Government e-Marketplace of India

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ADB

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Islamic Development Bank

CSF
CLIMATE SUPPORT FACILITY

The GeM Advantage

1

Cost Savings

- **Cost savings** of more than ₹ 70,000 crore for the government
- **Reverse auction:** ~25% price reduction vs avg. original L1 price
- **Guaranteed discounts** via direct OEM deals, demand aggregation

2

Time Efficiency

- **Tender cycle time** reduced from 34 to 24 days[2]
- **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

3

Reach & Inclusiveness

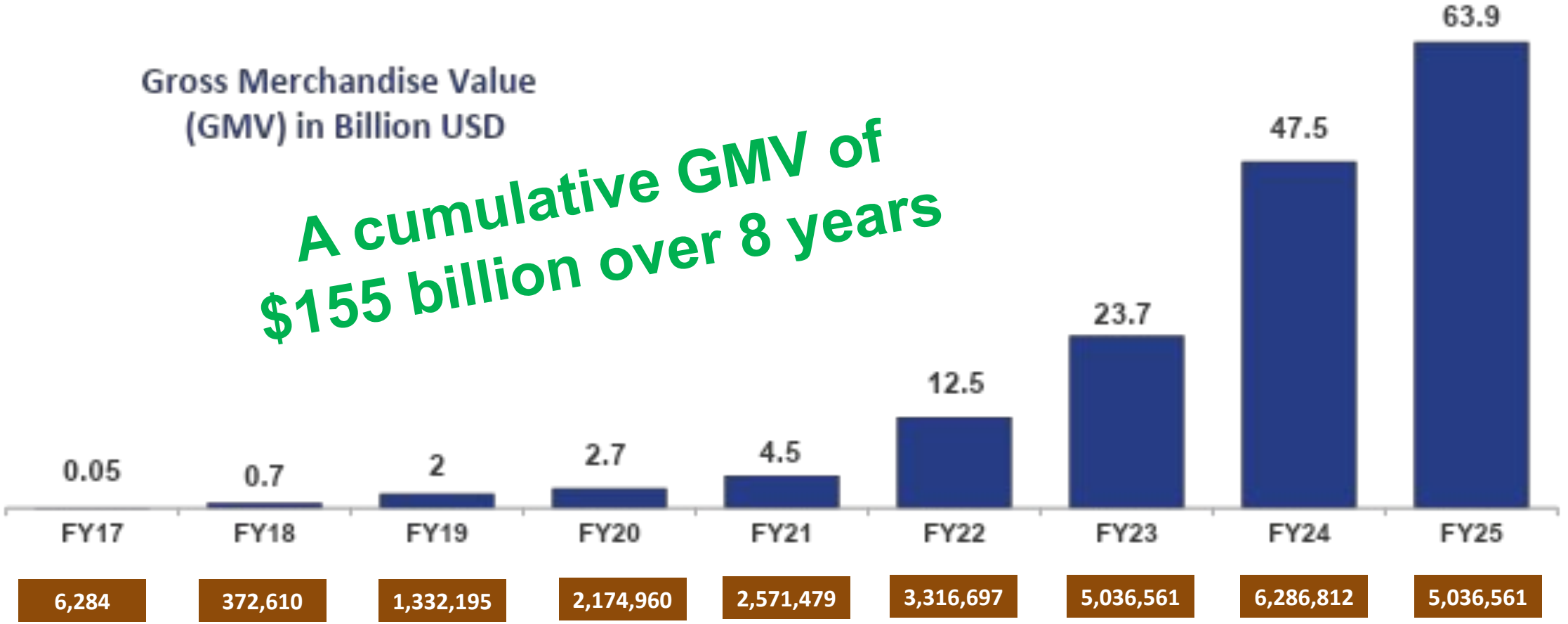
- **Access to working capital through GeM Sahay scheme**
- **MSE share ~48% of cumulative GMV** with 8 lakh+ MSE sellers
- **Handholding support in registration and cataloging**
- **Dedicated Storefronts, #vocalforlocal, ODOP**

4

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**

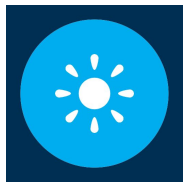
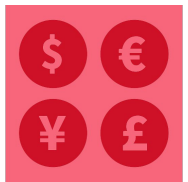
Business overview | Sustained GMV growth over the years…

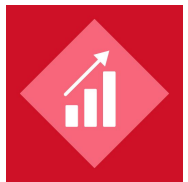


The GeM Advantage

Studies* by World Bank, National Economic Survey and IIMs, based on parameters like *mandatory discounts, RA price reduction, select sample price* **comparison with other e-commerce and bid data reported by buyers indicate ~ 9-10 % cost savings when procuring via GeM.**

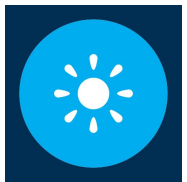
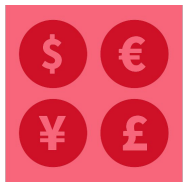
** Based on comparison of "Bid start" to "Bid close" dates of 704 GeM and out-of-GeM transactions; data reported by buyers*

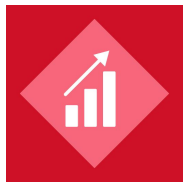





Where we are already using AI

- Code evaluation, comprehension
  - Logic
  - Documentation
  - Secret scanning, dependencies mapping
  - Secure coding
- Gen AI assisted customer support
  - Integration of voice, generative AI text
  - Issue ticket generation, status
  - Agent handover
- Conversational BI - *WIP*



Demo of GeMAI

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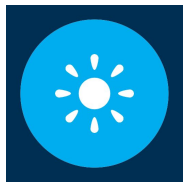
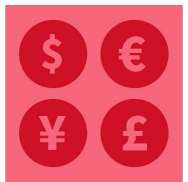
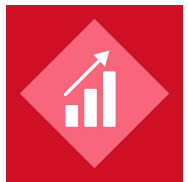
We are working towards …

- **Conversational Analytics with GenAI**
  - Use simple voice based requests to generate reports, dashboards, analytics from databases
- **Known use cases**:
  - Collusion detection and avoidance using pattern / trend detection (e.g. in prices vs time metrics)
  - Provide visibility for and detect deviation from range / band
- **Enable strategic planning**
  - Insights for leadership

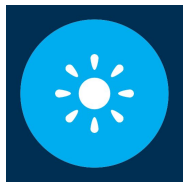
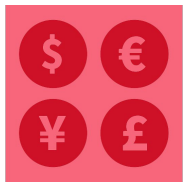


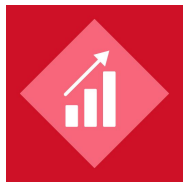
The AI vision

AI to generate code, evaluate code,
chatbot automation & integration

Hey GeMAI, help me create a tender to buy 65 cars for my department!

You lost the order by … %.
Did you check the special condition …



Thank you

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