



## Business Model for Implementing eGP , GePNIC system of India

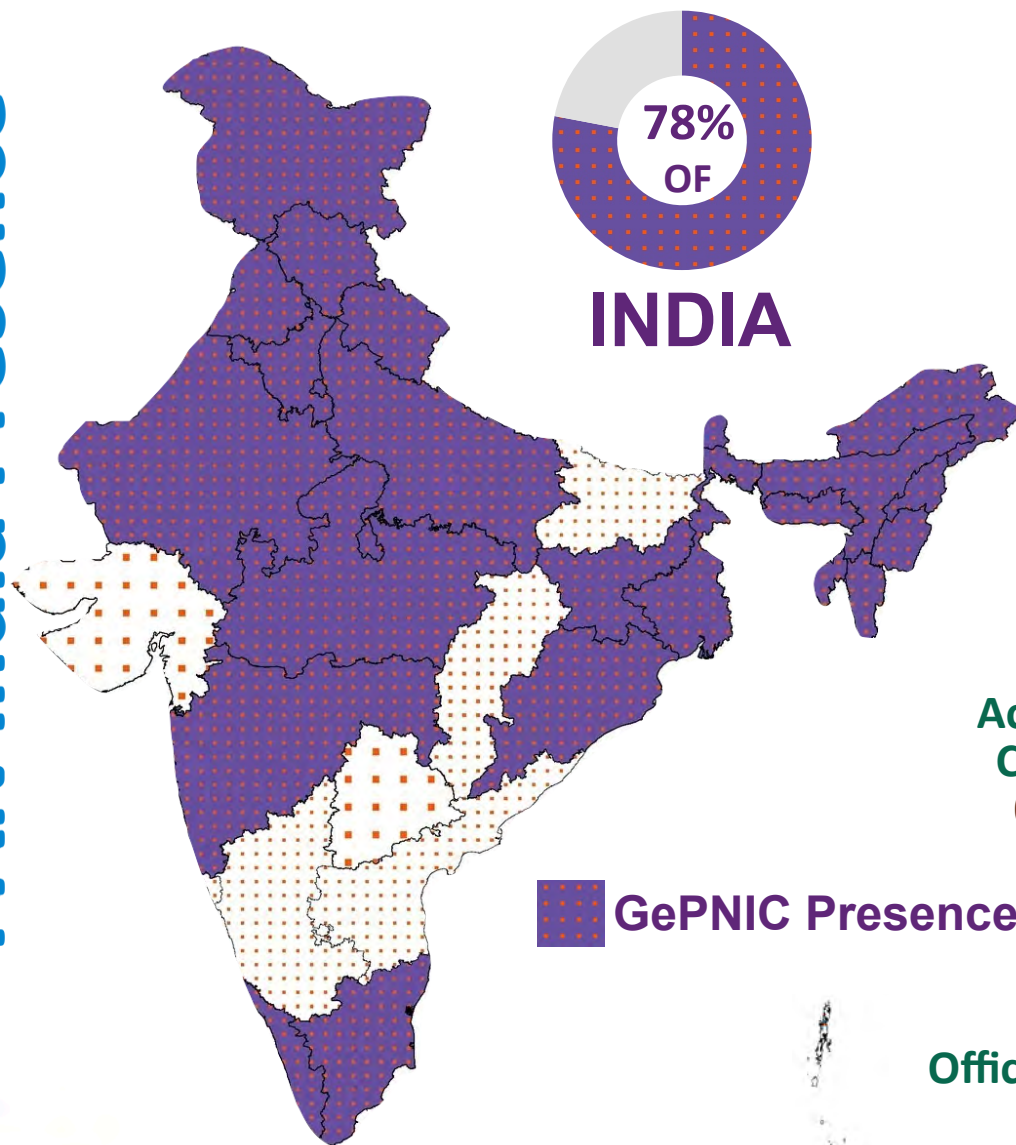
Global Public Procurement Conference and 4th Conference  
of the  
Asia Pacific Public Electronic Procurement Network (APPeN),

18-20 September 2018  
Washington DC

**Presented by**  
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# PAN India Presence



Active Bidder/  
Contractor –  
0.4 Million

Procurement  
Officials/ Govt. Buyers –  
0.25 Million

# of tenders -  
3.5 Million

Value of  
Tenders - 775  
Billion USD

# of bids –  
~ 11.01 Million



# Glimpse of Product Robustness

**2733** - Maximum No. of tenders closed at a single time

**900** - Maximum No. of Bids received in a Tender

**4100** - No. of Items processed in a Tender

**~ .1 Million** - Tenders published every month



# Technology Feature Stack

1 Developed in Open Source Technology

2 Database / Server migrations compatibility

3 PKI Implementation on encipherment.  
Availability of Encrypted Bids at any point  
of time

4 Centralised Time Stamping on all Servers

5 Hosted in Server Farm of 150+ servers

6 1.5 ~ 2 Peta Byte Storage Dedicated

7 Regular Pre announced Maintenance  
Schedule

8 Supports Windows and Boss Linux at Client

9 Multi Browser Compatibility

10 SSL Mandatory

11 Log Shipping feature

1 Hourly tender opening status of each Instance

2 Automatic Web services / XML failure alerts

3 Data Backup / Replication failure alerts

4 Multi Protocol Label Switching (MPLS) for  
specific requirements

5 Near DR & Robust Data replication in Place

6 Auto Extension can be exercised in  
exigencies

7 Dedicated team for Infrastructure Monitoring

8 Regular PEN Test by Data Centre Team

9 Digital signature of all Service Providers  
compatible

10 Regular Weed out of obsolete devices from  
Production



# Benefits observed by using the system

## Buyer

- Standardization of procurement processes across Govt. departments
- Customizable Templates – savings in time & effort
- Readily available Vendor Portfolio information
- Digital signature, ensuring integrity and authenticity
- Reduces litigations/ complaints
- Availability 24 X 7 – Ease of Operations
- Performance Dashboard
- Automatic Notifications

Registered Buyers - .25 Million

## Seller

- 24x7 access to tender documents and their synopsis
- Robust, fair and transparent system
- Document Repository
- Complete anonymity in bid submission
- Free registration – No Charges levied
- Facility to witness online bid opening
- Resubmission/ withdrawal within timeline
- Timely alters & Notifications

Registered Seller - .35 Million



# Few Case Studies indicating Benefits reaped by Seller

**Ministry of  
Defense,  
Government  
of India**

**State /  
Provinces of  
India**

**Public Sector  
Units of India**





# Case Study #1 – Indian Army, MoD

- **Used in 2500+ locations**
- **Registered Buyers - 13,153**
- **# of eTenders - .1 Million**
- **Worth over \$ 4.37 Billion**
- **Categories They Buy** - Food Products, Hiring of Vehicles, Medical Equipments/Waste, Sports Goods/Equipments, Animal Feed Ingredients, Aviation, Computer- H/W, Construction Works, Edible Oils, Electrical Goods/Equipment,

## Note worthy Benefits

- **Total Procurement Cycle time reduced from 117 days in 2014 to 35 days in 2017**
- **50 % of tenders get completed in approx. 30 days**
- **Number of cancellation reduced from 22% in 2014 to 14% in 2017**
- **Conclusion of critical tenders in first call , when there used to be no response during pre electronic mode**

**Time & Money Saved, Increased Competition, Ease of Doing Business**



## Case Study #2 – State/Provinces of Maharashtra, West Bengal, Kerala

- Locations More than 1500+ each
- # of eTenders > 1.13 Million (in all)
- Worth over \$ 86.41 Billion
- Categories of Procurement – Major and Minor Constructions , Medicines , General Items, Auctions – Forest Goods/ Land / Sand / Scrap
- Deep Penetration - Zilla Parishad / Hamlet

### Note worthy Benefits

- Major Savings in online auctions of Single Lot and Bunch for Forest Produce and Goods
- Tender cycle time reduced considerably
- Technology is being leveraged till grass root level of governance
- Bidder gets back his Bid Security the moment he is out of race
- Crossed all Linguistic Barriers - Acceptability PAN India

**Time & Money Saved, Increased Competition, Ease of Doing Business**





## Case Study #3 - Indian Oil Corporation Limited, Coal India & NTPC Ltd

- Locations 500 each (approx.)
- # of eTenders > .22 Million (in all)
- Worth over \$ 38.81 Billion
- Automatic tendering process for around 50-60% without manual intervention – Unbiased & Quick
- Workflow Based TechnoCommercial
- eReverse Auction, Non Disclosure Agreement

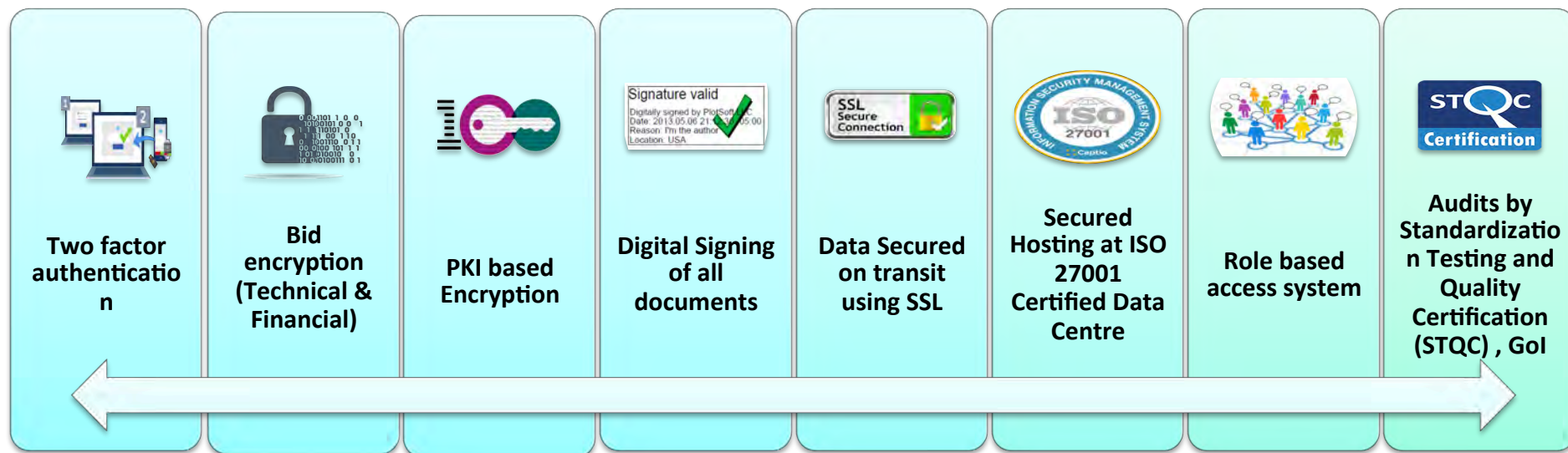
### Note worthy Benefits

- Earlier - Hired Godowns to store Bid documents- Now storage and retrieval is intelligently taken care
- Reverse Auction has lead to better Price Negotiations with Elimination of H1
- Data Flow across Pre tendering, Tendering and Post Tendering Systems
- Two Stage tenders – Expression of Interest followed by Limited tender.
- Tenders concluded in 30 days in 50% cases

**Time & Money Saved, Increased Competition, Ease of Doing Business**



# Security Feature Stack

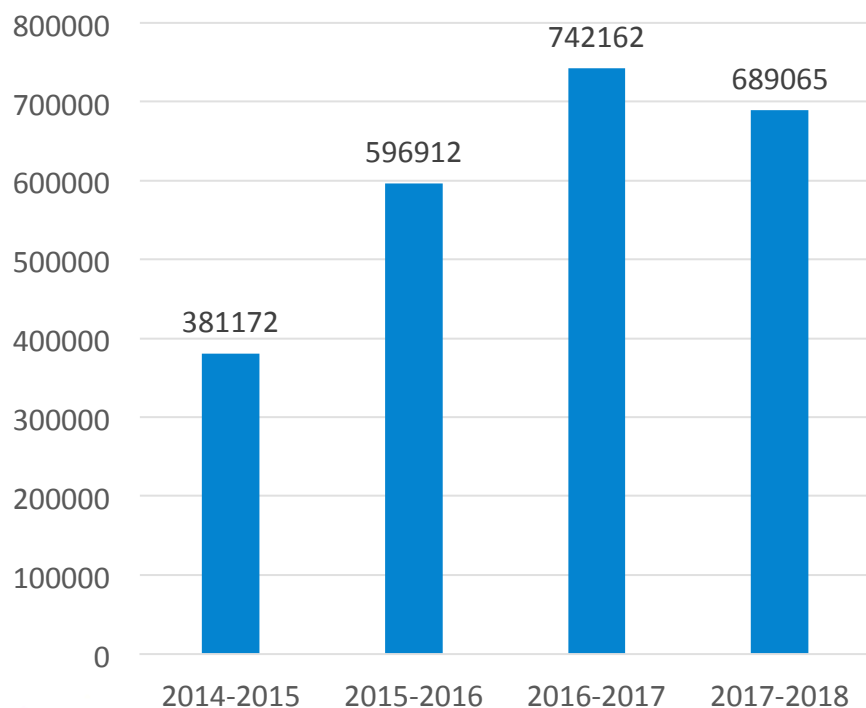


**Security is Most important Aspect of any eGP**  
**This is well addressed by NIC in its product**



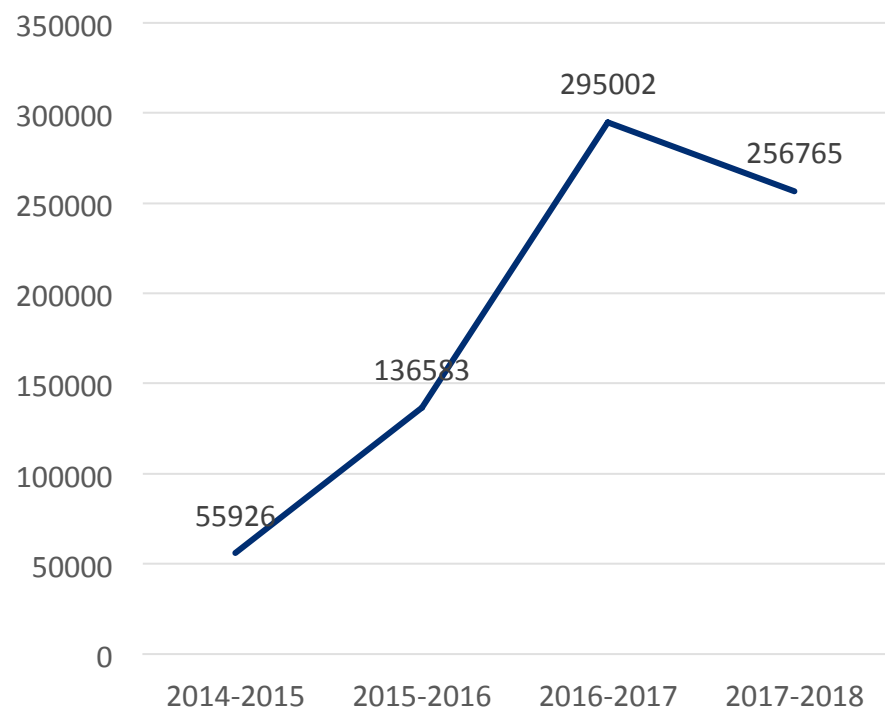
# Procurement Trend of last 4 years

No. of Tenders Published- Year Wise



Source: <https://eprocure.gov.in/cppp/dashboard>

No. of Bids Submitted Year Wise

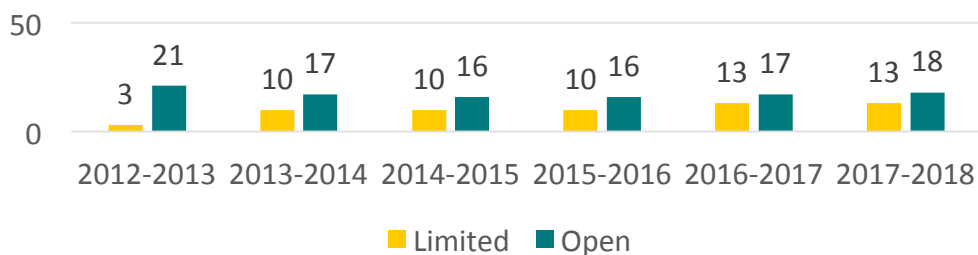


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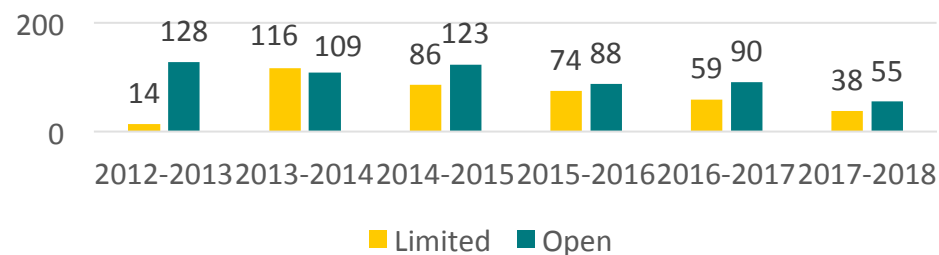


# Key Performance Indicators

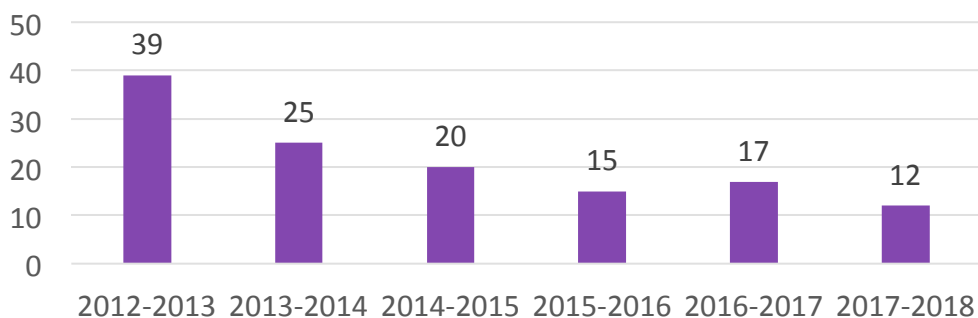
**Average Days Allowed for Bid Submission-  
Year Wise**



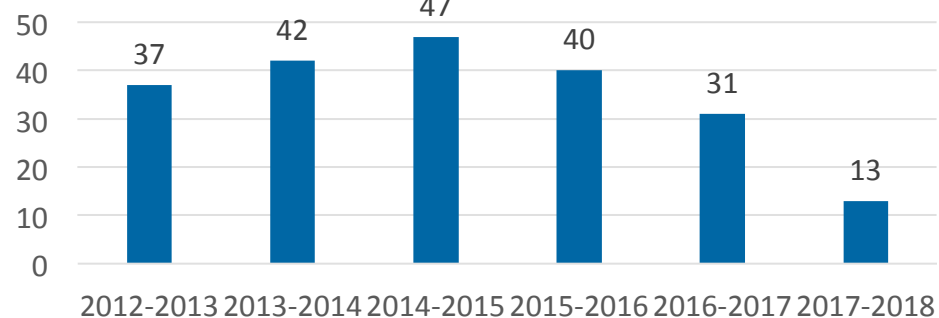
**Average Days from NIT Publication to  
Financial Bid Opening- Year Wise**



**Average Days to Evaluate Technical Bids**



**Average Days to Evaluate Financial Bids**



Source: <https://eprocure.gov.in/eprocdashboard/index>

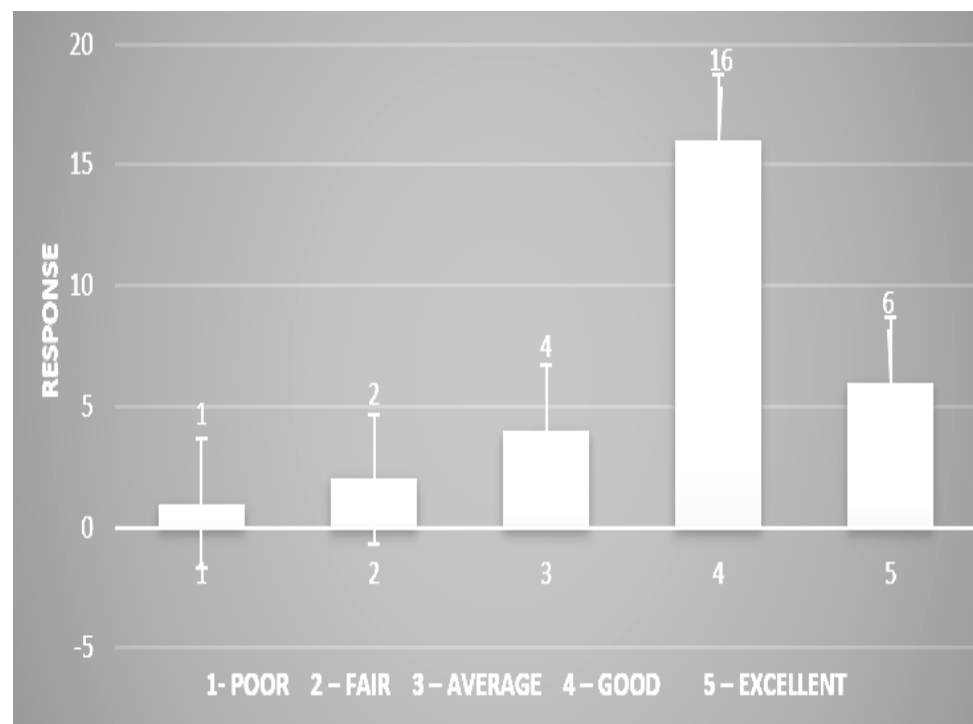


# Satisfaction Survey by World Bank, Aug 2018

**To what extent help/  
solution is received from  
the service provider's  
local office**

**0 = not at all;  
5 = extremely well**

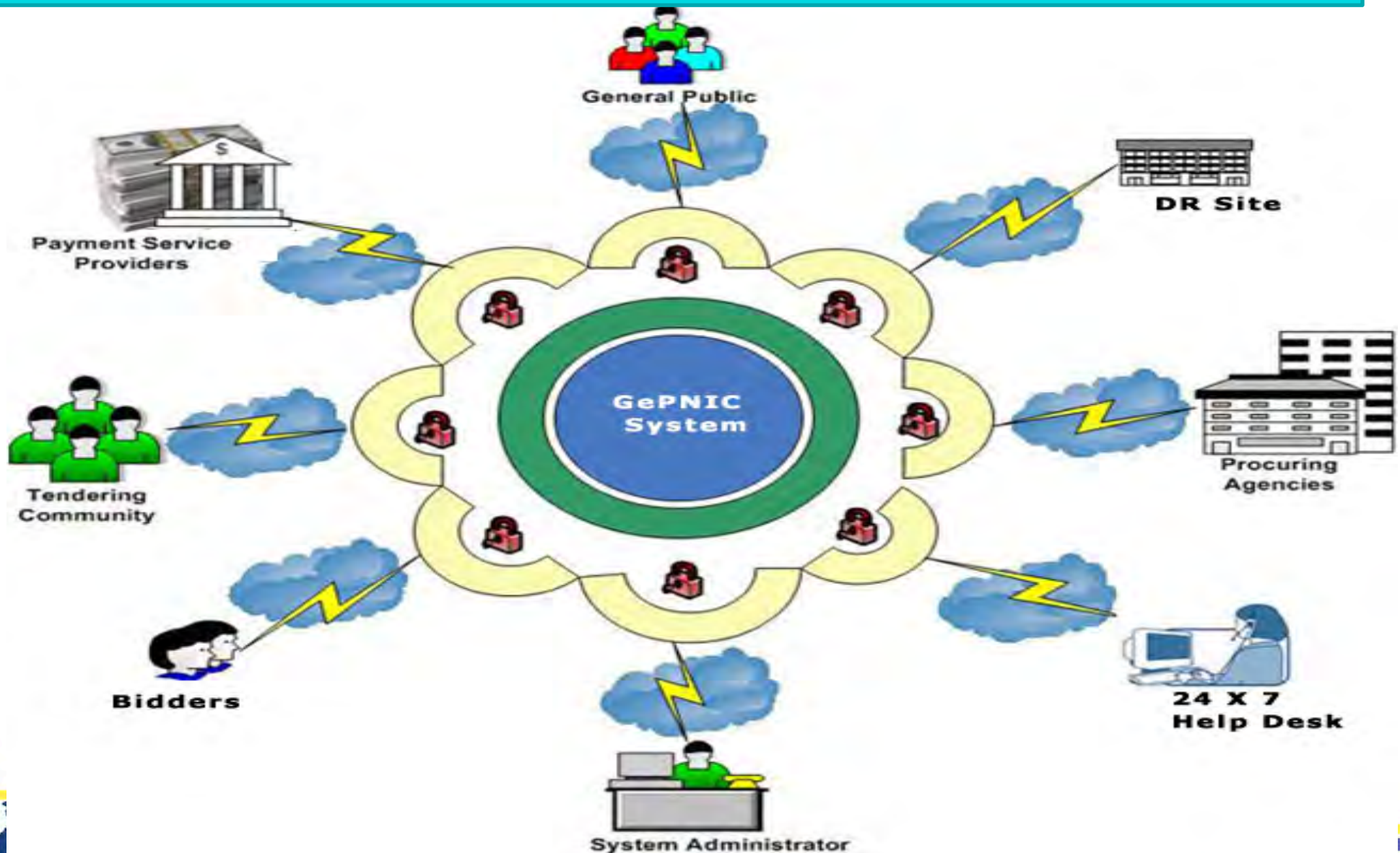
**Total 39 responses  
29 using NIC e-GP  
system  
10 using other e-GP in  
India**



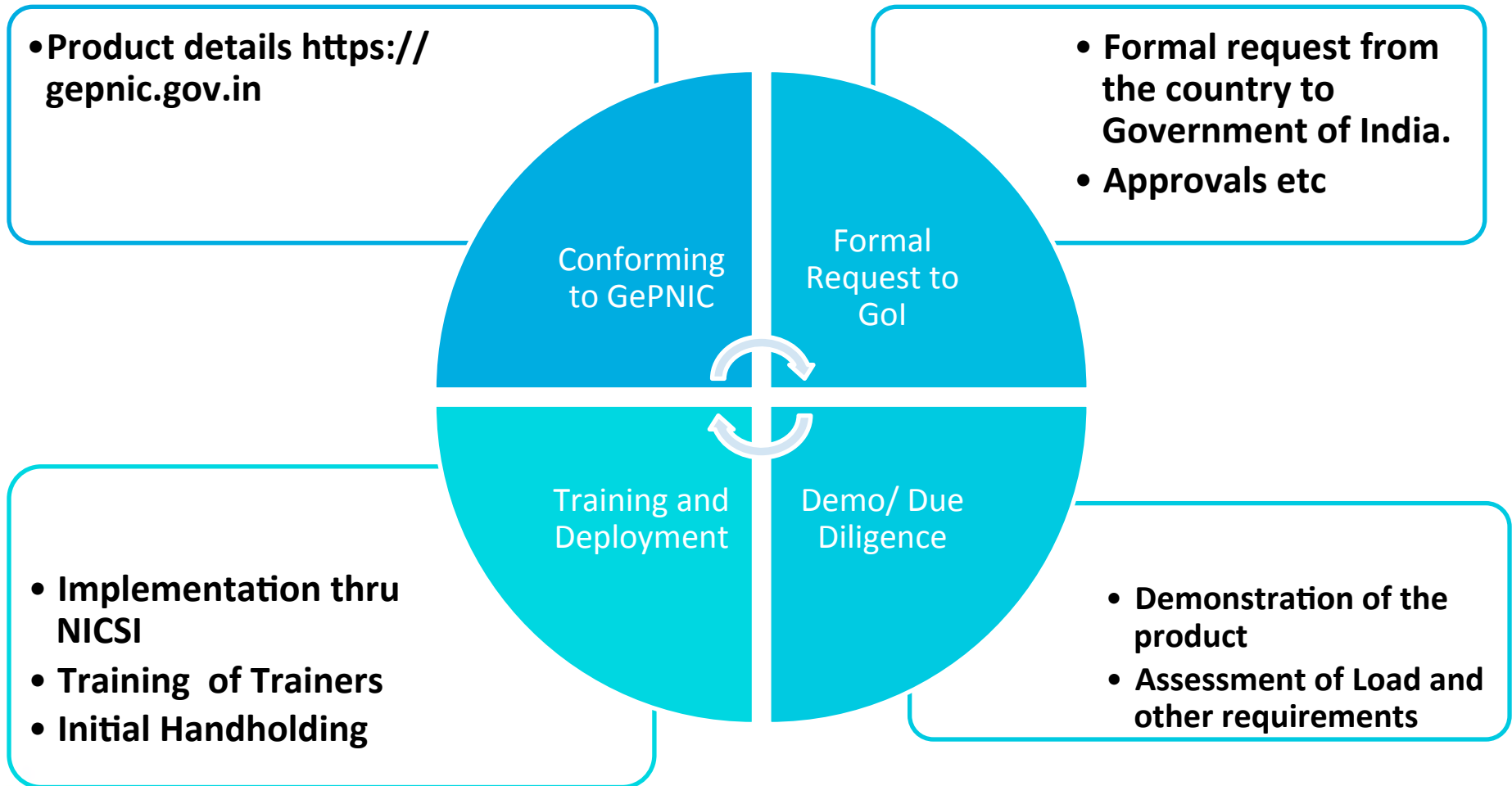
## Survey for Users of World bank funded projects



# Interfaces with Other systems



# Way Forward.....





# National Workshop

National Workshop conducted on Jan 04, 2018 attended by 450+ participants across the country





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***Thank you***

