

Minutes of Meeting

INAM-Pro Sellers meeting dated 17.03.2017

A meeting was convened on 17th March, 2017 under the Chairmanship of Shri Anand Kumar, MD, NHIDCL in Media Centre, Transport Bhawan with the cement manufacturers, NIC, MoRTH and Web-Portal Developer to sort out issues/problems being faced by the cement manufacturers and Buyers while procuring cement through the portal.

2. The other attendees of the meeting were:

(a) NHIDCL, NIC, Bankers, Web Portal Developers

- (i) Shri Sanjay Jaju, Director (A&F);
- (ii) Shri Sandeep Kumar, General Manager (Tech);
- (iii) Shri Mansoorul Haque, PSA, NIC;
- (iv) Sharon, Prakhari- Representative from Silvertouch, Web Portal Developer;
- (v) S.K. Deo, Pragya Pathak, Sneha Upadhyay, Ishan Sharma, Ashish Saxena- Representatives from ICICI Bank, Payment Gateway partner;
- (vi) NHIDCL IT Team;

(b) Cement Companies' Representatives:

- (i) Shri P.P. John, Century Textiles & Industries Ltd.
- (ii) Shri Vikrant Singh, Bharat Hitech Cement Pvt. Ltd.
- (iii) Shri S.K. Singhal, Saurashtra Cement Ltd.
- (iv) Shri Pravin Kumar Dubey, Ambuja Cements Ltd.
- (v) Shri Sanjeev Chaudhry, ACC Ltd.
- (vi) Shri Naveen K Sharma, Ambuja Cement Ltd.
- (vii) Shri Vikas Sharma, Shree Cement Ltd.
- (viii) Shri Adesh, Heidelberg Cement Ltd.
- (ix) Shri Kishor Kr., Star Cement Ltd.
- (x) Shri J.V. Prasad, Ramco Cements
- (xi) Shri Vijay Bagga, Ultratech Cement
- (xii) Shri Deepak Sharma, Lafarge India
- (xiii) Shri Sachidanand, Sanghi Cement
- (xiv) Shri T.S. Rawat, Kesoram Industries LIMITED
- (xv) Shri T.S.B Rao, JK Lakshmi Cement
- (xvi) Shri E. Arumugarajan, Ramco Cement
- (xvii) Shri Prasad, Ramco Cement
- (xviii) Shri Parminder, PRISM Cement Ltd.

3. At the outset, Shri Anand Kumar, MD, NHIDCL appreciated the efforts of all the stake holders for their continuous support and involvement in improving the Web Portal. However, he expressed concern over the limited usage of portal and advised to sort out the issues pertaining to transportation, Ceiling Price etc. for better and effective utilization of the portal. He also insisted for immediate submission of BIS Certificate to ensure quality of the product being offered through the portal.

4. Shri Sanjay Jaju, Director (A&F) discussed about the significance of the portal as it has been engineered with a vision to bridge gap between the cement Buyers and Sellers. He further emphasized that the ceiling prices on the portal are still higher than the market price in many cases and such cement plants should consider any revision in the Ceiling Price for the next Financial Year 2017-18 so that Buyers are able to procure the cement at competitive rates through the portal. He also insisted for regularly revising the offer price based on demand and supply conditions within the Ceiling price.

6. Further, a Presentation was given by the representative of Silvertouch, Web Portal Developer, INAM-Pro on the introduction and the order cycle for the new version of INAM-Pro portal i.e. INAM-Pro Plus which is likely to be launched next month.

7. The following issues were discussed and after due deliberations, following plan was adopted:

Sl. No.	Issues	Action Required	Action by
a.	Transportation issue faced by the Cement Buyers as they are not allowed to make their own arrangement. The transportation cost charged by sellers is considered high by the Buyers.	The transportation part in processing of orders is crucial in deciding the vendor w.r.t. price. The Sellers were requested to provide a fixed transportation cost on "Per ton per Km" basis which shall be integrated with the portal for assessing transportation cost at the required location so that it is acceptable to both parties.	1. Registered Sellers 2. Web Portal Developer. 3. NHIDCL
b.	Competitive Offer Price incorporating discount for bulk order.	It was decided that while sending the price quotation to the Buyer, two prices will be offered: <ul style="list-style-type: none"> i. Price calculated automatically using pre-defined price & location matrix. ii. Discounted price offered by Seller for large quantities on negotiations. 	Registered Sellers.
c.	Market based revision of Ceiling Price.	The Sellers were requested to review their Ceiling Price w.r.t. Market Price for the next financial year 2017-18 and submit the proposed prices to NHIDCL. The Sellers may vary the prices within the Ceiling	Registered Sellers.

		limit to synchronise with the current Market Price.	
d.	BIS License/Certification details for various Cement Plants have not been provided by the Cement Sellers.	All Sellers were requested to submit their BIS licence/certification details by 15.04.2017 to NHIDCL.	Registered Sellers.
e.	Updation of contact details including bank account.	Sellers were requested to update their contact details along with the bank account details in which they wish to receive online payment through portal.	Registered Sellers.
f.	Confirmation of Government Buyer.	The Sellers were informed about linkage of INAM-Pro portal with e-Pace portal wherefrom the Sellers can collect the information regarding various projects and the contractors' details working on infrastructure projects.	_____
g.	Delay in confirmation of orders by sellers.	The Sellers were requested for early confirmation of orders to enhance confidence level of Buyers. The Sellers assured to do the same.	Registered Sellers.
h.	User-ID	Sellers informed that the present user id created by system is too long having 21 characters which is cumbersome to handle. The Sellers insisted to make it flexible by providing right to Sellers for creation of user id and there should be provision to change it as and when Seller feels to do so. The Web Portal Developer was asked to look into the issue.	Web Portal Developer

8. The meeting ended with a vote of thanks to the Chair.