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10th Asia Pacific Public Electronic Procurement Network Conference
(e-Government Procurement Conference 2024)

iGPX

Government Procurement Exchange

Reimagining Government Buying

Intellect Design Arena Limited

Digital Public Procurement

Move beyond Traditional Public Procurement

As per World Bank analysts, Governments worldwide spend an estimated $13 trillion annually on public procurement which is around 12%-20% of the World GDP.

There is opportunity to save Trillions of Dollar with an efficient and effective Public Procurement System.

Are traditional and manual procurement processes missing an opportunity?

Hidden Costs of Traditional Public Procurement

Inefficient Spending

- Paper Based Processes
- Limited Competition
- Manual Errors and Delays
- Slow Cycle Times

Poor Governance

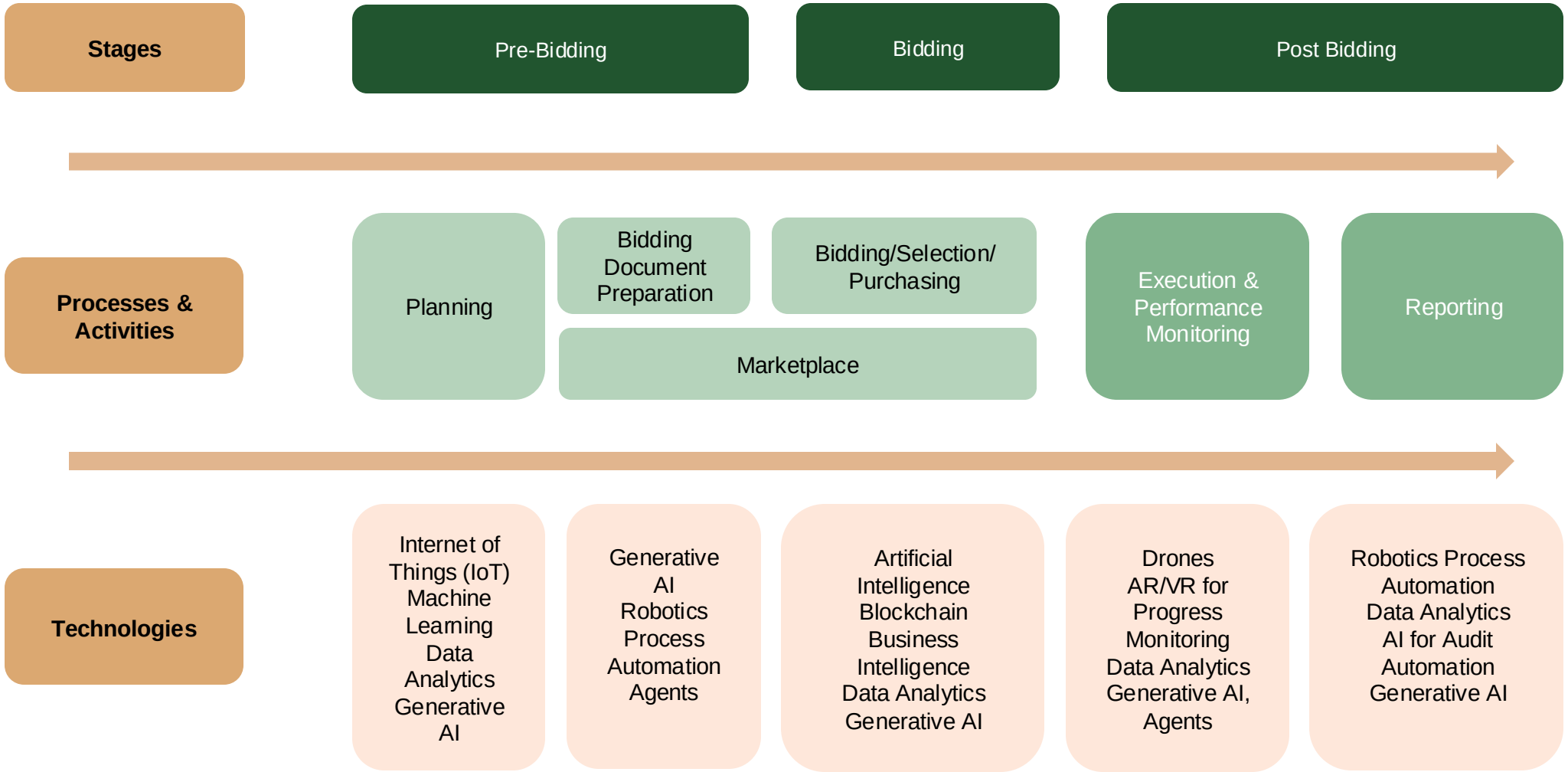
- Limited Visibility
- Lack of Transparency
- Lack of policy alignment promoting SHG, MSME, Women led entrepreneurship, etc.
- Increased Risk of Fraud

Complex Procurement Process

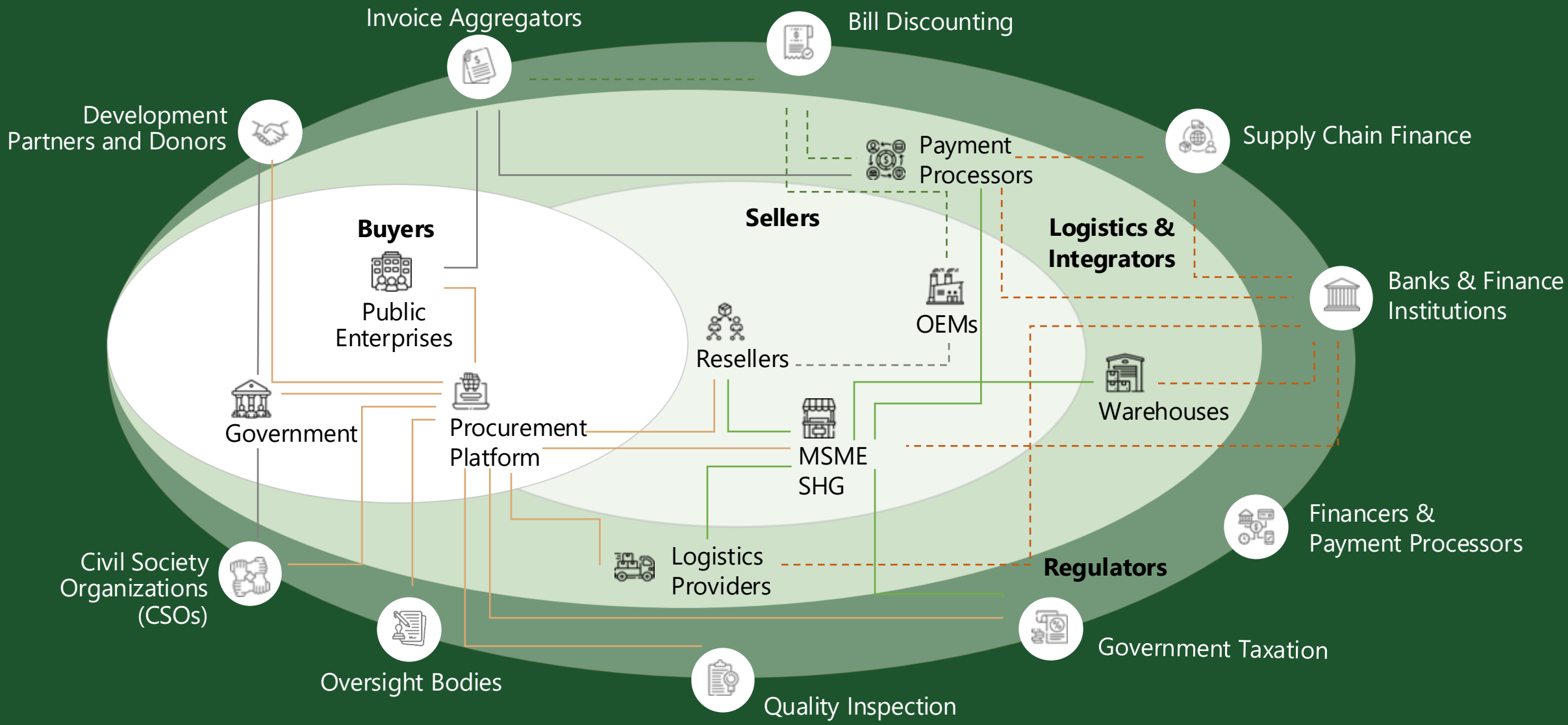
- Non Standardized Bidding Practices
- Complex Evaluation Process
- Prescriptive & vague tender specifications
- Maintenance of audit trail

Principles of Public Procurement

e-GP Processes & Use of Technology across Public Procurement



Public Procurement **Ecosystem**



Intellect's Vision - iGPX

iGPX is designed to nurture simplification in procurement ecosystem for Government & Institutional needs

Vision 1.0: Development for India: Co-aligned with GeM (2017-2023)

- Efficiency
- Transparency
- Inclusivity

Vision 2.0: Development for World (2023 Onwards)

- Efficiency
- Transparency
- Inclusivity
- Compliance
- **Sustainability** in line with evolution in procurement landscape

Transparent & Fair Marketplace that ensures equal opportunity

Efficient Procurement Promise with Best Price Discovery & proven procurement cycle time reduction upto 95%

Social & Economic Inclusive platform with promotional treatment for marginalized communities (MSEs etc.)

Ecosystem Driven Open API tech for each stakeholder

Analytical driven Decision Making

AI driven "purposeful procurement"

Environmental, Social & Governance focused

Public Procurement User Journey

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iGPX **"RIGHT Product at RIGHT Price & RIGHT Delivery from RIGHT Supplier"**

User Management System	Purchase Requisition /Approval	Marketplace - Product & Price Discovery	Purchase Order	Goods/ Service Receipt	Invoice/ Billing	Supplier Portal	Payment
Buyer/Seller Profile, **Attribute Verification,** Identity Verification, Organizational Policies & Entitlements, **Facial Recognition**	**Intelligent Search, Price Reasonability, Price Prediction**, Quotation, Add to Cart, Check-Out, **Promise to Pay, Digital Assistant, Gen AI for Product Specs, Context Intelligence**	Publish, RFQ, Reverse Auction, Bidding, Bunching, Participation, Price Negotiation, Award, **Promise to Deliver**	Order, **Invoice,** Shipment, Tracking, Delivery, Logistics, **Inspection,** Acceptance, Contracts	**Supplier Credential**, PO, Invoice and Tracking	API Exchange (Consumable Connectors), External (Tax, KYC, Logistics, Payments, ERPs)		

Integration with

ERPs

Payment

Banks

Logistics

Credit

Other Public Enterprises

Analytics & Reports (Predictive & Prescriptive)

Supplier Assessment (Choosing the RIGHT Supplier)

Set up of business rules for Accounts payable

Supplier Registration	Supplier Credentials	RFQ / PO Visibility	Invoice Upload	Invoice Tracking	Query Management

AI

Invoice Collection	Data Extraction	Data Validation	Approval Workflow	Invoice - PO Reconciliation	Output - API SFTP - CSV

Powered by AI – Purple Fabric

Procurement Transformation

iGPX - Your one-stop solution for a smarter, faster, and more cost-effective procurement process.

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Bidding Assistant Agent

Analyzes data to suggest smarter procurement plans & helps find best prices.

Reduce Procurement Planning Time by 95% with intelligent bidding based on real data.

Catalogue Approving Agent

Uses AI to fast-track accurate product approvals for richer catalogues.

Slash Catalogue Rejection Rates by 40% and **Boost Product Discovery by 20%** with AI-powered cataloguing.

Supplier Assessment Agent

Streamlines verification to onboard suppliers faster and minimize compliance risks.

Onboard Suppliers 30% Faster and **Minimize Compliance Risks** through automated verification.

AP Assistance Agent

Automates invoice validation & 3-way matching for faster payments.

Free Up 70% of Invoice Processing Time and **Pay Vendors 25% Faster** with automated validations.

Anomaly Detecting Agent

Identifies unusual activity between buyers and sellers in real-time.

Prevent Fraud and Ensure 95% Policy Compliance with real-time anomaly detection.

Built on eMACH.ai Architecture

eMACH.ai (Events, Microservices, API, Cloud and Headless), the most innovative open finance platform from Intellect

Change Flexibility
Alignment to a matured domain model

UX Flexibility
Microsites & content management

Access Control
Role based user and system experience

AI powered efficiency
Cognitive Intelligence assisted processes

Scalability
Event Driven Integrations

Deployment Flexibility
Cloud Agnosticism allows on prem deployments

Composability
Headless Open APIs with documentation

Configurability
Rule engine for control in hands of business

iGPX provides flexibility and efficiency at level of business and level - allowing governments to configure system behaviour based on specific policies, derive business efficiency and implement a performant, compliant and secure procurement systems at desired infrastructure provider

Composability through eMACH.ai compliance also opens up new possibilities of serving citizen through leveraging internal and external IT assets.

Benefiting **Buyers**

Pin-code based seller selection for faster deliveries

Social & Economic Inclusivity for MSEs & marginalized communities

100+ Procurement Methods across Direct Purchase, RFx and Reverse Auctions

Contextual and AI driven compare and buy facility for right vendor & best price discover

AI enabled Conversational Commerce agent for identifying correct context

Online Order Process and Management – dispatch, delivery, invoice, Acceptance and Payments

Bunching & Demand Aggregation for products/services

Automate manual tasks and streamline workflows resulting in significant time reduction in procurement

Procurement Cycle Time Reduction upto 95%

ESG Goals Compliant

Price Trend and History

Expenditure Reduction upto 25% owing to procurement malpractices & corruption

Complete Digital experience and simplified Journeys

Rich listings of products as well as Opportunity to expand seller base

User-friendly dashboard for buying, monitoring supplies and payments

Multi Consignee and Multi payment mechanisms

Proprietary Article Certificate Bid-Procurement of specific product as per requirement

Achieve cost savings of 10-15% through optimized processes

Item, Group & Consignee wise Bid Evaluations

and Sellers

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Access to the Biggest Marketplace of World

One-stop shop
Access bids, auctions, and RFQs for products and services

Government & Institutional Buyers
Easy access to a huge & capital intensive buyer base

Transparent & Equal Opportunity Marketplace

MSE/Women Entrepreneurs /SHG Support
Favorable Opportunities for diverse businesses

On-time Payments
Funds Blocking at Buyer's End for guaranteed payments

Grievance Redressal
Fair and transparent issue resolution

News & Updates
Stay informed about procurement opportunities

Automated & Simple Operations

Easy Onboarding
Easy to understand & quick registration process

Catalogue Management
Ability to create rich assortments of products & services

Vendor & Product Ratings
Builds trust and attract buyers

Offering Management
Dynamic pricing and stock updates

Procurement Cycle Visibility
Track orders from purchase order to payment

Seller Friendly Ecosystem

Open API Integration
Integrate with existing seller ERP systems for catalogue & order management

Supply Chain Finance
Access financing options at no/low interest rates

Enabling Sustainable Procurement

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Implementing ESG Ratings and Scorings

Identify Key ESG Factors
Determine the most relevant ESG factors for your specific industry and procurement needs

Develop a Rating System

Assign weights to different ESG factors based on their importance.

Standardize the scoring criteria so that all suppliers are evaluated on an equal basis.

Evaluate Suppliers

Collect data on supplier performance, including ESG reports, certifications, and self-assessments.

Ask suppliers to fill out ESG questionnaires and evaluate their responses.

Supplier Sustainability Reporting

Environmental Performance
Carbon Footprint - Assess suppliers' greenhouse gas emissions and energy consumption

Social Performance
Human Rights - Respect human rights throughout the supply chain.

Diversity and Inclusion - Promote diversity and inclusion in the workplace.

Governance Performance
Ethical Conduct - Adhere to ethical business practices, including anti-corruption and anti-bribery measures.

Transparency - Disclose relevant information about operations and supply chain.

Inclusion of Sustainability Parameters in e-marketplace products

Product Categorization
Create specific facets for sustainable products, such as "eco-friendly," "fair trade," or "recycled."

Sustainability Badges
Use visual cues like badges or labels to quickly identify sustainable products.

Product Durability and Longevity
Product Lifespan - Highlight products designed to last, reducing the need for frequent replacements.

Standard ESG Clause Library for Tenders & Contracts

Clarifying ESG requirement
Buyers describe the ESG activities, obligations and performance standards that the Contractor must adhere to, which also become legally binding as they are included in the contract.

Setting ESG performance standards
Bidders are made aware of a number of standards that the Contractor must meet, including (for applicable projects) the Code of Conduct etc

Value **Proposition**

iGPX is modelled on the lines of Intellect's proprietary **Open technology Platform**

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iGPX

Efficient

Complete visibility of spend, increasing productivity and optimizing cost

Honest Price Discovery

Reduction in the Procurement Lead Time by streamlining processes

Purposeful

Economic & Social Inclusion with fair opportunities to marginalized communities

"Exhaustive Procurement Options (Instant, Comparative, RFQ based, Tender/Auction based, Aggregation based)"

Right Product, Right Supplier, Right Time

Intelligent

Embedded Artificial Intelligence

Seamless Integration Connectors

Analytics & Business Intelligence

Compliant

Transparent Procurement Practices to curb unfair trading

Impact towards ESG goals

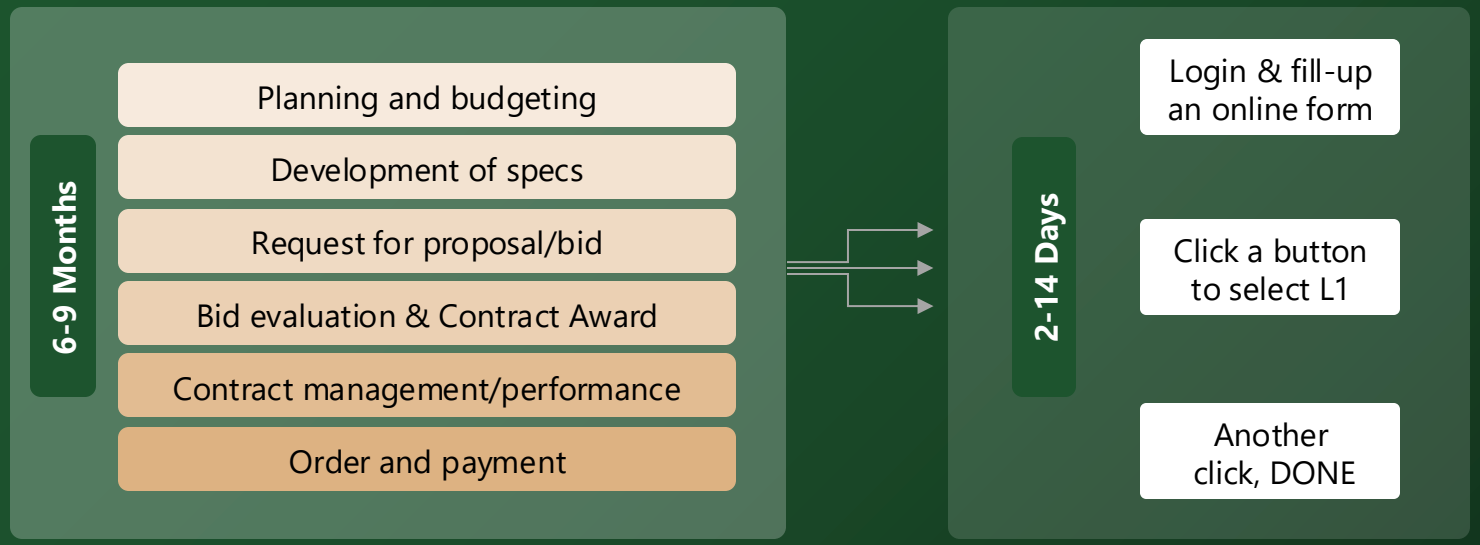
KYC Automation

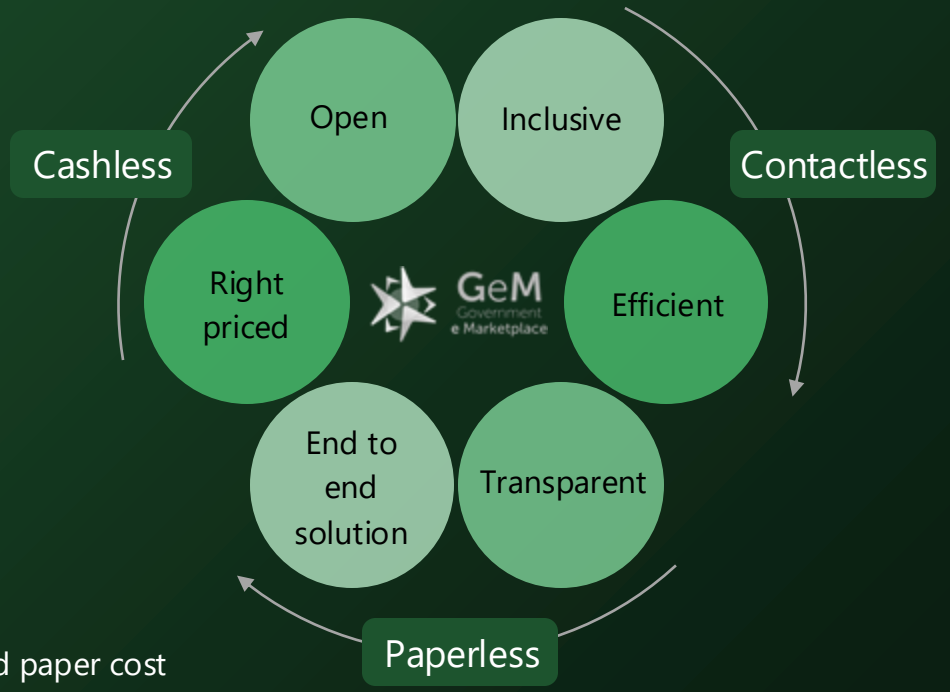
Government & Institution specific Procurement rules

Government e Marketplace (GeM) India - Testimony to Transformation

As “e-Commerce for government buyers” GeM changed rules of the game with speed, transparency and inclusivity

150 K+	8.73 Mn+	12 k+	21 Mn+	USD 95 Bn+
Buyer Organizations	Sellers / Service Providers	Categories of Products/Services	Orders Placed	Gross Merchandise Value





Savings 15-25%
Across categories on an average

100%
Savings on advertisement cost, printing and paper cost

GeM was selected as the **‘Procurement Organization of the Year - Public Sector’**, at the CPO Awards 2023, organized by Institute of Supply Management in Mumbai on 25th Nov’2023

Business, Operations & Technology at GeM

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Government e Marketplace

Policy & Governance Framework

Program Management

Buyers	Sellers	Partners	Regulators	Operators

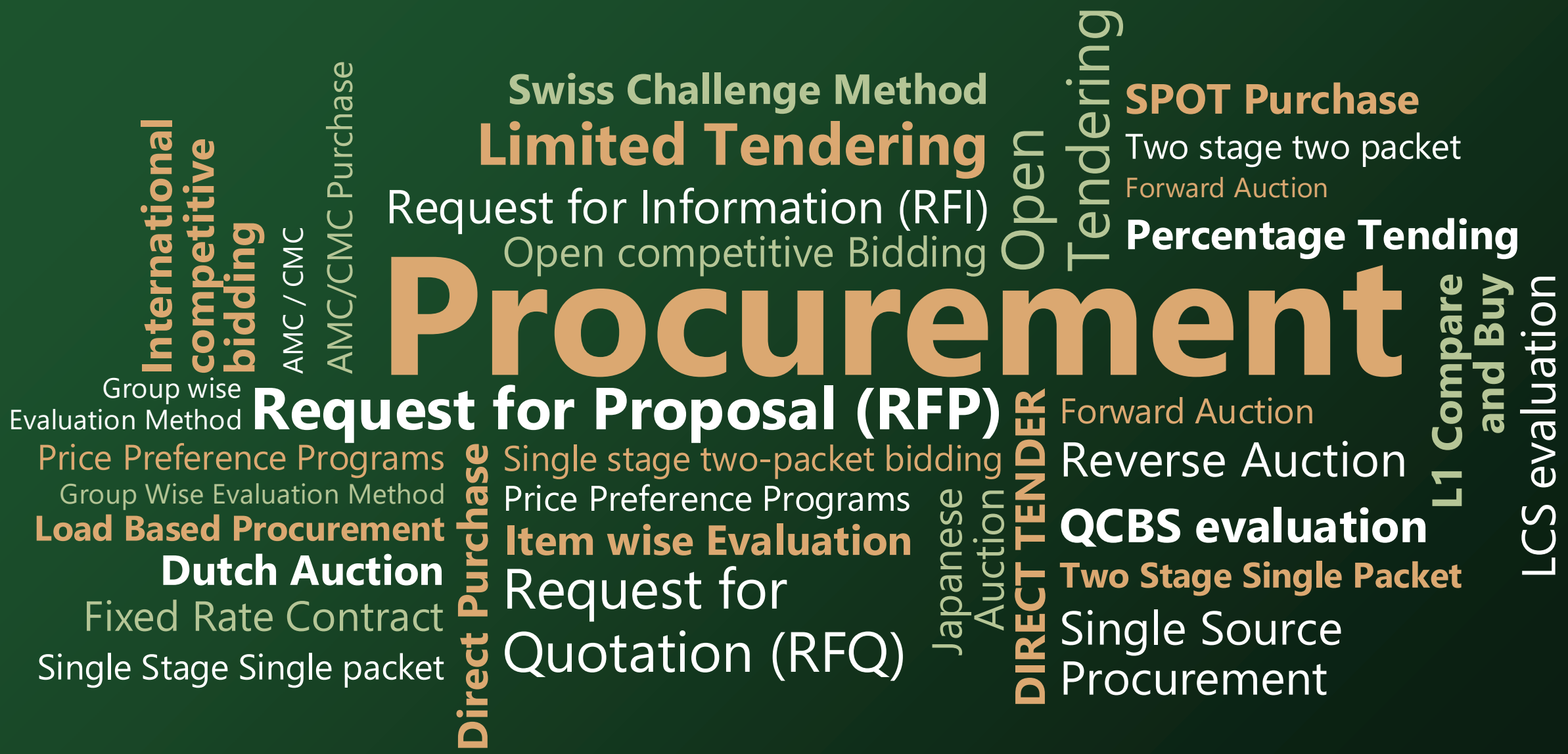
Business		Operations		Technology	
Buyer Acquisition	Brand Promotion	Call Centre	Training	e- Registration	e- Payment
Seller Acquisition	Dispute Resolution	Catalogue Operations	Analytics & Reporting	e- Catalogue	e- Logistics
Category Definition	Liaison with External agencies	Platform Hosting	Technical Help Desk	e- Market Place	e- Inspection
Field level Facilitation	Financial Risk Management	Learning Management	Application Monitoring	e- Ordering	e- Ratings

Global Visibility

Chosen as Managed Services Provider in September 2017, Intellect Has Designed, Implemented And Operating GeM

Procurement Methods Supported by iGPX

Unified procurement system supporting 100+ procurement variations



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