

No.42/11/2024-5Trg.
HARYANA GOVERNMENT
CHIEF SECRETARY OFFICE
TRAINING DEPARTMENT

Dated, Chandigarh the 18th November, 2025.

To

All the Administrative Secretaries of Haryana State.

Subject: - Call for Nominations- Three days Capacity Building Programme on "Navigating Procurement via Government e-Marketplace (Gem), Strategic Contracts in Procurement" during 22- 24 December, 2025 at Goa.

Sir/Madam,

I am directed to refer to the subject noted above and to inform that a copy of letter no. Nil email dated 11.11.2024 received from Mr. Rajesh Batra, Head- Centre for MSME, Indian Institute of Corporate Affairs. This email has been uploaded on the CS Haryana Website (<http://csharyana.gov.in>).

It is, therefore, requested to take further necessary action in view of Government Instructions issued vide No. 22/38/2010-4Trg, dated 21.12.2022 accordingly.

Yours faithfully,

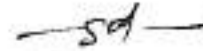


Under Secretary to Government, Haryana
Training Department

Endst. No. 42/11/2024-5Trg.

Dated Chandigarh, the 18th November, 2025

A copy is forwarded to Mr. Rajesh Batra, Head- Centre for MSME, Indian Institute of Corporate Affairs, Plot No. P-6,7, 8, Sector-5, IMT Manesar, Gurugram-122052 w.r.t his letter no. Nil email dated 11.11.2024 for information.



Under Secretary to Government, Haryana
Training Department

F.No: 42/11/2024-STg.

Training Branch <branchtrg@gmail.com>



Call for Nominations - Three Day Capacity Building Program on "Navigating Procurement via Government e-Marketplace (GeM), Strategic Contracts in Procurement" during 22-24 Dec, 2025 at Goa

1 message
Rajesh Batra IICA <cmame.ica@gmail.com>
Bcc: branchtrg@gmail.com

11/11/25
STg.

Dear Sir / Ma'am,

Indian Institute of Corporate Affairs (established by the Ministry of Corporate Affairs, Govt. of India) announces Three D: Procurement via Government e Marketplace (GeM), Strategic Contracts in Procurement - Negotiation, Enforcement & Risk Mitigation" Delmon, Goa.

In view of the importance of the subject, may we seek your support for this capacity building program by nominating delegates from Ministry/Department/Esteemed organization by sending the nominations along with Program Fee.

For more information, please refer to the attached letter along with the detailed program outline.

137769
11/11/25



**Indian Institute of
Corporate Affairs**

Partners in Knowledge, Governance, Transformation

(Under Ministry of Corporate Affairs, Govt. of India)

Three Day Capacity Building Program (47th) on " Navigating Procurement via Government e Market Strategic Contracts in Procurement - Negotiation, Enforceme 22 - 24 December, 2025 - Goa

Benefits / Objectives:-

- Gain an overall understanding of the essential aspects of operating and handling the GeM web portal.
- To enable participants to adopt the best procurement practices for floating tenders, evaluation & award in all types of procurement
- Provide users the speed and flexibility of e-commerce site in sourcing its requirement
- To drive efficiency, transparency and inclusivity in India's Public Procurement domain
- To have technology enabled dynamic, self-sustaining, user friendly, fair and transparent procurement system
- To promote standardization of products, demand aggregation, Make in India
- Identify the document that becomes a legally enforceable part of a contract
- To provide users the speed and flexibility of e-commerce sites in sourcing its requirements
- Reduce the risk of delaying a project by using contract negotiations

What do our Participar

- Based on various case practices to be followed
- Topic covered very we examples
- Will help in dealing with
- Both pre & post contract resolution mechanism experiences & examples.
- Case studies & exampl topic more clearly.
- Will help in better analys
- Will enhance the quality
- Deeper understanding of contract
- All concept of drafting examples.
- Several barriers of M& clarified by faculty and ve

PROGRAMME FEE

Training Venue	Hotel Grande Delmon, Caetano de Albuquerque Road, Panjim, Goa – 403001
Training Date	22 - 24 December, 2025
Residential Program Fee	INR 43,070/- (INR 36,500 + 18% GST) per participant
Non-Residential Program	INR 27,730/- (INR 23,500 + 18% GST) per participant

Fee

- **For Individual Nomination - No Discount is applicable**
- **For Standard Group of min. 2 & upto 3 nominations from one organization - We will Program Fee**
- **For Prime Group of minimum 4 & above nominations from one organization - We will the additional participants. (Example: in case of 6 nominations from one organization, 5% discount and additional 3 nominations will be eligible for 10% discount)**

PROGRAMME DIRECTOR	PROGRAMM
Mr. Rajesh Batra, Head-Centre for MSME Indian Institute of Corporate Affairs E-mail: rajesh.batra@iica.in Phone: 9871417394 , 8595690458	Mr. C Indian Institut E-mail: cmsr Phone:

With Warm Regards,

राजेश बत्रा / Rajesh Batra

प्रमुख- सेंटर फॉर एमएसएमई / Head - Centre for MSME

भारतीय कॉर्पोरेट कार्य संस्थान / Indian Institute of Corporate Affairs,

कॉर्पोरेट कार्य मंत्रालय, भारत सरकार / Ministry of Corporate Affairs (Govt. of India)

प्लॉट नंबर -6,7,8, सेक्टर-5, आईएमटी मानेसर / Plot no. P-6,7,8, Sector-5, IMT Manesar,

जिला - गुरुग्राम -122052, हरियाणा, भारत / Distt. Gurugram-122052, Haryana, India

Mobile no- +91 9871417394 , 8595690458

Email: rajesh.batra@iica.in , rajeshbatra.ica@gmail.com

3 attachments

 Letter_22-24 Dec, 2025.pdf

140K

 Detailed_Program_22-24 Dec, 2025.pdf

391K

 Registration_Form_22-24 Dec, 2025.pdf

131K



IICA/MSME/01112025

01 November, 2025

Dear Sir / Ma'am,

Three Day Capacity Building Program (47th Edition)
**"Navigating Procurement via Government e Marketplace (GeM),
Strategic Contracts in Procurement - Negotiation, Enforcement & Risk Mitigation"**

22 - 24 December, 2025 - Goa

Indian Institute of Corporate Affairs (IICA) has a focused Centre for Micro, Small & Medium Enterprises, established to foster understanding of the Regulatory Framework, encourage innovative responses to business environment and focus on issues affecting MSMEs. The Hon'ble Minister of Finance and Corporate Affairs is the President of IICA. Secretary, Ministry of Corporate Affairs is the Chairperson of the Board of Governors, which has many eminent personalities.

Navigating Procurement via Government e Marketplace (GeM) is crucial for any organization in 2025.

It connects more than 1.6 lakh government buyers with 23 lakh sellers and service providers. In terms of categories, nearly 12,000 product categories and 320 service categories enable the procurement of different goods and services.

Micro and small enterprises are getting major business from public procurement portal GeM and they are expected to sell goods and services worth over USD 20 billion by the end of this fiscal.

Since its inception in 2016, orders worth more than ₹13.4 lakh crore have been transacted on the GeM portal.

Hence, intensive training on "Navigating Procurement via Government e Marketplace (GeM), Strategic Contracts in Procurement - Negotiation, Enforcement & Risk Mitigation" should be a vital part of any business plan / buying plan in 2025, as procurement impacts everything from customer satisfaction and product quality to cash flows and profitability. With supply chains becoming more complex and constrained, leveraging critical skills is essential for success in today's business landscape.

The program outline covers the essential aspects of operating and handling the GeM web portal for both buyers and sellers, including floating tenders, evaluation, award, and advanced features as well as Recent Guidelines & General Financial Rules (GFR) application w.r.t. GeM, its process flow, challenges & complexities. It also allows for a comprehensive understanding of the platform and hands-on practice to ensure participants are conversant with GeM operations.

The said program also offers a unique opportunity to enhance contract management skills, stay current with the latest trends, and network with industry professionals

Objectives

- Gain an overall understanding of the essential aspects of operating and handling the Government e-Marketplace (GeM) web portal.
- To enable participants to adopt the best procurement practices for floating tenders, evaluation & award in all types of procurement.
- Provide users the speed and flexibility of e-commerce site in sourcing its requirement
- To drive efficiency, transparency and inclusivity in India's Public Procurement domain
- To have technology enabled dynamic, self-sustaining, user friendly, fair and transparent procurement system
- Identify and prevent common risks and inherent risks allocated between Seller and Purchaser and how these risks can be mitigated.
- Identify the document that becomes a legally enforceable part of a contract

- Determine the most appropriate form of agreement for a particular situation including Contract / Agreement towards Consultancy Services
- Participants will be exposed to the latest trends, real-world case studies & examples in contract management that can help in streamlining your contract management processes.

In view of the above, Indian Institute of Corporate Affairs (IICA) through its Centre for MSME is organizing **Three Day Capacity Building Program: "Navigating Procurement via Government e Marketplace (GeM), Strategic Contracts in Procurement - Negotiation, Enforcement & Risk Mitigation"** during 22 - 24 December, 2025 at Goa.

In view of the importance of the subject, may we seek your support for this capacity building program by nominating delegates from different offices under your Ministry / Department / Esteemed organization by sending the nominations along with Program Fee as below:-

Training Venue	Hotel Grande Delmon, Caetano de Albuquerque Road, Panjim, Goa – 403001
Training Date	22 - 24 December, 2025
Residential Program Fee	INR 43,070/- (INR 36,500 + 18% GST) per participant
Non-Residential Program Fee	INR 27,730/- (INR 23,500 + 18% GST) per participant
• For Individual Nomination - No Discount is applicable • For Standard Group of min. 2 & upto 3 nominations from one organization - We will be offering a discount of 5% on Program Fee • For Prime Group of minimum 4 & above nominations from one organization - We will be offering a discount of 10% for the additional participants. (Example: in case of 6 nominations from one organization, 3 nominations will be eligible for 5% discount and additional 3 nominations will be eligible for 10% discount)	

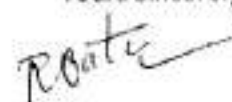
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- IICA's Non-Residential Program Fee includes Buffet Lunch, AM & PM Tea/Coffee.
- The above program fee does not include transfer to the hotel/venue and airport, local travel and air-travel.
- Seats are limited & on a first-come first-serve basis.

IICA also conducts the customized MDP / Capacity Building Programs, specific to your organization and the content would be finalized in consultation with you. This can be for IICA off-campus wherever our professors & subject matter experts would visit the venue suggested by you and deliver the program.

You will experience interactive learning led by subject-matter experts to give you in depth knowledge of topics relevant to Procurement Procedures, Policies and Contract Management.

Kindly nominate officials for our training program and extend your support to IICA.

Yours Sincerely,



(Rajesh Batra)

Head, Centre for MSME

Mobile no- 9871417394, 8595690458

Encl.:

- Detailed Programme Outline
- Registration Form

Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs, Govt. of India)

Organizes
Three Day Capacity Building Program
(47th Edition)

**“Navigating Procurement via Government e Marketplace (GeM),
Strategic Contracts in Procurement - Negotiation, Enforcement
& Risk Mitigation”**

22 - 24 December, 2025
Hotel Grande Delmon, Goa



GeM
Government
e Marketplace

Efficient • Transparent • Inclusive



ABOUT IICA

Indian Institute of Corporate Affairs (www.iica.nic.in) is a 21st century unique world-class institution established by the Ministry of Corporate Affairs, Government of India. Its aim is to provide holistic treatment of all issues that impact corporate functioning to help today's business and shape tomorrow's. The Hon'ble Minister of Finance and Corporate Affairs is the President of IICA. Secretary, Ministry of Corporate Affairs is the Chairperson of the Board of Governors, which has many eminent personalities. The state-of-the-art campus of IICA is located at IMT Manesar, Dist. Gurugram, Haryana.

The Centre for MSME, an integral part of Indian Institute of Corporate Affairs (IICA), has been established to foster understanding of the regulatory framework, encourage innovative responses to business environments and focus on all other relevant issues affecting the MSMEs. It enables capacity building through training and interactions such as seminars and workshops, engages in documentation and research on MSMEs practices, encourages cluster development initiatives and uses its pivotal crosscutting position to create synergy among various facets of the MSME sector.

OVERVIEW

GeM – Government e-Market place is an end-to-end e-commerce platform for procurement of goods & services by Government organizations. GeM offers all modes of procurement (direct purchase, L1, bid & reverse auction) in a paperless and cashless manner. The GeM portal is currently being used by almost all departments/ organizations of Central and State Governments as mandated mandatory by the Government of India.

"GeM has harnessed digital capabilities and has emerged as a one-stop-shop for procurement of all possible goods & services that may be required by Government buyers at various levels of administration".

Navigating Procurement via Government e Marketplace (GeM) is crucial for any organization in 2025

It connects more than 1.6 lakh government buyers with 23 lakh sellers and service providers. In terms of categories, nearly 12,000 product categories and 320 service categories enable the procurement of different goods and services.

Micro and small enterprises are getting major business from public procurement portal GeM and they are expected to sell goods and services worth over USD 20 billion by the end of this fiscal.

Since its inception in 2016, orders worth more than ₹13.4 lakh crore have been transacted on the GeM portal.

GeM has streamlined Government procurement into a unified platform used by a nationwide network of sellers and service providers.

Hence, intensive training on "Navigating Procurement via Government e Marketplace (GeM), Strategic Contracts in Procurement - Negotiation, Enforcement & Risk Mitigation" should be a vital part of any business plan / buying plan in 2025, as procurement impacts everything from customer satisfaction and product quality to cash flows and profitability. With supply chains becoming more complex and constrained, leveraging critical skills is essential for success in today's business landscape.

Key Stakeholders of GeM

Buyers

- Central Govt.
- Central PSUs
- State Govt.
- State PSUs
- Autonomous Bodies

Sellers

- OEMs
- MSE
- Startup
- Authorized Resellers
- Service Providers

The program outline covers the essential aspects of operating and handling the GeM web portal for both buyers and sellers, including floating tenders, evaluation, award, and advanced features as well as Recent Guidelines & General Financial Rules (GFR) application w.r.t. GeM, its process flow, challenges & complexities. It also allows for a comprehensive understanding of the platform and hands-on practice to ensure participants are conversant with GeM operations.

Risk Management

It goes without saying that risk management is an essential component of procurement training. In today's challenging business environment, procurement professionals must be equipped with the skills to identify, assess and mitigate the different types of risks that could impact their organizations. These include supply, price, financial, legal and safety risks.

We must take provisions to manage the following types of risks:-

- Supply Risk – the possibility of production line shutdown, failure to meet customer requirements, and/or other catastrophes due to the non-availability of certain goods or services at a particular time.
- Price Risk – the possibility that prices for goods or services could be adjusted to your organization's disadvantage.
- Financial Risk – your organization could possibly lose existing assets, future revenue, or potential income due to a financial or economic event or series of events. This risk category appears to be eminent.
- Legal Risk – the possibility that your organization could be a party to a lawsuit, particularly in which your organization has a lower-than-average probability of prevailing
- Safety Risk – the possibility that a person could be injured or killed or property damaged or destroyed.

Spend Management

Spend Management is a crucial skill for procurement professionals in today's business landscape. It involves the formulation and execution of an annual buying plan that includes forecasting demand for different categories of products and services, assessing the market for each commodity, determining the method for procuring each commodity and identify the resources needed for successful procurement.

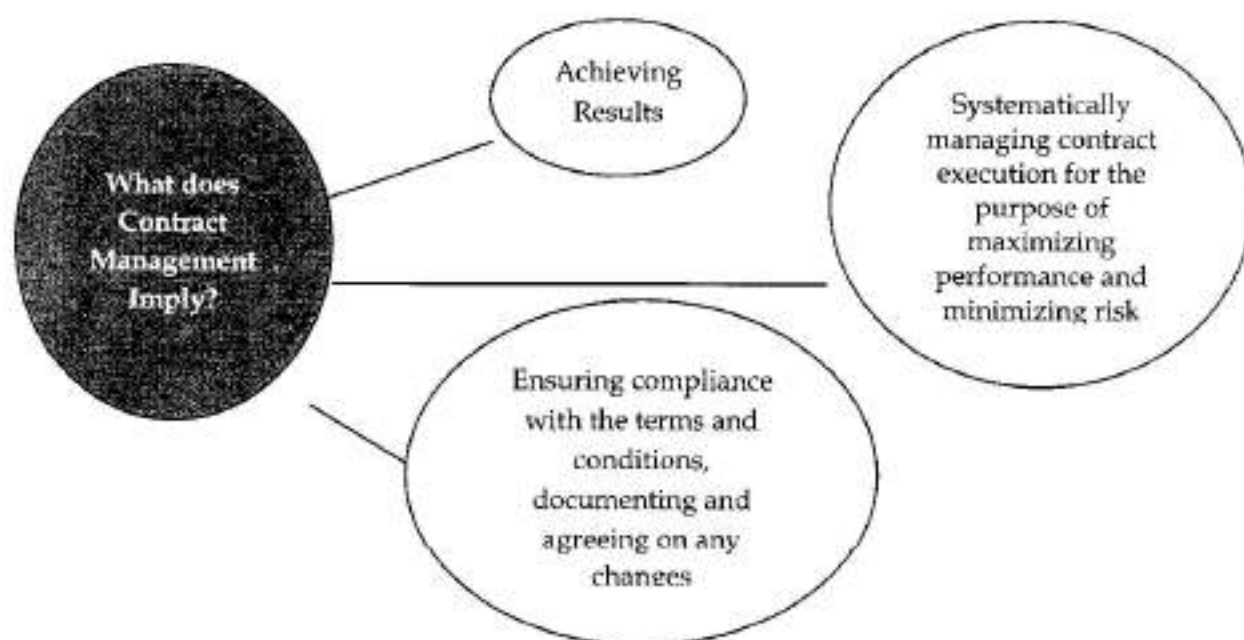
Decisions around Supplier Selection

Decisions around supplier selection are a critical aspect of procurement, with a significant impact on an organization's bottom line. Procurement professionals must possess the skills to assess the suitability of potential suppliers, evaluate their capabilities and reliability and negotiate contracts that align with organizational goals. Not having a robust strategy for supplier selection can result in suboptimal business outcomes, including delivery delays, increased costs, and quality issues.

Thus, procurement training is vital. It equips professionals with skills to understand and anticipate customer needs. This enables them to source and acquire goods and services that meet requirements.

What does Contract Management Imply?

Every contract seems to provide adequate protection when it is negotiated and signed. However, during contract performance, disputes often arise between buying organizations and their suppliers. Not having a good contract management process in place has consequences to both the buying organization and the consuming departments. If no one is managing the performance of the contract, an organization is likely to fail to meet its goals that it had for the project associated with the contract. Such failures may include delayed timelines, cost overruns, and more.



Every contract seems to provide adequate protection when it is negotiated and signed. However, during contract performance, disputes often arise between buying organizations and their suppliers. Not having a good contract management process in place has consequences to both the buying organization and the consuming departments. If no one is managing the performance of the contract, an organization is likely to fail to meet its goals that it had for the project associated with the contract. Such failures may include delayed timelines, cost overruns, and more.

Commercial contracts form the backbone of business transactions and partnerships, playing a pivotal role in defining the terms, obligations, and rights of parties involved. Drafting, negotiating, and enforcing these contracts are crucial aspects of any successful business venture. In the ever-evolving global business landscape, keeping abreast of recent trends and best practices in the field of commercial contracts is essential for businesses and legal professionals.

The said program also offers a unique opportunity to enhance contract management skills, stay current with the latest trends, and network with industry professionals

The understanding of the legal framework that controls the acquisition of goods and services by organizations, particularly those in the public sector, is referred to as contractual & legal expertise.

The year 2025 presents a unique opportunity for companies to upskill their procurement teams and enhance their abilities to navigate the complexities of Procurement via Government e Marketplace (GeM) and Strategic Commercial Contracts.

OBJECTIVES

- Gain an overall understanding of the essential aspects of operating and handling the Government e-Marketplace (GeM) web portal.
- To enable participants to adopt the best procurement practices for floating tenders, evaluation & award in all types of procurement.
- Provide users the speed and flexibility of e-commerce site in sourcing its requirement
- To drive efficiency, transparency and inclusivity in India's Public Procurement domain
- To have technology enabled dynamic, self-sustaining, user friendly, fair and transparent procurement system
- Identify and prevent common risks and inherent risks allocated between Seller and Purchaser and how these risks can be mitigated.
- Identify the document that becomes a legally enforceable part of a contract
- Determine the most appropriate form of agreement for a particular situation including Contract / Agreement towards Consultancy Services
- Reduce the risk of delaying a project by using contract negotiations.
- Understand how the importance of contracts will differ among international suppliers
- Participants will be exposed to the latest trends, real-world case studies & examples that can help in streamlining the procurement contract process.
- Participants will understand key elements of effective contract management and take their skill to the next level in implementing strategies for optimizing procurement contracts
- To develop confidence of Indian bidders
- To build & enhance trust between Government & Private Suppliers
- To address industry suppliers issue & challenges

WHO WILL ATTEND

- Responsible Officers / Officials / Asst. Secretary to Joint Secretary of Central Government Ministries / Departments / State Governments including its attached/subordinate offices, Central Public Sector Units (CPSUs) / PSUs and Autonomous Bodies.
- Head of Procurement, Purchasing & Supply Chain Leaders & Professionals
- Directors / Associated Directors / GM / DGM / Managers / Finance & Accounts Managers, Contract Managers, Procurement Managers, Category Managers, Business Development Managers, Operation Managers, Project Managers, Commercial Managers, Head of Sourcing, Auditors & Supply Controllers, Administrative Officers, Managers involved in Purchasing Operations in PSUs, Defence, Railways, CPWD, Health, Aviation, Telecom, Construction, Smart City Development Corporations and other Central & State Govt. Departments.
- Procurement Analyst, Divisional Head of Finance, Stores & Purchase / Logistics from Municipalities, Hospitals, School Boards & Academic Institutions, Deputy Registrar to Registrar from Self Financing Technical Institutes (SFTIs) / Universities,
- Corporate Legal Heads/General Counsels, Public service, utility managers, Executives and legal experts, Corporate Legal Advisors, Company Secretaries, Corporate Lawyers, Arbitrators & Mediators
- CEOs & CFOs, Finance Manager & Senior Professionals from Corporate houses, PSUs, Statutory / Autonomous Bodies
- National, Regional & Local Government Officials, Ministerial, State transport authorities, Commissioners of various Regulatory bodies, Decision Makers,
- Procurement Staff of bilateral and multilateral international organizations, international financial institutions, unilateral agencies, Embassies' etc.
- All Public Procurement Practitioners of National & International Agencies
- Project Directors & Procurement Staff of projects funded by National & International Financial Institutions: World Bank, Asian Development Bank, African Development Bank, European Development Bank, SIDBI & other development partners.
- Industries participating for Government / CPSE businesses
- Units of MSME and KVIC interested in Government businesses
- CA firms engaged in procurement audits

WHY GOA FOR OUTBOUND TRAINING



Goa is one of the fastest growing states in the country. Goa's economic growth is driven by the strong performance of industrial sectors such as mining, tourism & pharmaceuticals. Besides, Goa is blessed with beautiful beaches and hills, a rich heritage, architecture and culture. Goa is a prime destination for national & international conferences and landmark exhibitions. Goa has its own airport and accounts for domestic & international flights. All the prime airlines have direct flights from various metro cities of India.

PROGRAM COVERAGE

Day - 1
(22 December, 2025 - Monday)

TIMINGS	SESSIONS
01:00 pm - 02:45 pm	Lunch at the assigned hall in the hotel
03:00 pm - 03:15 pm	Setting the Context & Welcome Remarks Introduction among the participants
03:15 PM - 06:00 PM	Overview of Government e-Marketplace & Registration Process • Evolution of GeM • Legal and Regulatory Framework • Buyer Registration Process • Primary User Registration, Secondary User Registration • Buyer, Consignee, Indentor • DDO/PAO • Benefits to Buyer • Types of Procurement on GeM ○ Direct Purchase Process ○ LI purchasing ○ Bid/ Bid to R.A. ○ P.A.C. Procurement ○ Custom Bid ○ Push Button Procurement • Workflow & Timeline of GeM
	Exploration of GeM functionalities • Placement of Order for Goods • Receipt of Goods, accepting the Goods and issuing C.R.A.C. on the GeM portal • Procedure for Payment and Payment initiation in GeM • Creation and finalisation of Bid and Reverse Auction on the GeM portal • Placement of Order for Services with terms and conditions • Incident Management, Buyer/Seller Ratings • Buyer's Perspective ○ Registration process for buyers on GeM ○ Navigating the buyer dashboard

Day - 2
(23 December, 2025 - Tuesday)

TIMINGS	SESSIONS
10:00 AM - 01:00 PM	Exploring categories and products available on GeM • Modifications in Available Category • Category creation
	Floating Tenders on GeM • Types of tenders on GeM (Single packet bid / two packet bid) • Understanding tender documents and specifications • Creating and publishing tenders • Creation and Finalization of Bid and Reverse Auction on the GeM Portal
	Preparation of Customized bid • Template for customized bid • BOQ, Terms & Conditions Between Buyers and Sellers, Payment Terms • Bid Evaluation / Qualifying Criteria
01:00 PM - 02:00 PM	Evaluation and Award of Contracts
	Tender Evaluation • Criteria for bid evaluation • Price reasonability and discovery • Reverse Auction on Gem Portal Award of Contracts • Contract management on GeM • Handling disputes and grievances • Raising Incident In Case Of Dispute
02:00 PM - 05:30 PM	Seller's Perspective • Registration process for sellers on GeM • Creating and managing seller profile • Uploading products/services on GeM • Vendor onboarding & assessment New features on GeM • Single packet bid • Unworkable LI • Transfer of Bids • Draft Bid duration • Item-wise evaluation of services • Make in India (MII) for Services • Option of fund blocking for service orders - G.P.A. & P.F.M.S. • Minimum floor price for minimum wage-based Manpower outsourcing service.

Day - 3
(24 December, 2025 - Wednesday)

TIMINGS	SESSIONS
10:00 AM - 01:00 PM	A Hands-on Guide to Drafting Commercial Contracts • Essentials of drafting a contract • Importance of structuring contract and legal aspects relating to L/D, B/G, Indemnity, Force Majeure, Dispute Resolution, termination, jurisdiction etc. • Structuring the Agreement • Types of contract (contract of guarantee and indemnity, wagering and contingent) • Review of relevant clauses of the agreement before signature Contract administration & management: Advanced Contracting Issues • Ensuring submission of pre-conditions under the contract (BG, PG, Indemnity Bond etc.). • Periodic Review of contract, checklist, delay analysis with case studies • Economic evaluation of business Contracts, monitoring the price contracts. • Establish and improve work System for Continuous review and maintenance of all standard documents and evaluate existing contracts • Indemnification • Insurance • Amendments, addendum • Ensuring fulfilment of contractual obligations including warranty obligations by the supplier • Contract Negotiation • Monitoring of Contract, Termination, extension, waiver, notice for damages etc. • Installation, Testing and Commissioning, Delay analysis • Determination of Purchaser's L/D Claim, Settlement of Price Variation in terms of PVC • Release Performance Security • Breach, Remedy
01:00 PM - 02:00 PM	Lunch
02:00 PM - 05:30 PM	Vendor Management & Procurement / Supply Chain Risk Assessment and Mitigation Plan • Vendor Management Procurement • Vendor Management Stages • Vendor Management Lifecycle • Development of new sources and Registration of Vendors • Vendor Performance Monitoring and Rating • Identifying Potential Vendors : Commonly used KPIs • The Importance of Sustainability in Supply Chains. • The Annual Supply Chain / Procurement Planning Process • Successful Supply Chain Risk Assessment Process & Risk Mitigation Plan • General factors to consider in Risk Assessment • IT enabled intelligent Supply Chains : Assessing the role of Blockchain Technology to move towards Industry 4.0
	Wrap-up and Feedback, Closing remarks

METHODOLOGY

The methodology of the training program would be participative in nature. The sessions would be based on Frontal lectures, conceptual deliberations, case studies, and group exercises/discussions.

PROGRAMME FEE & VENUE

Training Venue	Hotel Grande Delmon, Caetano de Albuquerque Road, Panjim, Goa – 403001
Training Date	22 - 24 December, 2025
Residential Program Fee	INR 43,070/- (INR 36,500 + 18% GST) per participant
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- IICA's Residential Program Fee includes 3 nights' accommodation, Breakfast, Lunch & Dinner on Buffet set up, AM & PM Tea/Coffee.
- IICA's Non-Residential Program Fee includes Buffet Lunch, AM & PM Tea/Coffee.
- The above program fee does not include transfer to the hotel/venue and airport, local travel and air-travel.

IICA RESIDENTIAL PROGRAMME SCHEDULE

22 Dec, 2025 Day 1	23 Dec, 2025 Day 2	24 Dec, 2025 Day 3	25 Dec, 2025
Arrival day- Check in from 01:00 pm onwards	Breakfast	Breakfast	Breakfast
Lunch (01:00pm-03:00pm)	Forenoon sessions	Forenoon sessions	Departure day- check out by 11:00 am
1/2 day post lunch sessions	Lunch (01:00pm-2:00pm)	Lunch (01:00pm-02:00pm)	
Dinner	Post Lunch sessions	Post Lunch sessions	
	Dinner	Dinner	

PAYMENT DETAILS

S. No.	Particulars	Details
1.	Name of the Beneficiary	Indian Institute of Corporate Affairs
2.	Account Number	604810210000007
3.	Bank Name & Branch	Bank of India, Manesar Branch, Haryana
4.	NEFT IFSC Code	BKID0006705

GENERAL INSTRUCTIONS

- Due to a limited number of seats, it is recommended to send the nominations at the earliest, for ensuring availability.
- Acceptance of the nominations is subject to the seat availability and receipt of the programme fee latest by the last date for nominations.
- The program fee once deposited is non-refundable, however, substitutions are allowed.
- IICA shall not bear any charges towards participants to & fro travel from their residence / place of stay and the training venue. All participants shall make their own arrangement to reach the training venue on time as per the program schedule.
- IICA will not provide boarding and lodging before and after the dates of the programme. Participants planning to stay longer than the scheduled duration should arrange the same at their own cost.
- The participants shall be awarded a Certificate of Participation on successful completion of the programme.
- Participants are requested to assure their health and safety during the training period and IICA will not be liable for medical expenses incurred by the participants during the program
- The program is subject to alterations/cancellations/changes etc. at the sole discretion of Indian Institute of Corporate Affairs.

OUR REPUTED CLIENT'S

Steel Authority of India Limited (SAIL)	Haryana Power Generation Corporation Ltd. (HPGCL)	National Aluminium Company Ltd
Bank of India	BarodaSun Technologies Ltd.	Tamil Nadu Zari Ltd.
Vector Informatik India Pvt. Ltd.	Abhijit Kelkar & Co.	MERU Consulting
M/s Indian Synthetic Rubber Pvt. Ltd.	Dredging Corporation of India	Film and Television Institute of India (FTII)
Central Public Works Department (CPWD)	Eastern Coalfields Limited	The New India Assurance Company Limited
Bosch Ltd.	Nuclear Power Corporation of India Limited	Insurance Regulatory Development Authority of India (IRDAI)
Department for Promotion of Industry and Internal Trade	REC Limited	Armoured Vehicles Nigam Limited (AVNL)
Directorate General of Hydrocarbons	Naval Ship Repair Yard, Karwar	Punjab National Bank
Reserve Bank of India	Bank of Baroda	AXIS Bank
UCO Bank	India Trade Promotion Organisation (ITPO)	Mumbai Port Authority
Karnataka State Audit & Accounts Department	Dedicated Freight Corridor Corporation of India (DFCCIL)	CreditAccess Life Insurance Limited
Logistic Integrators (I) Pvt Ltd	Directorate General of Shipping	Manipur Industrial Development Corporation Limited (MANIDCO)
The Himachal Pradesh State Co-operative Bank Ltd.	Canara Bank	Securities and Exchange Board of India
Central Board of Direct Taxes	UTI Infrastructure Technology and Services Limited	South Eastern Coalfields Limited
NLC India Ltd.	Airports Authority of India	Indian Air Force
Life Insurance Corporation of India (LIC)	Indian Oil Corporation Limited	Heavy Vehicles Factory (HVF)
Indian Navy	Ordnance Factory	Bharat Electronics Limited
DRDO, Research & Development Establishment (Engrs.)	High Energy Material Research Laboratory, DRDO	Petroleum and Natural Gas Regulatory Board (PNGRB)
Engine Factory Avadi	Yantra India Limited	Agency for New and Renewable Energy Research & Technology - ANERT, Kerala

Defence Food Research Laboratory	NTPC Ltd.	Telecom Regulatory Authority of India (TRAI)
Central U.P GAS Limited	HINCOL	Central Silk Board, Ministry of Textiles
Department of Science & Technology	Centre for Engineering & Technology (CET), Steel Authority of India Ltd.	Central Information Commission
Pension Fund Regulatory & Development Authority (PFRDA)	Numaligarh Refinery Ltd.	Ramagundam Fertilizers and Chemicals Limited (RFCL)
National Cooperative Dairy Federation of India Limited (NCDFI)	Ministry of Finance, Department of Expenditure	Inland Waterways Authority of India
Pharmacopoeia Commission for Indian Medicine & Homoeopathy, Ministry of Ayush	Grid Controller of India Limited	Railway Board
Gujarat Maritime Board	Delhi Metro Rail Corporation Ltd.	Assam Industrial Development Corporation Limited
Udupi Cochin Shipyard Limited	National Institute of Rock Mechanics (NIRM)	Power Development Department (PDD), Ladakh
THDC India Ltd.	SEWA-THDC	Horticulture Department, Sikkim
National Commission for Safai Karamcharis	Assam Administrative Staff College	Directorate of Industries, Uttarakhand
Agriculture Production Department, J&K	Chief Animal Husbandry Office, Leh	Directorate of Industries, Bhopal (M.P)
Directorate of Horticulture Department, Leh	Public Health Engineering / Irrigation & Flood Control (PHE/I&FC) Department, Ladakh	

PROGRAM DIRECTOR & FACILITATOR



Mr. Rajesh Batra
Head-Centre for MSME
Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs)

Rajesh currently works as Head of the Centre for Micro, Small and Medium Enterprises (MSMEs). Rajesh has held this position since 2014 with additional responsibilities including Chief Administrative Officer (CAO), Nodal Officer Projects – National CSR Award & Corporate Data Management (CDM) as well as Chairperson of various Committees such as Internal Monitoring Committee (IMC) and Tender Evaluation Committee (TEC) for all projects at Indian Institute of Corporate Affairs (IICA). Additionally, Rajesh has also worked as Head – Institutional Partnership and Corporate Communication (IP&CC).

Rajesh is currently responsible for several development activities through Capacity Building measures by taking serious initiatives in Entrepreneurship Education, Research and Consultancy, Collaboration for Policy Facilitation, professional endeavours for institutional strengthening, Sector guidelines and advocacy to develop best practices for SMEs.

Over the last 30 years, he has worked in different verticals / domains including 18 years of operational experience in public sector financial organization i.e. The National Small Industries Corporation Limited (NSIC) & Indian Institute of Corporate Affairs (IICA), established by Ministry of Finance & Corporate Affairs, extensively in the Policy development work, Business Strategy, Project Management, Programme management, Procurement / Supply Chain Management (SCM), Business development, working capital management, regulatory risk and rationalizing the business and financial structure as well as in areas such as promotion, development and financing of Micro, Small and Medium Enterprises, SME competitiveness enhancement and institutional strengthening.

Rajesh Batra is conferred with “National Award for Excellence in the field of Public Services – MSMEs taking into Global Arena” by H.E. Governor of Mizoram on 7th February, 2020.

He was appointed Sole Arbitrator under the Arbitration & Conciliation Act 1996 by the Chairman-cum- Managing Director of NSIC Limited for adjudication of disputes and differences between NSIC Ltd. and Private Business units. Besides, as a member of core team, he worked closely to lead / oversee the matters related with large scale implementation of Activity Plan / Programmes including govt. grant monitoring and administration under the Centrally Sponsored large Schemes of Govt. of India.

Rajesh has done his masters in commerce and postgraduate management courses in the areas of Foreign Trade and Marketing. Currently, Rajesh is working very closely with the industry and with different GOI offices at the Ministry level, State bodies, industry associations/chambers of commerce, entrepreneurship development institutes, SMEs, national and international supporting partners and banks/financial institutions to ensure capacity building at both ends: at the government level as well as at the industries. He gets invited to speak and chair sessions by organizations such as Ministry of MSME and its constituent institutions, Industry Associations and other leading International Institutions in India and overseas.

Before joining IICA – an autonomous institution under the Administrative Control of Ministry of Corporate Affairs, Government of India, Rajesh worked as Deputy General Manager (Heading up SMEs Government Purchase Division, SMEs Marketing & Business Development Division, SMEs Exhibition Division, SMEs training / incubation centres (TICs) on PPP mode with India's apex SME development organization – The National Small Industries Corporation Ltd. (NSIC) – The Premier Mini – Ratna Government of India Enterprise under Ministry of Micro, Small & Medium Enterprises.



CONTACT

PROGRAMME DIRECTOR	PROGRAMME COORDINATOR
Mr. Rajesh Batra, Head-Centre for MSME Indian Institute of Corporate Affairs E-mail: rajesh.batra@iica.in Phone: 9871417394 , 8595690458	Mr. Nitin Wahi, Consultant Indian Institute of Corporate Affairs E-mail: cmsme.iica@gmail.com Phone: 9818891007

**INDIAN INSTITUTE OF CORPORATE AFFAIRS
(CENTRE FOR MSME)**

REGISTRATION FORM

Three Day Capacity Building Program (47th Edition)

on

**"Navigating Procurement via Government e Marketplace (GeM),
Strategic Contracts in Procurement - Negotiation, Enforcement
& Risk Mitigation"**

(22 - 24 December, 2025 - Goa)

	Name	Designation	Organization	Contact no.	E-mail ID
Attendee 1					
Attendee 2					
Attendee 3					
Attendee 4					

Note: Separate sheet/column may be added if the numbers of participants are increased.

Complete address of organization	GST No.	PAN NO.

Registration & Program Charges

Training Venue	Hotel Grande Delmon, Caetano de Albuquerque Road, Panjim, Goa – 403001
Training Date	22 - 24 December, 2025
Residential Program Fee	INR 43,070/- (INR 36,500 + 18% GST) per participant
Non-Residential Program Fee	INR 27,730/- (INR 23,500 + 18% GST) per participant
▪ For Individual Nomination - No Discount is applicable	
▪ For Standard Group of min. 2 & upto 3 nominations from one organization - We will be offering a discount of 5% on Program Fee	
▪ For Prime Group of minimum 4 & above nominations from one organization - We will be offering a discount of 10% for the additional participants. (Example: in case of 6 nominations from one organization, 3 nominations will be eligible for 5% discount and additional 3 nominations will be eligible for 10% discount)	

- IICA's Residential Program Fee includes 3 nights' accommodation, Breakfast, Lunch & Dinner on Buffet set up, AM & PM Tea/Coffee.
- IICA's Non-Residential Program Fee includes Buffet Lunch, AM & PM Tea/Coffee.

Payment Details

NEFT/DD		Amount	
Transaction ID		Date	

Bank Account Details:-

S. No.	Particulars	Details
1.	Name of the Beneficiary	Indian Institute of Corporate Affairs
2.	Account Number	604810210000007
3.	Bank Name & Branch	Bank of India, Manesar Branch, Haryana
4.	NEFT IFSC Code	BKID0006705

Terms & Conditions

- 1) Due to a limited number of seats, it is recommended to send the nominations at the earliest, for ensuring availability.
- 2) Acceptance of the nominations is subject to the seat availability and receipt of the programme fee latest by the last date for nominations.
- 3) The program fee once deposited is non-refundable, however, substitutions are allowed.
- 4) IICA shall not bear any charges towards participants to & fro travel from their residence / place of stay and the training venue. All participants shall make their own arrangement to reach the training venue on time as per the program schedule.
- 5) IICA will not provide boarding and lodging before and after the dates of the programme. Participants planning to stay longer than the scheduled duration should arrange the same at their own cost.
- 6) The participants shall be awarded a Certificate of Participation on successful completion of the programme.
- 7) Participants are requested to assure their health and safety during the training period and IICA will not be liable for medical expenses incurred by the participants during the program
- 8) The program is subject to alterations/cancellations/changes etc. at the sole discretion of Indian Institute of Corporate Affairs.

PROGRAMME DIRECTOR

Mr. Rajesh Batra,
Head-Centre for MSME
Indian Institute of Corporate Affairs

E-mail: rajesh.batra@iica.in
Phone: 9871417394 , 8595690458

PROGRAMME COORDINATOR

Mr. Nitin Wahi,
Consultant
Indian Institute of Corporate Affairs

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Phone: 9818891007