



# GeM of a Solution: Forward Auctions of Government Assets

*Unlocking Value from Disposal*

December 21<sup>st</sup>, 2025

## Key Takeaways

- In a silent digital revolution, GeM's Forward Auction module transforms asset disposal, making it fully digital, transparent, and rule-based
- Allows bidding for diverse assets like e-waste, machinery, vehicles, and properties in a faster and efficient manner
- Over ₹2,200 crore worth of assets auctioned during December 2021 to November 2025
- Supports Government's vision of Minimum Government, Maximum Governance

## Introduction

India's public procurement ecosystem has undergone a remarkable digital transformation in recent years. Building on this momentum, **a new digital revolution is quietly unfolding, not in the procurement of goods and services, but in the disposal of Government assets.** This transformation is being driven by the **Forward Auction module of the Government e-Marketplace (GeM).**

While GeM is widely recognised as a **digital platform for transparent and efficient procurement**, its **Forward Auction module offers a fully online bidding mechanism that enables Ministries and Departments to sell their assets.** Through a fully digital and secure interface, every asset sale is now run through a paperless, cashless, and contactless system designed to eliminate delays and inefficiency. **The result is two-fold: higher realisation from scrap disposal, and a fair outcome for all stakeholders.**

## The GeM Portal: India's Unified Public Procurement Platform

GeM is a secure, end-to-end digital platform that facilitates the procurement and disposal of goods and services by **Government departments, Public Sector Units, and affiliated bodies.** GeM drives inclusive growth in public procurement through initiatives that empower **Startups, MSMEs, Women entrepreneurs, and Self-help Groups** to access Government markets.

**Startup Runway 2.0:** Under a dedicated marketplace category, startups can showcase their innovative products and services to government buyers and engage in public procurement.

**MSME SC/ST entrepreneurs:** To encourage active participation from MSME entrepreneurs with special focus on SC/ ST communities, GeM collaborates with various stakeholders based on the objective of achieving the mandatory procurement goal of 25 percent from MSMEs.

**Womaniya:** The initiative seeks to showcase products made by women entrepreneurs and women self-help groups (WSHGs), and spur women entrepreneurship by aligning them with opportunities to sell their products to various Government ministries, departments and institutions.

**The Saras Collection:** In order to ensure social inclusion, a pristine handcrafted collection of handicrafts, handloom textiles, office décor, furnishings, accessories, event souvenirs, personal hygiene and care products from SHGs in India are showcased on the GeM platform.

As of November 2025, **GeM has processed nearly 3.27 crore orders with a cumulative Gross Merchandise Value (GMV) exceeding ₹16.41 lakh crore.** This includes ₹7.94 lakh crore in services and ₹8.47 lakh crore in products. The platform supports over 10,894 product categories and 348 service categories, with more than 1.67 lakh buyer organisations onboard. Over 24 lakh sellers and service providers have completed their profiles on GeM. Notably, **Micro and Small Enterprises (MSEs) play a key role, contributing 44.8% of the cumulative order value.** With over 11 lakh MSEs registered, these enterprises have collectively received orders worth over ₹7.35 lakh crore.

### GeM's Forward Auctions for Smart Disposal & Governance

Recognising the requirement and potential of auctions as a tool for channelising public resources, **GeM's Forward Auctions are transforming the way India disposes Government assets.** This **digital revolution** offers a flexible environment encompassing bidding and auction management, user-friendly navigation and is designed to increase speed, transparency and efficiency.

#### Forward Auction Module: Marketplace of Diverse Assets

A Forward Auction is a **digital bidding process where Government departments are the sellers, and registered bidders compete to buy the listed assets. While the departments can set reserve prices for the assets, the bidder with the highest offer wins.**

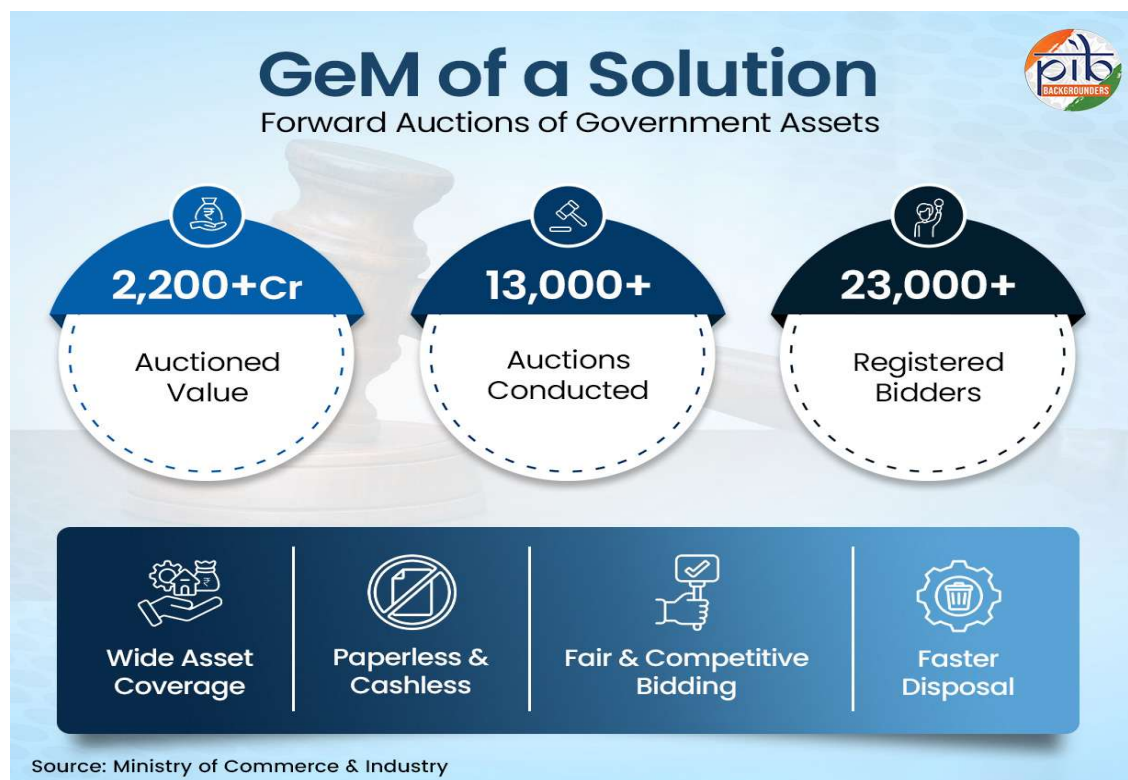
**A diverse range of Government assets are brought onto the digital marketplace including:**

- **E-waste** such as obsolete printers, laptops, and IT equipment
- **Machinery**, both industrial and non-industrial
- **Scrap and disposables**, including used lube oil and metal and non-metal items
- **Land and buildings** offered on lease for residential, commercial, and institutional purposes
- **End-of-Life Vehicles (ELVs)**
- **Subletting and leasing of properties**, such as dormitories, parking facilities, and toll booths

By pooling all these asset types on a single platform, **GeM has effectively created a one-stop marketplace.**

This nationwide initiative not only introduces unprecedented **transparency** but also **significantly accelerates processes** that were earlier fragmented, time-consuming, and heavily dependent on paperwork.

From December 2021 to November 2025, **the module has facilitated auctions worth ₹2,200+ crore, conducted over 13,000 auctions, welcomed 23,000+ registered bidders, and enabled participation from more than 17,000 auctioneers.**



## Success Stories: When Auctions Create Real Impact

**The digital module aligns with national priorities under *Minimum Government, Maximum Governance*, embedding speed, fairness, and value creation into the disposal of public assets.** With departments are now able to set reserve prices, define participation criteria, and monitor bidding, the asset disposal process has evolved into a transparent, competitive and value-maximising mechanism. With remarkable returns and efficiencies, the real-world results of digital auctions speak volumes.

### *Surpassing Expectations for EWS*

**The State Bank of India recently auctioned 100 Economically Weaker Section (EWS) flats in Aliganj, Lucknow.** Through a cluster-wise GeM forward auction, these flats fetched ₹34.53 crore, surpassing expectations.

*It highlights how the fusion of transparency and technology unlocks sustained value creation.*

### *Turning Waste into Revenue*

National Zoological Park, New Delhi had long struggled to dispose of unusable and obsolete articles. **Using GeM's forward auction, the Zoo put the material up for bid and received competitive offers (H1 price) well above the reserve value.**

*While often overlooked, efficient scrap disposal plays a critical role in improving operational efficiency and safeguarding taxpayer resources.*

### *Endless Possibilities Explored*

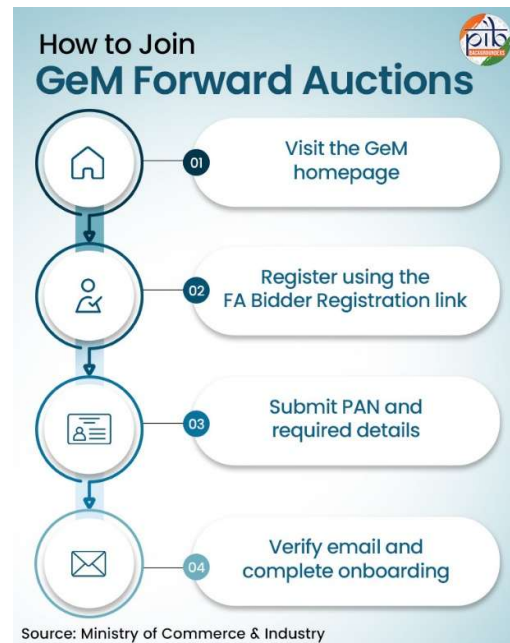
- The Food Corporation of India (Aravali Gypsum and Minerals India Ltd.) **sold screened gypsum, yielding ₹3.35 crore.**
- **Around 261 condemned vehicles were disposed off** in Jammu through the GeM portal.
- Similarly, the **Border Roads Organization (BRO) successfully auctioned salvaged items.**
- **A dormitory was successfully leased of for five years** in Gulmarg.
- **Boating activity rights were also actioned** for a lake in Spurtar.

By placing assets on a transparent digital platform and inviting broad market participation, the process ensures **fair price discovery, faster outcomes, and optimal value realisation, transforming asset disposal into a strategic instrument of value creation.**

## Bidding Made Easy: Who Can Participate and How

Participation in the forward auctions is open to all eligible individuals and firms that **register on the GeM portal**. Interested bidders are required to submit an **Earnest Money Deposit (EMD)**, wherever applicable. Once registered and compliant, **bidders can seamlessly participate in live auctions** conducted entirely online through a secure, transparent, and time-bound process.

To ensure **transparency**, **all auctions are publicly listed**, except in a limited number of cases where asset sensitivity necessitates restricted auctions open only to pre-qualified bidders.



## Transforming Governance: Transparency, Efficiency and Sustainability

The rise of forward auctions on GeM represents a paradigm shift in public procurement systems. **By delivering both operational efficiency and governance reforms, the GeM model institutionalises good governance within its digital platforms.**

### *Promote Environmental Responsibility*

The Government is committed towards **Sustainable Development Goal 12.7 to promote sustainable public procurement** in accordance with national policies and priorities. By enabling proper auction and disposal of e-waste, scrap, and other materials through authorised channels, GeM is supporting environmentally safe practices.

### *Eliminate Opacity*

The feature brings all asset sales onto a transparent, rule-based digital platform where every bid is visible, ensuring open and free negotiations.

### *Reduce Operational Delays*

By moving the entire disposal process online, GeM has eliminated paperwork, streamlined approvals, and enabled faster decision-making, helping departments complete asset sales in a shorter period of time.

### *Ensure Fair Competition*

The module allows all eligible and registered bidders to participate equally, using a transparent digital interface that ensures the highest bid wins.

### ***Generate Higher Returns for Public Assets***

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With competitive bidding and wider participation, final bids often exceed reserve prices, helping government departments maximise the value recovered from obsolete assets.

### ***Enable Faster Clearance***

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The module has simplified and sped up the disposal process, allowing departments to quickly clear unused items like scrap, old machinery, or vehicles, freeing up space and reducing holding costs.

### **Conclusion**

**GeM's Forward Auction** module has rapidly transformed age-old manual public procurement processes into a transparent market mechanism. In this evolving landscape, **forward auctions stand out by digitalizing the disposition of assets**. From a local scrap dealer to a large real-estate buyer, from a department selling old machinery to a bank auctioning property, **GeM's digital feature has made Government auctions efficient, competitive and trustworthy**.

As more departments adopt forward auctions, the Government departments and businesses are brought onto the same transparent digital interface, where **every bid is visible, every rule is predetermined, and every outcome is fair**, driving digital democracy, enhanced transparency, and better value creation.

### **PIB Research**

#### **References:**

##### **Ministry of Commerce & Industry**

<https://www.pib.gov.in/PressReleasePage.aspx?PRID=2201284&reg=3&lang=2>

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##### **Government e-Marketplace (GeM)**

<https://gem.gov.in/gem-advantages>

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