department officials present also came to know about how they can register and put up contracts or their needs.
- **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.

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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	Rakesh Shankar Merwade	Rakesh
2	Rajeev Varma	R V Varma and co
3	Madhu	Wesualize Plans
4	Venkatesh Vadde	Sensio Enterprises
5	Jathavedas	Spot and view tech solutions (opc) pvt ltd
6	Madhu	Wesualize Plans
7	Vasanth Kamath	Hydrogreens

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8	StartupSanatana (Venkat.KL)	Samyak Darshana Technologies
9	Jyoti Pawar	Sunvict
10	Dinesh Badagandi	Varnaaz Technologies
11	Prasad Panchangam	Saigeware Technologies Private Limited
12	Dr Vishal Rao U S / Mr Shashank	INNAUMATION MEDICAL DEVICES
13	Surajit Sinha	Snehix Tech Private Limited
14	Virendra Kadam	DELTASYS E FORMING
15	Chanchal Badsawal	Nixelens LLP
16	Vijay Kumar Ranka	Stabicon Life Sciences Pvt Ltd
17	Guru Prasad	Kanaada phonetics pvt ltd
18	Shyam Suryanarayanan	SciTal Talent Services Pvt.Ltd.
19	1. Priya Ranjan Mishra 2. Sreenivasa Chary	BelBird Technologies Private Limited
20	Priyank	Vphore Labs
21	Arpit Paliwal	Happy Reliable Surgeries Pvt. Ltd.
22	Kirti Srivastava	Getpy analytics pvt ltd
23	Shubham Shukla	Chimps Technologies
24	-	VCET
25	DR.CHINMAYA HEGDE	ASTRIKOS CONSULTING PVT LTD
26	Director IIT Bombay	Indian Institute of Technology Bombay
27	V V Sangha	K S Vinaya Kumar
28	Nikhil Gonsalves	inGO Electric Pvt Ltd - Nikhil Gonsalves
29	Rahul Kanuganti	FLYTТА INNOVATIONS PVT. LTD.
30	Rahul Kanuganti	FLYTТА INNOVATIONS PVT. LTD.
31	Raghavendra satalagaon	WITsys Technologies
32	Pooja P M	Enkefalos novelty
33	Nitish Kundu	Xten Networks India Pvt Ltd
34	Reuben Fernandes	Skyfire Applied Intelligence Pvt Ltd
35	Vinod Hegde	StatValu Private Limited
36	Veena S	Pranav Medical
37	Dinesh raj M	Glasious
38	Jayachandre Gowda	Quaadbotics Private Limited
39	Shashikumar JM	Pattern Effects Labs Pvt Ltd
40	GOPIKRISHNA HS	HNS GROUPS
41	Madhukeshwar Yavagal	ABE Security Mechanics Pvt Ltd
42	Dr. Tej Pochiraju	IoTReady Technology Solutions Pvt Ltd

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43	Mallesh T M	Farms2fork Technologies Pvt Ltd
44	Jss group of institutions	NAIN SJCE
45	Vivekananda Vidyavardhaka Sangha Puttur	Dr. Manujesh B J
46	Prrashanth H Nagaraj	Feedfront Technologies Pvt. Ltd.
47	Tanmaya	Bioeco Solutions
48	Tanmaya	Bioeco Solutions
49	Deepak	AGARICUS SOLUTIONS
50	Anjali	Earth and Organics
51	Srinivasulu Reddy Guvvala	Skykrafts Aerospace Pvt Ltd
52	Srinivasulu Reddy Guvvala	Skykrafts Aerospace Pvt Ltd
53	Dhruvin Yogesh Jasani	PushpdeepNX
54	Jimmy Padia	ZOROIM IPSYSTEMS PRIVATE LIMITED
55	Dinesh Badagandi	Varnaaz Technologies
56	Manu T U	Manu
57	VVS Puttur	Vivekananda College of Engineering & Technology, Puttur
58	Mallappa	Mallik enterprises
59	Dr. S. Nithyaleela and Dr. Chitra C. S.	TransCat People Solutions Pvt. Ltd
60	KL Mukesh	Scital Talent Services Pvt. Ltd.
61	Raghunath Babu Are	QtPi Private Limited
62	Shreevathsa	RUHM INNOVATION PVT LTD
63	Vinod Hegde	StatValu Private Limited
64	Jayachandre Gowda	Quaadbotics Private Limited
65	Sridar	Sales Consutant
66	Sriram	Sociograph solutions private Limited
67	Shiva Prasad	Ace Associates
68	Giridhar Narasimhamurthy	Brahmi Systems Pvt Ltd
69	K-tech CoE A&D	Nataraj
70	Panduranga Rao	SV Fire Systems
71	Hema M	SV Fire Systems
72	MUTBI Society	Manipal-GoK Bioincubator
73	Asha J	Indigofish Eco Farms Pvt Ltd
74	Shashank	SNC
75	Sanjeev Bijapur	E2E Mining Solutions
76	Lokesh Venkata Kumar Chakka	True Traffik
77	Vijay Holimath	VividSparks IT Solution
78	Rohin Kumar Yeluripati	LIGHTSPEEDAI LABS PRIVATE LIMITED

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79	Harish Gadagin	Deshpande Startups
80	Mike Long	Arrow Electronics India Pvt Ltd
81	Mr. Mayur Shetty	Blackfrog Technologies Pvt Ltd
82	Dr Bharathkumar Hegde	Autoyos Private Limited
83	ABC	Jameel Ahmad Khan
84	Dr Balu Vura	Liquidcubes Innocommerce
85	Akshata Kari	Cocoslabs Innovative Solutions Pvt. Ltd.
86	Manohar	Synergy
87	Prabhudev Prakash	Telereach
88	Pradeep Pydah	Asterquanta Neurosystems
89	Ganesh Shankar	FluxGen Engineering Technologies
90	Sanskriti Dawle	Thinkerbell Labs Private Limited
91	Ar.jitendra nayak	Infrastructure one
92	VINAY V UDIKERI	CREDCORE TECHNOLOGIES PVT LTD
93	Dr T Srinath	GenoPhe Biotech Pvt Ltd
94	Suchitra s kondguli	Artesania-world
95	Ranjan Shetty	Powerroof Solutions
96	Apeksha	Apeksha
97	Manoj kumar R	NATURA CROP CARE
98	Jathavedas	Spot and view tech solutions pvt ltd
99	Gavaskar J	Hi7 Agri Biosolutions
100	Shahabaj momin	Bio-fresh
101	Shahabaj	Bio-fresh
102	Samruddhi Bhorkade	Drishti Designs
103	K m venkataramana	Tapam renewable energy Pvt ltd
104	Chethan k v	Harshitha Enterprises
105	Madhsudhan MS	Caranros biosol pvt ltd
106	Vishwanath	Ramone IT private limited
107	Vishwanath	Ramone IT private limited
108	Tourism Dept	Karnataka Tourism dept
109	Thejas P	Foster Innovations
110	Premjeet Singh	Tech-Tailor Solutions Pvt Ltd
111	Achyutha b m	Menmark llp
112	Girish Mugwe	Ankyah Infinity Pvt Ltd
113	Shashikant malapur	Hara granite and ceramics
114	Chinnayya Math	Nimble Vision Pvt Ltd
115	Shrikanth Malapur	Hara Engineering
116	Ravi Chivukula	Hearthealth Technologies Private Limited

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117	Chiranjeevi Jetty	Men Media Entertainment Networks Pvt Ltd
118	Nagaraj	Om Computer
119	Shreyas Kulur	IXE Tronics Pvt Ltd
120	Harsha Marigowda	Harsha Marigowda
121	merril almeida	Deepayus
122	Nachiketh	Chipster Technologies Pvt Ltd
123	Kavya suman	Nefty Technologies Private Limited
124	Yogesh Agrawal, Kulin Shah and Shekhar singh shaktawat	Onsurity technologies pvt ltd
125	Bishram Keshri	Wheelsdrive Techub Private Limited
126	Ramakrishna	Ramone IT Private Limited
127	Chandrashekhar M	ELINT LABS PRIVATE LIMITED
128	Srinath Ravichandran	Agnikul Cosmos Pvt. Ltd.
129	Kottaram Ramesh	skillsda
130	Kashaf	Cygnotech
131	Puneeth Raj	RADIATE HEALTHCARE INNOVATIONS PRIVATE LIMITED
132	Bishram	Girisha
133	Srinath Ravichandran	Agnikul Cosmos Pvt. Ltd.
134	SANJU R	University Visvesvaraya College of Engineering
135	Prasanna Kaliamoorthy	Tangsys Technologies Private Limited
136	Prasanna Kaliamoorthy	Tangsys Technologies Private Limited
137	Dr Bhushan Liladhar Chaudhari	KBCNMU Centre for Innovation, Incubation and Linkages
138	Raju S	Raju res India pvt ltd
139	Vibha	Ina
140	Dr. Muyeed Ahmed. S	BioTherm Flavours & Fragrances LLP

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