

# POST EVENT REPORT

## SC - ST BiZ Acceleration and GeM Knowledge Sharing Programme

Supported by National SC-ST Hub, Bhubaneswar

On 10 AM, 23/05/2025

Redcross Bhawan, Bhubaneswar



All Odisha SC - ST Chamber Of Commerce and Industries  
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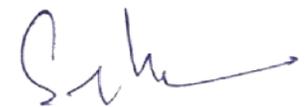
## Acknowledgement



On behalf of the All Odisha SC-ST Chamber of Commerce and Industries (OSCI), we extend our heartfelt thanks for the successful conduct of the “**SC-ST Business Acceleration and GeM Knowledge Sharing Programme**” held on 23<sup>rd</sup> May 2025. We are grateful to the National SC-ST Hub under NSIC, Ministry of MSME, Government of India, for placing their trust in OSCI to contribute to this Capacity Building initiative.

Our sincere thanks to our Chief Guest, Shri.D.Chakraborty, Branch Head, NSSHO Bhubaneswar, for honoring the event with his presence. We are also thankful to Shri Kamal Lochan Nayak, Deputy General Manager, NSIC, BO-Bhubaneswar, Shri.Sunil Kumar Sahoo, E-Tendering Professional NSSHO Bhubaneswar, Shri P K Kar, Banking Professional NSSHO Bhubaneswar, Shri Basudev Sunani, Shri Manas Jena, Mr. Sibaprasad Mallick, and Mr. Ranjan Behera for their valuable guidance and support.

We appreciate the contributions of all speakers who made the sessions engaging and informative, and thank all delegates and participants for their active involvement. We hope the discussions held will inspire further innovation and progress in SC-ST entrepreneurship across Odisha.



President, OSCI

# Inaugural Session



The SC-ST Business Acceleration and GeM Knowledge Sharing Programme, launched on 23rd May 2025, commenced with a floral tribute to Dr. Babasaheb Bheem Rao Ambedkar by Shri. D Chakraborty and OSCI President Shri. Sadhu Chhatriya, followed by the National Anthem.



In his inaugural address, Shri Sadhu Chhatriya extended heartfelt thanks to NSSHO Bhubaneswar and NSIC Bhubaneswar Branch for partnering with OSCI in organizing this impactful programme. He emphasized that OSCI is committed solely to the business development of SC-ST entrepreneurs in Odisha and is proud to collaborate on initiatives that promote capacity building and access to Government procurement platforms like GeM.

He acknowledged the valuable presence of dignitaries, speakers, and participants, appreciating their commitment to the cause. He expressed hope that the deliberations during the workshop would inspire more SC-ST entrepreneurs to

step forward with confidence and take advantage of the support systems available for their growth and empowerment.

As part of the E-tendering training workshop Shri.D.Chakraborty, Branch Head of the National SC-ST Hub Office (NSSHO), Bhubaneswar, delivered an informative presentation on various schemes and support mechanisms offered under the NSSHO initiative by the Ministry of MSME, Government of India.



Mr. Chakraborty highlighted the core objectives of the NSSHO, which include promoting entrepreneurship among SC-ST communities, facilitating market linkages, skill development, vendor development programmes, and support for participation in public procurement processes, particularly via the GeM (Government e-Marketplace) portal.

He elaborated on the financial assistance schemes, handholding support, and policy interventions aimed at reducing entry barriers for SC-ST entrepreneurs. Special emphasis was laid on registration assistance, capacity building, and grievance redressal support.



Participants found the session highly valuable, gaining insights into how they could leverage NSSH schemes for scaling their businesses. The session concluded with a Q&A, where Mr. Chakraborty addressed participant queries and encouraged active utilization of NSSH benefits.

# Technical Session

As part of the technical sessions during the SC-ST Business Acceleration and GeM Knowledge Sharing Programme, Mr. Sunil Kumar Sahoo conducted an in-depth presentation on the functionalities and benefits of the Government e-Marketplace (GeM) for SC-ST entrepreneurs.

Mr. Sahoo began with an overview of the GeM platform, explaining its role as a transparent and efficient procurement portal launched by the Government of India. He outlined the end-to-end digital process of registration, product listing, bidding, and order fulfillment. Special focus was given to GeM's features tailored for MSMEs and SC-ST registered businesses under the National SC-ST Hub initiative.

He provided a step-by-step demonstration on how to register as a seller, upload product and service listings, participate in bids, and respond to tenders. The session also covered mandatory documentation, common errors to avoid during registration, and tips for maintaining compliance on the platform.

Mr. Sahoo emphasized the growing importance of digital procurement in India and how GeM is helping small and marginalized businesses tap into government demand efficiently. Participants found the presentation highly practical, as many had limited or no prior exposure to the platform.

The session concluded with an interactive Q&A segment, where Mr. Sahoo addressed individual queries and encouraged all participants to complete their registration and actively explore.



## During Q & A Session:

### Mr. Trilochan Tarai:

Mr. Tarai inquired into the **algorithm and operational mechanism** of the GeM portal, with a focus on how product listings are displayed to buyers and how sellers are shortlisted in the bidding process. He was particularly interested in understanding the **ranking mechanism** used by the portal — including how parameters such as price competitiveness, seller ratings, and responsiveness affect visibility and bid selection.



In response, Mr. Sahoo explained the **GeM's automated matching system**, which prioritizes transparent, rule-based selections through its digital procurement engine. He emphasized the importance of complete and updated seller profiles, competitive pricing, and timely order fulfillment as key drivers in gaining higher visibility and success on the platform.

### Mr. Uttam Mallick:

Mr. Mallick raised questions regarding the **tender participation process**, with a focus on **tender fees and other applicable charges**. He asked whether there are any exemptions or reduced fees available for SC-

ST entrepreneurs and MSMEs under the National SC-ST Hub.

Mr. Sahoo clarified that while GeM itself does not charge tender fees, some buyers (government departments) may impose certain document or bid-related charges. However, **registered SC-ST entrepreneurs are eligible for exemptions and benefits**, and they should ensure their certifications are uploaded and verified under the GeM and Udyam portals. He also shared tips on identifying tenders that offer such concessions.

# **SESSION-2**

# **SC - ST BiZ Acceleration**



**OSCI Milestone Presentation**  
**Discussion on Relevant Government Policies**  
**Members' Opinions and Suggestions**  
**Action Plan Discussion**



## Welcome Address & OSCI Milestone Presentation By President Sadhu Chhatriya

During the session, **Mr. Sadhu Chhatriya** emphasized the urgent need for a dedicated **Chamber of Commerce for SC-ST Entrepreneurs in Odisha**, highlighting the structural and systemic challenges faced by marginalized businesses. He introduced the **All Odisha SC-ST Chamber of Commerce and Industries (OSCI)** as a strategic platform to empower and support SC-ST enterprises across the state.

Citing statistics, Mr. Chhatriya noted that **Scheduled Castes (SCs) and Scheduled Tribes (STs) constitute nearly 40% of Odisha's population** (SC: 17.1%, ST: 22.8%), yet their representation in formal business ownership remains under 5%. This disparity calls for targeted institutional support to foster inclusive economic growth.

Through a detailed PowerPoint presentation, he elaborated on OSCI's **Vision, Mission, and Goals**, aligning them with inclusive development. He highlighted OSCI's **legal status**, presented the current **organizational structure**, and showcased infographics on its **focus areas**, including market linkage, finance access, training, and policy advocacy.

Mr. Chhatriya addressed the **strengths, weaknesses, and challenges** of SC-ST businesses, and proposed how OSCI's structured approach can address these issues. He presented a scalable model for implementing OSCI activities across **all 30 districts of Odisha**, with a focus on local leadership, district-wise outreach, and partnership with key stakeholders.

The presentation reinforced the urgency of enabling SC-ST entrepreneurship through policy support, capacity building, and collective representation. Participants welcomed the initiative and acknowledged OSCI's potential to become a transformative force for marginalized entrepreneurs in Odisha.



Mr. Manas Jena, a noted expert on inclusive economic development, delivered a powerful address emphasizing the urgent need for Odisha to encourage youth from marginalized SC/ST communities to enter the business sector for self-employment. He underlined how historical exclusion, discriminatory practices, and poor access to finance have denied SC/ST groups participation in economic growth.

entrepreneurship among SCs and STs, their impact in Odisha remains minimal due to weak implementation by state channelizing agencies. He critically analyzed the failure of financial institutions and state policies over the last 75 years in ensuring business inclusion for marginalized communities. Odisha, he stated, ranks low in financial literacy and banking outreach, especially among SC/ST groups. Despite national institutions like NSFDC, NSTFDC, and NBCFDC, which were set up to promote entrepreneurship among SCs and STs, their impact in Odisha remains minimal due to weak implementation by state channelizing agencies.

Citing alarming data from the 2011 Census and MSME records, Mr. Jena revealed that only 0.20% SCs and 0.12% STs in Odisha hold salaried private sector jobs. Therefore, promoting self-employment through business is a necessity. He highlighted progressive models from states like Maharashtra and Karnataka that reserve industrial plots and provide interest subsidies, and called for similar affirmative action in Odisha.

Mr. Jena urged for a review of state institutional mechanisms, better allocation of funds, dedicated leadership, and political will to strengthen SC/ST participation in the business ecosystem. His address resonated deeply with the audience and reinforced the demand for inclusive economic reforms in Odisha.

# Dignitaries Address



Dr. Basudev Sunani delivered an insightful and forward-looking address focused on the strategic roadmap of the **All Odisha SC-ST Chamber of Commerce & Industries (OSCI)** and its alignment with state and national policies for SC/ST empowerment. He began by emphasizing the **urgent need for structured economic intervention** in Odisha's SC/ST communities, many of whom remain on the margins of entrepreneurship and formal business systems.

Dr. Sunani outlined how OSCI must evolve as a **policy advocacy and enterprise support body** that bridges the gap between government schemes and ground realities.

He laid out a **strategic plan** built on three pillars:

1. **Capacity Building** through awareness drives, digital onboarding, and training.
2. **Policy Convergence**, ensuring synchronization with government programmes like the **National SC-ST Hub, Startup India, PMEGP, and Stand Up India.**
3. **District-wise Implementation**, to enable grassroots penetration of OSCI's mission and ensure inclusivity.

Dr. Sunani highlighted the **importance of institutional partnerships**, including with GeM, MSME-DI, and state financial corporations, and called for **OSCI's representation in policy-making forums** to ensure equitable allocation and implementation.

He concluded by calling upon the government to **recognize OSCI as a strategic stakeholder** in Odisha's development ecosystem and advocated for **budgetary provisions**, affirmative procurement, and reservation in industrial land allotment for SC/ST entrepreneurs.

# Preliminary Members Subcommittee Formation

## Preliminary Members' Assignment and Subcommittee Formation

As part of the implementation strategy of OSCI's expansion across Odisha, a preliminary district coordination team was constituted during the strategic meeting. The goal is to decentralize operations, ensure district-wise presence, and facilitate stronger outreach for SC/ST entrepreneurs. The following 10 key members were nominated as **District Coordinators**:

1. **Mr. Jaisen Boudh** – Kalahandi District
2. **Mr. Maka Senapati** – Kalahandi District
3. **Mr. Bijaya Meher** – Balangir & Sambalpur Districts
4. **Mr. Bikash Patra** – Sundargarh & Keonjhar Districts
5. **Mr. Sudam Behera** – Ganjam & Gajapati Districts
6. **Mr. Bipin Sethi** – Khordha District
7. **Mr. Subrat** – Cuttack District
8. **Mr. Sunil** – Jagatsinghpur District
9. **Mr. Alok Baske** – Mayurbhanj District
10. **Miss Damayanti** – Mayurbhanj District

In addition, a **Women's Wing Sub-committee** was also formed under the leadership of **Ms. Banaja Behera** to specifically work on women-centric entrepreneurship support across **15 focus districts**. This subcommittee will also propose actionable recommendations for gender inclusion in OSCI's programs.



# Key Outcomes

1. **Preliminary Appointment of District Coordinators** :Ten coordinators were appointed across key districts (e.g., Kalahandi, Balangir, Mayurbhanj) to lead OSCI outreach, entrepreneur mobilization, and regional coordination. Their role includes identifying district-specific issues and creating a local OSCI presence.
2. **Strategic Vision Presentation by Dr. Sunani**: Dr. Basudev Sunani presented the OSCI strategic roadmap aligning with national SC-ST empowerment policies. Emphasis was placed on creating inclusive business ecosystems across all 30 districts of Odisha.
3. **Launch of Statewide Membership Drive**:OSCI officially launched a statewide membership drive to enroll SC/ST entrepreneurs, students, and professionals. The goal is to build a robust, data-backed network across all 30 districts and ensure participation in capacity-building programs.
4. **District-Level Challenge Identification**: Coordinators will compile detailed reports on region-specific challenges faced by SC/ST entrepreneurs, including access to finance, market linkages, and infrastructure gaps. These reports will shape OSCI's district action plans.
5. **Strengthening Financial Inclusion Advocacy**: Members emphasized the urgency of addressing credit discrimination. A financial inclusion committee will engage banks and financial institutions to ensure implementation of RBI guidelines for SC/ST borrowers.
6. **Awareness Campaigns on Procurement & Schemes**: OSCI will conduct awareness drives focusing on the 4% government procurement reservation for SC/STs, MSME schemes, venture capital access, and subsidy opportunities under central/state programs.
7. **Digital & GeM Training Programs**: Building on Mr. Sahoo's session, it was decided that GeM onboarding and digital literacy workshops would be held district-wise, targeting SC/ST entrepreneurs unfamiliar with the e-procurement ecosystem.
8. **Audit of Non-Performing SC/ST Agencies**: OSCI will conduct an internal review of Odisha's SC/ST financial institutions and submit a performance audit with recommendations for revitalization or restructuring.
9. **Policy Advocacy through Member Insights**: Suggestions from members including credit facilitation, special economic zones for SC/STs, and land reservation in industrial areas—will be compiled into a policy paper for submission to state authorities.

## **WHO WE ARE**

We are SC-ST Entrepreneurs united under the All Odisha SC-ST Chamber of Commerce & Industries (OSCI), committed to driving inclusive economic growth. OSCI empowers our communities through advocacy, capacity building, and access to opportunities, fostering a strong and self-reliant entrepreneurial ecosystem in Odisha.

## **VISION**

To build an inclusive entrepreneurial ecosystem in Odisha where SC/ST entrepreneurs thrive as drivers of economic growth, with equal access to capital, mentorship, markets, and skills—empowering communities through diversity and self-reliance.

## **MISSION**

To empower SC/ST entrepreneurs in Odisha by ensuring equal opportunities, access to resources, and a supportive ecosystem that fosters innovation, entrepreneurship, and sustainable growth



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