

Incentive scheme

Terms & Conditions

1. The efficacy of government e-Marketplace as a procurement platform is dependent on an interplay of market rules and behavior of participants at the marketplace.
2. In respect of incentivizing appropriate behavior of participants, it is felt that GeM should take active steps for institutionalizing a system which ensures that buyers and sellers are rewarded in various ways for their good and desirable behavior at the marketplace.
3. The objective is to create engagement and participation by asking the buyers and sellers to check their progress and further enhance the overall outcome on the platform.
4. The top buyers and sellers shall be showcased on GeM's social media channels in recognition of their achievements in the respective categories. The criteria for this categorization will afford a fair chance to large as well as small buyers and sellers and will be as follows
5. This will be visible Buyer and Seller Category wise. The top 20 performing buyer and seller organizations in each of the individual categories will be showcased on GeM's Leadership board for all. Up to top 100 rankings will be available post login in the respective Buyer and Seller Dashboards too. The tally charts will be updated fortnightly i.e will be updated on 1st and 16th of every month.
6. The business rules of the scheme would be as follows:
 - i. GeM will be issuing two semi- annual awards and an annual award for the financial year 2022-2023. For the semi- annual rankings and awards, the cut-off date will be from 1st April 2022 to 30th September 2022 and then from 1st October 2022 to 31st March 2023. For the annual awards, the cut-off date will be from 1st April 2022 to 31st March 2023.
 - ii. In case of Tie at scoring, same ranking will be provided to the buyer or seller organization.
 - iii. For consideration of parameter wise rankings, only all accepted orders for direct purchase/L1 purchase/after successful bidding/RA will be considered. Any order, auto canceled or declined by seller or canceled by buyer will not be considered for these rankings. For all orders due for payment of transaction charge, Transaction Charge Payment Date falling within the cut-off dates will be considered instead of Date of Order for ranking under this scheme. Any order where Transaction Charges are applicable but have not been paid by the seller, will also not be considered for these rankings.
 - iv. If an organization is awarded in one parameter, it would not be awarded in another one in order to give boost and recognition to other organizations as well. However, the Leadership board or Dashboard will reflect the true position.
7. **Special Rules for Buyers :**
 - i. The ranking mechanism for Buyers would be as follows:

The buyer organizations will be categorized separately for parameter wise ranking as below:

 - Ministry of Central Government

- CPSE
 - Buyers State Govt
 - State Govt Organizations / Local Bodies
 - UT Government
- ii. The following parameters shall be used for ranking:
- Order Value – The total order value(Rs.) of procurements made
 - Order Volume – The total order volume of procurements made
 - No. of distinct products – No. of distinct product categories, a buyer has successfully procured (non canceled orders) on GeM
 - Timely Payments –No. of distinct orders (including partial payments) timely paid within scheduled payment time (CRAC + 10) at consignee level starting from the cut-off date to the current date will be considered. Hence the approach for Ranking on Timely Payments of buyer will be as follows:
 - o Timely Payments Ranking will be undertaken based on the Timely Paid orders.
 - o Only more than 50% of Total Paid orders/ Total Orders would be considered for ranking
 - o Total Paid orders are greater than 5 or 10 orders as per order eligibility value would be considered for ranking.10 minimum orders will be considered for Central Government and 5 minimum orders would be considered for State Govt., CPSE, State Govt. Local bodies and UT Govt. buyer categories.

Buyers meeting the above criteria will only be eligible for ranking. Rank on the basis of Total Value of orders will be calculated for the eligible organizations. The one with more Total Value of orders will be ranked better.
- iii. The individual parameter rankings at buyer organization categories will be calculated for all buyer organizations and buyers.
- iv. In case the organization is eligible for a Platinum, Gold or Silver award in more than one parameter, the one with the best Ranking in parameter rankings will be considered for awarding.
- v. In case of the same rank in more than one parameter, the hierarchy of Order Value, Order Volume, No. of distinct products and Timely Payments will be considered for awarding and the organization will be awarded in one parameter only. However, the Leadership board or Dashboard will continue to reflect the true position.
- vi. Overall Ranking of a buyer organization and buyer in a category will be calculated by ranking the sum of parameter wise rankings in the category. In case of the same rank in Overall Ranking, preference will be given in the order of Order Value, followed by Order Volume, No. of distinct products and then Rank in Timely Payments for breaking the tie in Overall Ranking.

8. Special Rules for Sellers

- i. The seller organizations categories will be categorized for parameter wise ranking as below
 - MSME Sellers
 - Women Entrepreneurs
 - Startups
 - Non MSME Sellers

Sellers organizations will be classified in the specified 4 seller categories as per the below available flags in the system.

Startups - If the organization is a DPIIT verified as per the system

Women Entrepreneurs - If the organization is a women entrepreneurship as per the system

MSME Sellers - If the organization is MSME verified in the system

Non MSME Sellers - If the organization is not MSME verified as per the system

This classification would not be mutually exclusive and an organization will be considered in any of the following categories based on the mappings available in the system and hence may lie in more than one seller categories.

- ii. The following parameters shall be used for ranking of sellers:
 - Order Value – The total order value(Rs.) of sales earnings
 - Order Volume – The total order volume of sales earnings
 - iii. The individual parameter rating will be calculated at seller organization and seller wise in a seller organization category.
 - iv. In case the organization is eligible for a Platinum, Gold or Silver award in more than one parameter, the one with the best Ranking in parameter rankings will be considered for awarding.
 - v. In case of the same rank in more than one parameter, the hierarchy of Order Value and Order Volume will be considered for awarding and the organization will be awarded in one parameter only. However, the Leadership board or Dashboard will continue to reflect the true position.
 - vi. In case the seller organization is eligible for a Platinum, Gold or Silver award in more than one category, the one with the best Ranking in category will be considered for awarding. In case of the same rank in more than one category, the hierarchy of Startups, Women Entrepreneur, MSME, Non-MSME will be considered for awarding and the seller organization will be awarded in one category only. However, the Leadership board or Seller Dashboard will continue to reflect the true position.
 - vii. Overall Ranking of a seller organization in a category will be calculated by ranking the sum of parameter wise rankings in the category. In case of the same rank in Overall Ranking, preference will be given in the order of Order Value and Order Volume for breaking the tie in Overall Ranking.
9. The Overall ranking will be available consolidating all the parameter wise rankings and published on GeM. No award will be provided in Overall ranking as the individual parameters have already been awarded within the respective categories.

10. GeM Champions Ranking is also available for recognizing the champion buyers and sellers for raising correct incidents and helping GeM in sanitizing the marketplace. The top 20 champion buyers and sellers are displayed for their contribution to the portal. Buyer/ Seller Champions ranking is calculated on the basis of the number of pre-contract incidents proven to be correct. If there is a tie, the percentage of number of pre-contract incidents proven to be correct out of total pre-contract incidents raised, would be considered for ranking. If there is a further tie, the rank is simply displayed in the alphabetical order of name.

11. The upcoming Semi Annual awards will be announced on the basis of the rankings computed on the transactions available in the system from 1st April 2022 to 30th September 2022 and then from 1st October 2022 to 31st March 2023 for the financial year (2022-2023). Also, the Annual awards will be announced on the basis of the rankings computed on the transactions available in the system from 1st April 2022 to 31st March 2023. The top 3 consistent performers among buyer and seller organizations will be the winners in the respective categories and parameters and will be gratified with online certificates during semi-annual and annual awards. The top 5 GeM Champions will be gratified with online certificates during semi-annual and annual awards. GeM will also announce their names on all social media handles for broader engagement.