



Department of Commerce  
Ministry of Commerce & Industry  
Government of India

**EEPCINDIA**  
ENGINEERING THE FUTURE

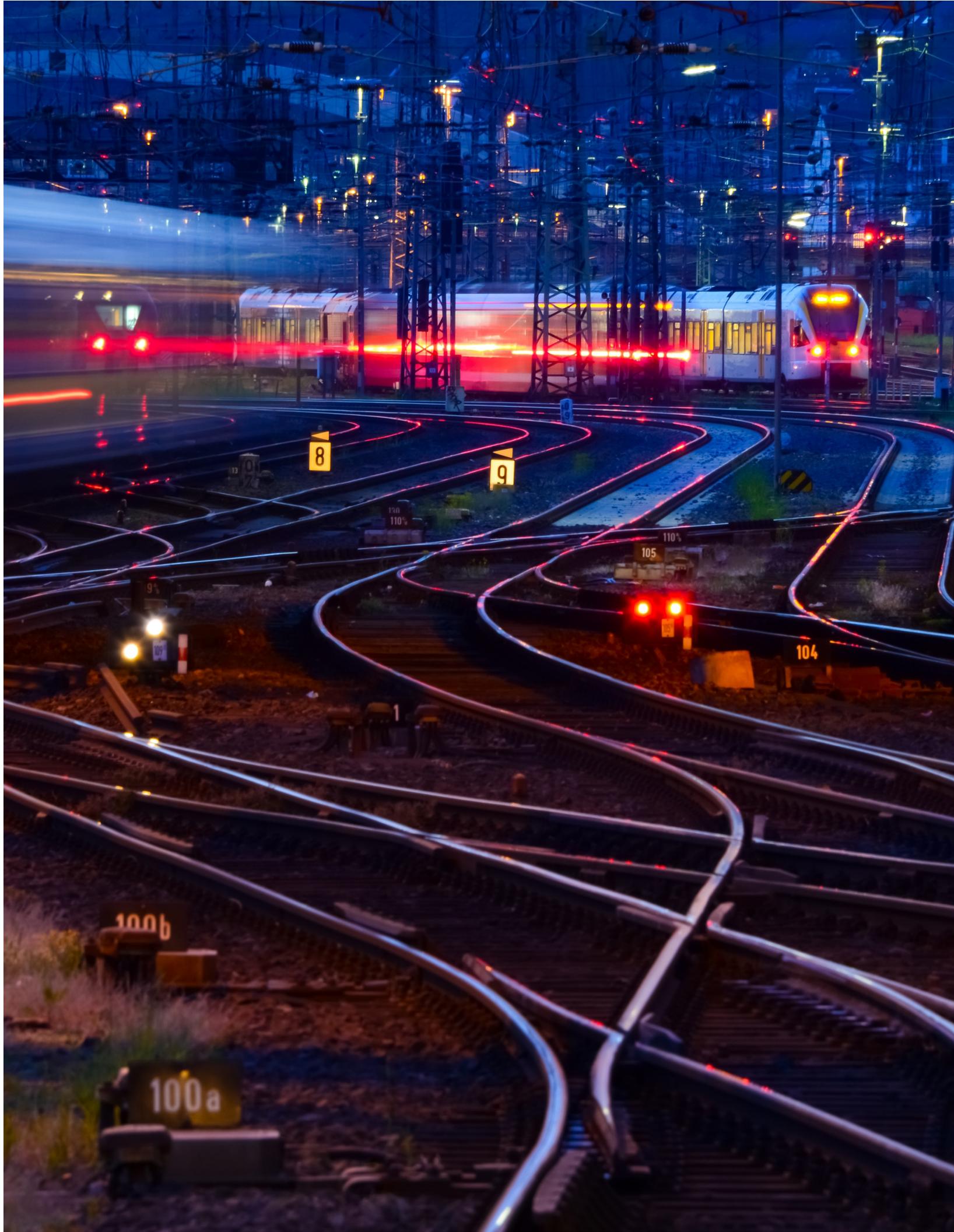
# INDIAN RAILWAYS SOURCING WEEK 4.0

19th - 21st June 2024

(On Virtual Platform)

A Report





# CONTENTS

Participating Organizations	5
Media Agencies	5
Key Highlights	6
Session Themes	7
The Sessions	8
Pre Event Social Media Promotion	12
EEPC India Offices	15





## PARTICIPATING ORGANIZATIONS



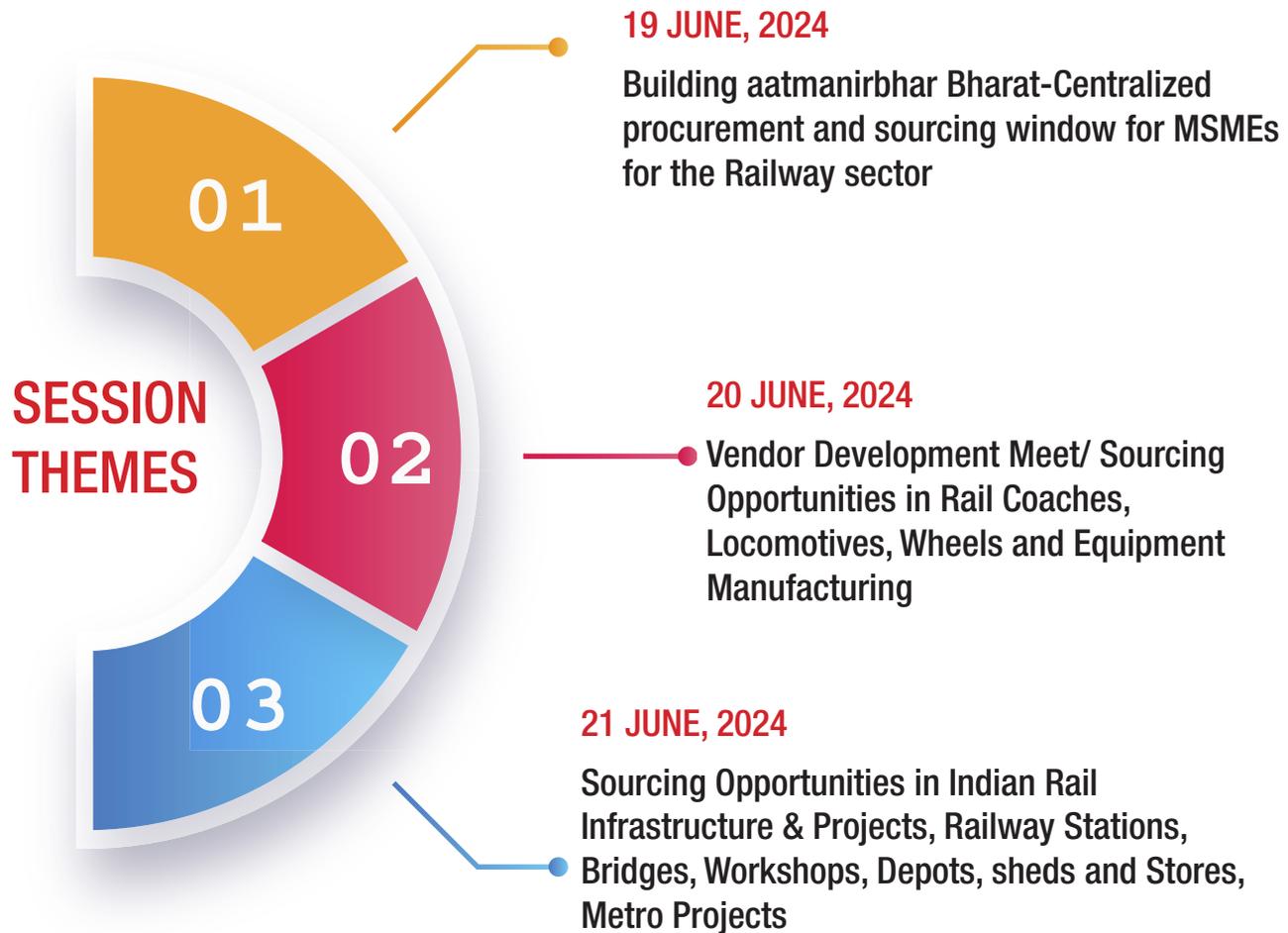
## MEDIA AGENCIES





## KEY HIGHLIGHTS





## KEY THEMES

- Vendor Development and Procurement opportunities for MSMEs in Railway Manufacturing units and Railway Zones
- Procurement policies & Vendor registration & procedures for MSMEs plan 2030 model
- Expansion plans of Indian Railways – National Rail plan 2030 model
- Technology Transfer & collaboration opportunities
- Public Private Partnership model opportunities
- MSME collaboration opportunities with Global MNCs
- Cross Supply Chain Opportunities in the Railway Manufacturing
- Opportunities to develop sustainable solutions
- Opportunities to participate in regional transport development



# THE SESSIONS

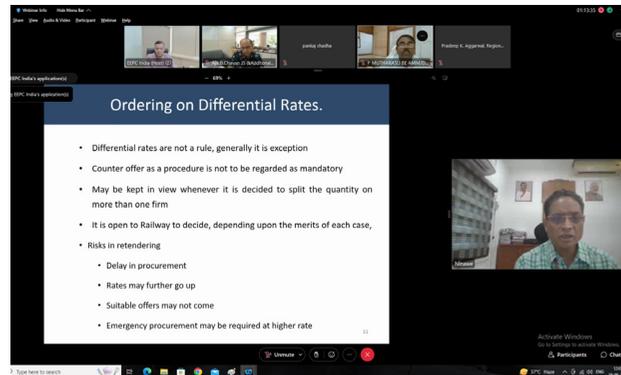
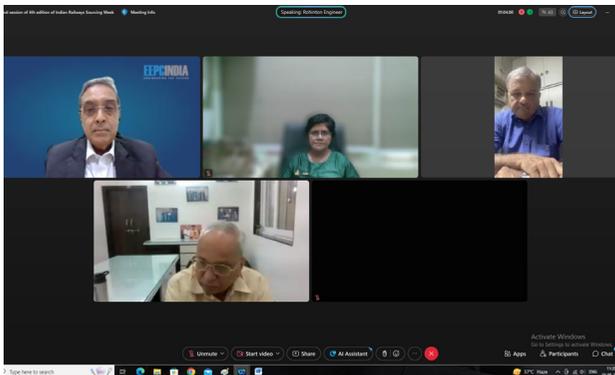
## Inaugural Session of the IRSW 4.0



*Mr. Pankaj Chadha, Senior Vice Chairman, EEPC India, making his address*



*Mr. Arun Kumar Garodia, Chairman, EEPC India, making his address*



*Mr. P.B. Ninawe, Additional Member(Railway Stores), Railway Board, Ministry of Railways making the presentation*



# Building Aatmanirbhar Bharat-Centralized procurement in Indian Railways and opportunities for MSMEs

**GeM**  
Government e Marketplace  
Department of Commerce  
Ministry of Commerce and Industry  
Government of India

Online Marketplace for Smart Public Procurement

Shri Ajit B. Chavan,  
Additional CEO & Chief Seller Officer,  
Government e-Marketplace (GeM)  
New Delhi

Key features shown: Add to Cart, Compare & Place Order, Goods Delivered/ Services Rendered, Make Payment.

**GOVERNMENT E MARKETPLACE THE GENESIS**

- A one-stop online procurement portal for all Government Buyers including Central/State ministries, Departments, Bodies & PSUs. Launched on 9th August 2016. (<https://www.gem.gov.in/>).
- Rule 149 of GFR amended to "Procurement of Goods and Services by Ministries or Department will be mandatory for Goods or Services available on GeM".
- GeM aims to enhance efficiency, transparency, inclusiveness in public procurement.
- It provides the tools of e-Bidding, Reverse Auction and Direct Procurement to facilitate Government users achieve the best value for their money.

The government is committed to curbing corruption. One of the key aspects of the objective is to minimize the government's burden.

Diagram showing the GeM process flow: CATEGORIES, COMPACTS, PAPERSLESS, and various procurement methods like Direct Procurement, Bidding, and Reverse Auction.

**Social inclusion on GeM**

Key initiatives shown:
 

- WOMANIA YANTRAM
- The Saree Collection
- Aahatvani Yojna
- Handmade Paper Products
- Discover Prastha Khadi and Khadi Products on GeM
- NATIONAL HANDMADE TOOL OF ARTS

**GeM External Integrations**

20+ Integrations with National Agencies

28 CPSUs (Central Public Sector Enterprises)

19 BANKS (including SBI, ICICI, Axis, etc.)

4 STATES (Kerala, Odisha, West Bengal, Andhra Pradesh)

GeM Portal Account (GPA)

Sh. Ajit B Chavan, (Additional CEO-GEM) and Chief Seller Officer showing his Presentation

**Southern Railway Agenda**

- Business potential with Indian Railways
- Procurement Policy & Process
- Registration of Vendors
- GeM Procurement

**Southern Railway**  
Materials Management Department  
Ponmalai - Tiruchirappalli  
Tamilnadu

EEPC - Indian Railways sourcing week 4<sup>th</sup> edition  
19.06.2024

**Benefits extended to MSE Vendors**

- Exempted from submission of EMD
- Purchase Preference Clause (for MSE firms):
  - L1 - NON MSE
  - Price difference upto 15%
  - L2 - MSE
  - Counter Offer to L2 Firm for 25% of Ordering Qty @ L1 Rate
  - If Accepted, Order for 25% on L2 & 75% on L1

**Public Procurement - Make in India**

Definition of Local content %  
Local content means the amount of value added in India excluding the value of imported content.

Local Content	Remarks
0%	Imported Item
100%	Indigenously manufactured Item

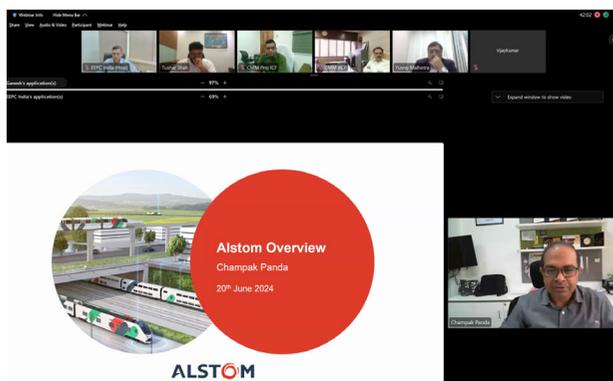
Classification of Vendors based on Local content %

Type of Supplier	Local Content %
Class - I Supplier	50% and above
Class - II Supplier	20% to 49%

Mr. P. Mutharasu, ADMM/DSL/GOC, Southern Railways showing his Presentation



# Vendor Development Meet/Sourcing Opportunities in Rail Coaches, Locomotives, Wheels and Equipment Manufacturing



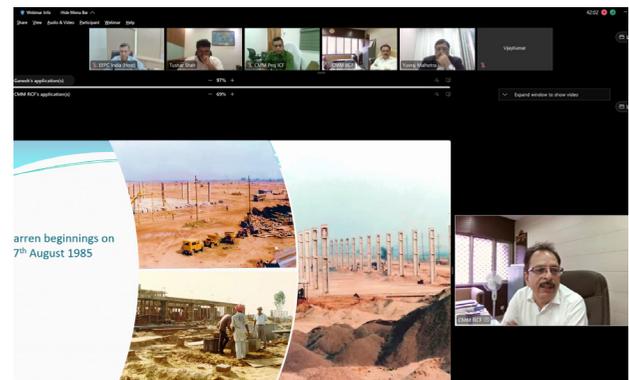
Mr. Champak Panda, Procurement Director, Alstom Group showing his Presentation



Mr. DS Ganesh, GM-Materials, BEML showing his Presentation



Mr. Rakesh Khare, IRSS, CMM/Project/ICF showing his Presentation



Mr. Raj Kumar, Chief Materials Manager, Rail Coach Factory, showing his Presentation



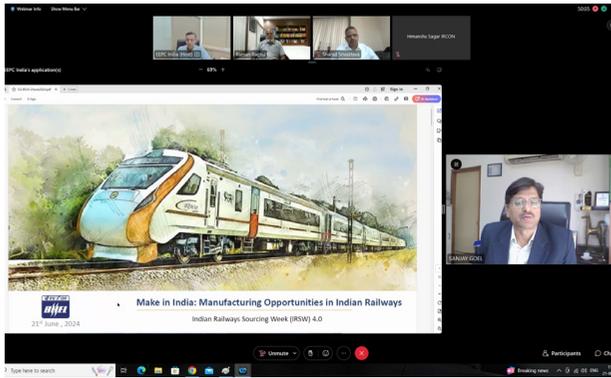
Mr. Vijay Kumar, Deputy Chief Materials Manager, Rail Wheel Factory, showing his Presentation



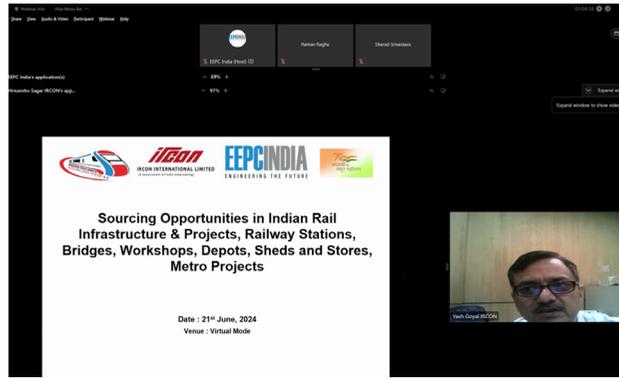
Mr. Yuvraj Malhotra, WC member, EEPIC India showing his Presentation



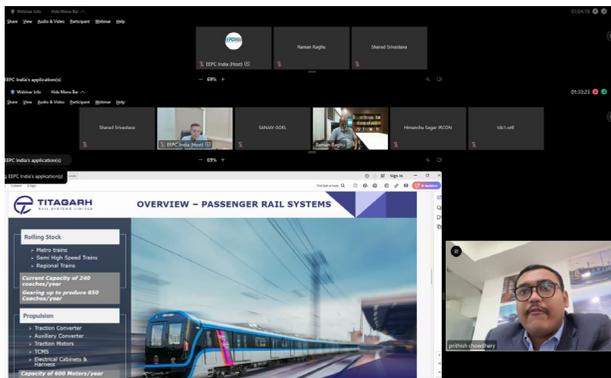
# Sourcing Opportunities in Indian Rail Infrastructure & Projects, Railway Stations, Bridges, Workshops, Depots, sheds and Stores, Metro Projects



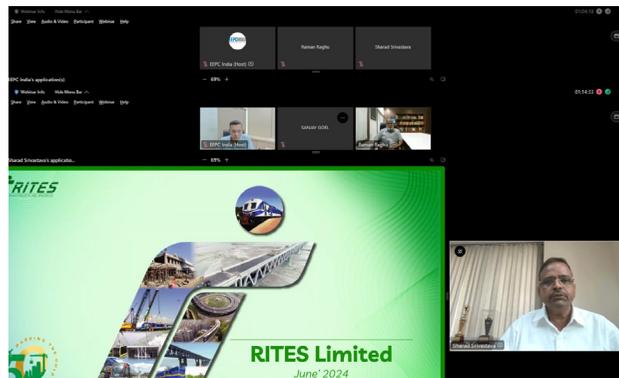
Shri Sanjay Goel, Executive Director (Transportation), BHEL showing his Presentation



Mr. Yash Goel General Manager (Civil), IRCON and Dy. General Manager (Civil/Contracts) showing his Presentation



Mr. Prithish Chowdhary, Deputy Managing Director, Titagarh Wagons showing his Presentation



Mr. Sharad Srivastava, General Manager/RES, RITES showing his Presentation



## Pre Event Social Media Promotion

**4<sup>th</sup> Edition Indian Railways Sourcing Week | Virtual Platform**  
**Join Now**  
 19<sup>th</sup> - 21<sup>st</sup> June 2024  
**3 Days | 3 Sessions | Over 25 Speakers | Q/A Sessions**

HOME | ABOUT EEPIC INDIA | 3 DAY PROGRAMME | KEY THEMES | DOWNLOAD RESOURCES | REGISTER NOW | PAST EDITION REPORTS

**INDIAN RAILWAYS SOURCING WEEK 2024**  
 19-21 June 2024 | Virtual

**INDIAN RAILWAYS - THE INVESTORS' PARADISE**  
 Recipient of US\$ 1.40 billion FDI from April 2000 - December 2023.

[REGISTER NOW](#)  
[VISIT WEBSITE](#)

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**INDIAN RAILWAYS SOURCING WEEK 2024**  
 19-21 June 2024 | Virtual  
 Be a part of the Supply Chain

**Indian Railways taking hold of the Global Pie**  
 - India is projected to account for 40% of the total global share of rail activity

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**Indian Railways - Engaging the Unemployed**  
The single largest Employer in India

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Metro Rail News  
Rail Analysis



**INDIAN RAILWAYS SOURCING WEEK 2024**  
19-21 June 2024 | Virtual  
MAKING RAILWAYS FUTURE READY IN INDIA

VISIT WEBSITE  
REGISTER NOW

**Key Contributor to Indian Growth**  
Aiming to account for 1.5% of GDP

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**INDIAN RAILWAYS SOURCING WEEK 2024**  
19-21 June 2024 | Virtual

**MEET THE INDIAN RAILWAYS FAMILY - THE 4TH LARGEST RAIL FREIGHT CARRIER IN THE WORLD**

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19-21 June 2024 | Virtual  
MAKING RAILWAYS FUTURE READY IN INDIA

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**Indian Railways - Opportunities Unlimited**  
Exponential Rise in passenger traffic to reach 12 billion per year by 2031

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# INDIAN RAILWAYS SOURCING WEEK 2024

19-21 JUNE 2024  
VIRTUAL

BE A PART OF THE SUPPLY CHAIN

**JOIN THE INAUGURATION**

**05 DAYS TO GO**

Visit Now  
<https://eepcvirtualexpo.com/railwaysourcing2024>





# INDIAN RAILWAYS SOURCING WEEK 2024

19-21 June 2024 | Virtual  
Be a part of the Supply Chain

**VISIT WEBSITE**  
**REGISTER NOW**

**Electrify your business potential**  
 Indian Railways aiming to become the World's Largest Electrified Rail Network by 2024

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# Join Us

## INDIAN RAILWAYS SOURCING WEEK 2024

19-21 June 2024 | Virtual

### MSMEs: Be part of the largest Green Railway!

Contribute towards the Indian Railways target of becoming World's First Net-Zero Carbon Emitter by 2030.

**To explore endless opportunities**

**VISIT WEBSITE**    **REGISTER NOW**

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