

1st April 2019

Dear GeM Stakeholders,

As we enter into a new financial year, it is important to reflect upon our performance in the year gone by, learn from our shortfalls and consolidate our accomplishments. It's a matter of pride for all of us that during the financial year 2018-19 GeM achieved new feats while furthering its core values of **transparency, efficiency and inclusiveness**. The year witnessed a fourfold increase in total value of transactions on the portal and doubling of number of sellers in the marketplace. There has also been a multi-fold growth in many other dimensions, such as number of categories, products and buyers. Today, GeM has more than 216000+ sellers offering around 9 lac products to 35,000+ buyers community. In spite of such phenomenal growth in transactions, average rejection rate of supplies remained well below 1%, which is an evidence of the high quality of the products and services being offered on the portal. For this, I thank all our Buyers, Sellers and MoU Partners for the trust bestowed by them on GeM.

As a recognition of our combined efforts, GeM has been awarded with the **Digital India Award-Platinum** for the 'Exemplary Online Services' by the Ministry of Electronics & IT (MeitY). We were nominated for the prestigious **UN-ITU WSIS Prize**. I must congratulate all of us for the recognition of our work by the national and international organizations of repute.

During the year, GeM has taken up some special initiatives to spread awareness, train prospective users and promote inclusiveness in the marketplace. One such mega initiative was **National Mission on GeM**, organized during the months of September-October 2018. Launched on 5th September 2018, the Mission witnessed 315 capacity building exercises across 187 districts of 31 states/UTs. Apart from the States, UT, Central Ministries and CPSU events, 18 dedicated theme-based events, which included technology architecture, services, credit facilities, legal framework, localization etc. were held to steer the future roadmap for GeM and strategize exponential growth.

As a part of our inclusive agenda, another special initiative was launched to enable Women Entrepreneurs and Women led Self Help Groups to showcase and sell their products on GeM. The initiative is aptly named as '**Womaniya**'. One more initiative, **SWAYATT- an initiative to promote Start-ups, Women and Youth Advantage Through eTransactions**, was launched in February 2019. In association with Start -up India, **GeM Start-up Runway** has been initiated to facilitate Start-ups in selling innovative products and services to government buyers.

While we have crossed many milestones, there are miles to go without having any time to be complacent. GeM has to set many more benchmarks and surpass them to create new ones. In the coming year, it shall be our continuous endeavour to further refine and broaden the offering of catalogues and products and include new services. We want to mark the year as the year of **Services on GeM**. We shall be using advance analytics to get insights, which shall enable us to provide user specific offerings and personalized experiences.

We believe in the philosophy of चरामेति चरामेति (**Let's Keep Walking**) and I invite all of you to walk with us, hand in hand, to make GeM pride of the nation. Once again I thank you for your patronage and look forward to your continued support and guidance in the future.

S. Radha Chauhan
Chief Executive Officer