



Confederation of Indian Industry



CII NATIONAL SME COUNCIL A REVIEW

2015-16

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Foreword

The current scenario of Indian economy has been characterised by optimistic growth and strong macro-economic fundamentals. The GDP growth rate for 2015-16 has been pegged at a five year high of 7.6% making India the fastest growing economy in the world. These figures clearly reflect the momentum generated by the pro-business approach of the government. A slew of visionary reforms, including the Make in India, Skill India, Digital India, Start-Up India, and the stress on improving the ease of doing business have acted in tandem to improve the global competitiveness and perception of Indian businesses generating numerous lucrative business opportunities and attracting heavy inflow of investments.

Contributing around 38% of the overall GDP, Indian MSMEs are a crucial component of India's growth story. Accelerated MSME growth is fundamental to India achieving and sustaining a high GDP growth as well as realizing its vision to Make in India.

CII places utmost importance to the development of Indian MSMEs which manifests itself in the advisory, consultancy, business facilitation and specialized services deployed by CII for enhancing the competitiveness of Indian MSMEs. CII's vision for Indian MSMEs is to amplify their contribution to India's GDP to 50% by the year 2024.

Last year, CII engaged in productive discussions at multiple occasions with various senior representatives of the government to deliberate on the most prominent of the challenges thwarting the growth of Indian MSMEs. We promoted the market linkages of these enterprises by conducting several seminars and engagement sessions with national and international delegates. We also launched The India MSME Alliance (TIMA) which is an umbrella platform creating synergies between various MSME associations around the country. The CII-Finance

Facilitation Centre, launched by Shri Kalraj Mishra in June 2014, continued to assist MSMEs by enhancing their access to funds as well as financial literacy. We are in the process of adding Credit Rating as well as Insurance Services to the offerings of CII-FFC. The devastation brought on by the floods in Chennai affected SMEs in the area severely. We constituted a National Task Force for Relief & Rehabilitation for undertaking relief work and engaged with financial institutions as well as the government

It is ebullient to note that the Capitalize Government recognizes the importance of Indian MSMEs for the fruition of its dream of taking India to the next level of growth and has announced many schemes and initiatives for the sustainable growth of Indian MSMEs. The most significant amongst the recent initiatives, such as the bill to amend MSME definitions, Udyog Aadhaar for online registration, launch of MUDRA Bank, single window clearances, notification for rehabilitation and revival of MSMEs, reduction in the applicable corporate tax rate for MSMEs, etc., are all in line with CII's recommendations submitted to various bodies of the government.

There is no doubt that the Indian MSME sector is poised for rapid growth and integration with major global value chains. Timely policy intervention and due support are of utmost importance for making Indian MSMEs globally competitive. CII, through its network of regional, state and zonal SME sub-committees and panels, pledges its support to these enterprises through its dedicated policy initiatives, dialogues with Government and the industry at various levels and a diverse service portfolio intended to further fortify this sector.

T T Ashok

Chairman, CII National SME Council



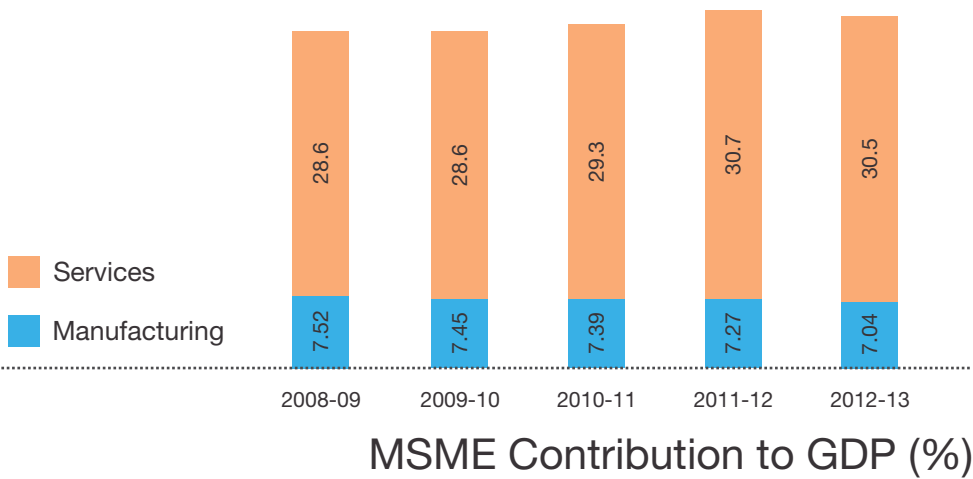
The Indian MSME Sector: An Overview

The Indian MSME sector is the backbone of the national economic structure and has unremittingly acted as the bulwark for the Indian economy, providing it resilience to ward off global economic shocks and adversities. With around 48.8 million units throughout the geographical expanse of the country, MSMEs contribute around 7% of the manufacturing GDP and 31% of the GDP from service activities as well as 37% of India's manufacturing output and 40% of the overall exports. They have been able to provide employment to around 111.4 million persons during FY14, recording a CAGR of 4.8% in employment generation since FY07. The sector contributes around 46% of the overall exports from India and has consistently maintained a growth rate of over 10%. The highest growth in recent time was recorded during 2011-12 (18.5%) whereas during year 2012-13 and 2013-14 growth rate was around 14.3% and 12.4%, respectively. MSMEs are predominant across the sectors of retail, apparel manufacturing, food products & beverages as well as hotels and restaurants. They are also well spread out across the geography including rural areas. About 55.3% of the MSMEs are based out of rural areas, which indicates the deployment of significant rural workforce in the MSME sector and is an exhibit to the importance of these enterprises in promoting sustainable and inclusive development as well as generating large scale employment, especially in the rural areas.

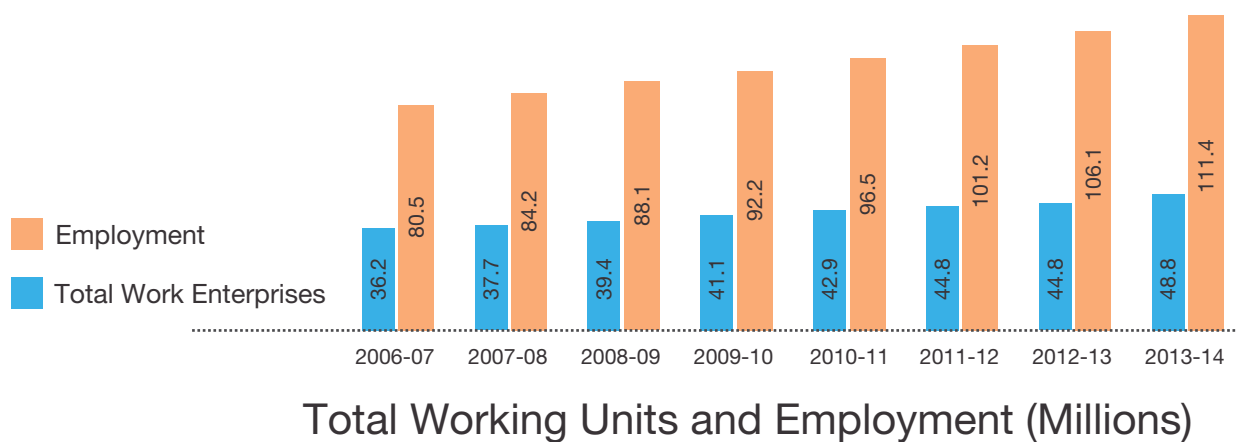
MSMEs become a part of the industrial ecosystem and act as ancillary units for large enterprises, to support the system growth. Flexibility in operations, lower capital requirement, use of local resources, access to low cost workforce, strong customer relationships, etc. are some of the factors that provide a global competitive edge to Indian MSMEs.

In spite of their significance, these enterprises face an assortment of challenges and constraints. Some of these include poor access to finance, shortage of skilled manpower, technological obsolescence, regulatory issues, lack of access to infrastructure and logistics facilities, inadequate linkages to domestic and international markets, lack of skilled manpower, etc. The government of India, directly and through its various affiliated bodies, operates several schemes for infusing vigour and vitality in the Indian MSME sector. Looking ahead, the challenge lies in building the next generation of SMEs that will collectively function as the powerhouse of the economy. To achieve this, the governments and industry must make many collaborative efforts to create conducive eco-systems for MSMEs.





MSME Contribution to GDP (%)

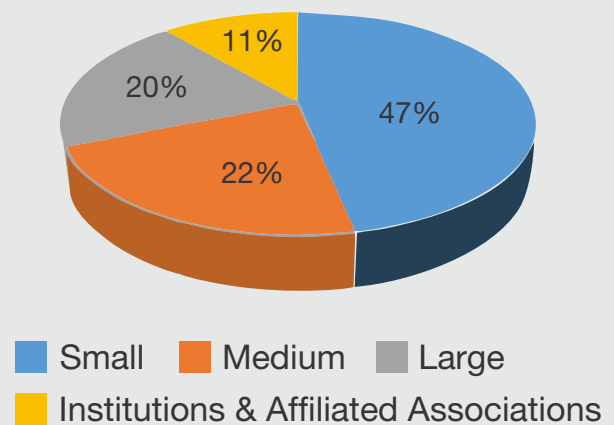


Total Working Units and Employment (Millions)

CII Membership and SMEs

The membership portfolio consists of around 8000 member companies, both from public and private sectors. 53% of the overall membership belongs to the manufacturing sector while 42% in the service sector. It has an additional indirect membership of over 2,00,000 companies from around 234 national and regional sectoral associations. Out of these, around 126 are MSME associations. Around 70% of CII's membership falls in the Small and Medium Enterprises category who CII services through a network of 66 offices in India and 9 offices overseas. CII also operates the CII-Avantha Centre for Competitiveness of SMEs to promote the global competitiveness of Indian SMEs.

Scalewise Classification of CII Membership



Portfolio of Services offered by CII to SMEs

Policy Advocacy

- Policy Dialogue Sessions
- Pre-Budget Memorandum and Post Budget Analysis
- Dedicated sessions on key challenges facing Indian MSMEs
- Publications & Research Papers
- Recommendations to various Government Departments / Task Forces / Inter-Ministerial Committees

Enhancing Competitiveness

- Consultancy Services
- Cluster Initiatives
- Training Programmes / Workshops
- Learning / Study Missions
- Awards & Recognitions

Business Facilitation

- National / International Exhibitions
- Business Conferences / Summits / Seminars
- International & Domestic Trade Missions
- B2B Meetings
- Buyer Seller Meet

Specialized Services

- HIDA Training Programs
- CII SME Finance Facilitation Centre
- The India MSME Alliance (TIMA)
- Cluster Programmes by CII Centre's of Excellence
- Visionary Leaders for Manufacturing (VLFM)
- The Indo-German Manager Training Programme (IGMTP)
- 1000 SMEs Programme
- Mentoring Forums
- Technology Facilitation through GITA
- QMS/QTT Awareness Sessions
- Intellectual Property Facilitation through IP Facilitation Centre

SME Development Ecosystem of CII

- Central MSME Department
- State Offices
- International Division / Overseas Offices
- Institute of Quality, Bangalore
- IP Facilitation Centres
- Centre of Excellence for Leadership, Mumbai
- CII-Naoroji Godrej Institute for Visionary Leaders in Manufacturing, Mumbai
- CII-Sohrabji Godrej Green Business Centre, Hyderabad
- Regional MSME Departments
- Zonal Offices
- Institute of Logistics, Chennai- Technology Development Centres
- CII-Suresh Neotia Centre of Excellence for Leadership, Kolkata
- CII-Avantha Centre for Competitiveness for SMEs, Chandigarh

Policy Advocacy for SMEs by CII

Key Deliverables	Policy Interventions	Government Response	Owner
Enhance access to timely, affordable and adequate credit	<ul style="list-style-type: none"> • Increase current limits of the Credit Guarantee Trust for Micro and Small Enterprises (CGTMSE). • The RBI should make Provisions for factoring without recourse and set up an online receivables platform for MSMEs while the Ministry of Finance must create incentives directed at large enterprises for making timely payments to MSMEs. • Dedicated MSME equity funds need to be created to finance rapid growth of MSMEs both in the public as well as private space 	<ul style="list-style-type: none"> • The committee to examine the financial architecture of the MSME sector - set up by the Ministry of Finance, Government of India - under Mr KV Kamath has recommended a seven-fold increase in the corpus of CGTMSE from Rs 4,000 to Rs 28,000 over 5 years. • RBI has announced the setting up of an electronic Trade Receivables Discounting System (TReDS) for trading MSME receivables and released the final guidelines for its process flow. • The Rs 20,000-crore MUDRA Scheme was launched to fund micro units and announcement was made to scale up the allocation under the Pradhan Mantri Mudra Yojna to Rs. 1,80,000 crore during Budget 2016-17; the Rs 2000-crore India Aspiration Fund was launched by SIDBI to boost fund availability to start-ups; SIDBI Make in India Loan for Small Enterprises (SMILE) Scheme of Rs 10,000 crore to catalyse equity investment in start-ups and MSMEs. 	CII National SME Council
Facilitate a comprehensive policy framework for MSME development and ease of doing business	<ul style="list-style-type: none"> • Revise definitions of MSME as under the MSMED Act, 2006. 	<ul style="list-style-type: none"> • The Ministry of Micro, Small & Medium Enterprises, Government of India, has introduced the MSMED (Amendment) Bill, 2015 in Parliament which seeks to redefine MSME by enhancing the limits of investment in plant, machinery and equipment in line with CII's recommendation. 	CII National SME Council

	<ul style="list-style-type: none"> • Introduce a dedicated National MSME Policy. • An Exit Policy for MSMEs for the revival and rehabilitation of sick units and speedy exit of unviable units. • Introduce a single window online platform for registration of MSME units, sanction of approvals, filing of returns, etc. 	<ul style="list-style-type: none"> • The Ministry of Micro, Small & Medium Enterprises, Government of India, released a draft consultation paper on the National MSME Policy and constituted a panel under the former Cabinet Secretary, Mr Prabhat Kumar, to lead the discussions and finalise the policy. • Government of India has notified a Framework for Revival and Rehabilitation of MSMEs. The Ministry of Micro, Small & Medium Enterprises, Government of India, announced that an Exit Policy for MSMEs and Entrepreneurs is being drafted. • The Ministry of Micro, Small & Medium Enterprises, Government of India, launched the Udyog Aadhaar Memorandum, a one page online form for registration of MSMEs that replaces Entrepreneurs Memorandums I & II. 	
Improved access to infrastructure necessary for the promotion and development of MSMEs	<ul style="list-style-type: none"> • Set up incubation centers and hubs for MSMEs with mentoring and technology support, and R&D facilities. 	<ul style="list-style-type: none"> • The Ministry of Micro, Small & Medium Enterprises, Government of India, launched a Scheme for Promotion of Innovation, Rural Industry and Entrepreneurship (ASPIRE) to set up a network of livelihood and technology business incubators with a fund of Rs 200 crore. 	CII National SME Council
Technological upgradation of MSMEs	<ul style="list-style-type: none"> • Introduce cloud technology in MSME clusters for knowledge sharing, building competitiveness and effective use of Information and Communication Technology (ICT) platforms. 	<ul style="list-style-type: none"> • The Information and Communication Technology (ICT) Scheme has been approved by the Ministry of MSME and an MoU has been signed with TCIL to work as a Specialised Institution (SI) for making cloud computing facilities available to around 2,300 MSMEs with subsidy for user charges for up to three years. 	CII National SME Council
Simplification of Tax Compliances	<ul style="list-style-type: none"> • Reduction in the tax burden for MSMEs 	<ul style="list-style-type: none"> • During the Union Budget 2016-17, the Finance Minister announced the lowering of corporate tax rate to 29% + surcharge + cess for companies with turnover up to Rs. 5 crore • During Budget 2016-17, presumptive tax scheme under section 44AD of the Income Tax Act was extended from companies with turnover upto Rs 1 crore to include companies with turnover upto Rs 2 crore 	



New MSME Policy: CII Recommendations

The Ministry of MSME has expressed its intention to release a new policy framework pertaining to the MSME sector in India. In this context, CII has invited recommendations for the inclusions in the new policy from its members. Following are the CII recommendations submitted to the government for inclusion in the New MSME Policy:

Access to Credit and Finance

- The interest rate applicable to the MSME sector should not be more than 1% above the base rate.
- The bank norms regarding the declaration of NPAs after 90 days delay in payment of interest/instalments should be amended to 180 days or at least 120 days with a special dispensation of 30 days in case of MSME borrowers.
- The limit for collateral free loans should be enhanced from the existing Rs. 1 crore to Rs. 2 crores as per the recommendations of the Dr. K C Chakrabarty Report.
- For the effective implementation of CGTMSE scheme, RBI should monitor reports from development and lending institutions regarding disbursement of collateral free loans.
- The cap of the Credit Linked Capital Subsidy should be revised to Rs. 2 crores from the existing Rs. 1 crore and the percentage awarded should also be increased from the current 15% to 20%.
- A Substantial Interest Subsidy Scheme should be enforced on the lines of agricultural loans in addition to or in place of the Capital Subsidy Scheme already in place.
- For the purpose of extension of term loans or working capital loans to MSMEs, the government should consider the setting up of dedicated banks with special rates and benefits for enterprises in the sector.
- Term loans should be permitted up to a debt equity ratio of 2:1 with a repayment period of 10-15 years depending upon the level of technology / investment. Interest on term loan should not be more than 10%. Additionally, the working capital margin should be fixed at 25%.

Delayed Payments

- The clauses pertaining to delayed payments as provided in the MSMED Act, 2006 should be strictly implemented and monitored.
- Formulation of MSME Facilitation Councils should be made mandatory and these councils should be vested with quasi-judicial powers.
- Full payment to MSEs by purchasers for all purchases made in a particular month should be made on any date no later than 15th of the following month, on the lines of excise duty paid by enterprises.
- Large enterprises should be incentivized through tax benefits, lower interest rates for bank loans, rating points, etc. to encourage them to make timely payments.
- Factoring institutions should be strengthened to provide respite from the perils of delayed payments to financially vulnerable MSMEs.
- The Trade Receivables Discounting System (TReDS) must be launched at the earliest to facilitate the financing of bills of MSMEs from corporate buyers, government departments and public sector undertakings (PSUs).



Public Procurement Policy

- All ministries / departments / CPSUs should be mandated to organize VDPs and buyer-seller meets between MSME suppliers and the procuring agencies of the government.
- A robust monitoring mechanism should be put in place to monitor the effective implementation of the Public Procurement Policy.
- State level Public Procurement Policy must be launched

Infrastructure and Technological Upgradation

- In order to encourage technology upgradation in MSMEs, the cost incurred for technology upgradation, including acquiring new technologies and that for protection of IPR, shall be excluded from the monetary limit of respective sectors, once in 10 years.
- The center and state governments should ensure the provision of continuous power supply to MSMEs to facilitate smooth operation.
- The District Industry Centers should be developed to assist MSMEs with marketing operations and acquisition of knowledge and technical know-how.
- Incubation Centers should be set up in all states to provide financial support and hand holding services to aspiring and new entrepreneurs.
- Sector specific industrial zones must be developed in various locations with 50% space allocated to MSME with world class infrastructure and connectivity and other facilities like banks, insurance, etc.

Ease of Doing Business

- MSMEs should be allowed a special dispensation from various compliances related to taxation, labour laws, etc. for an initial period of 3 years to remove hurdles in their growth
- MSMEs should be allowed to provide self-certifications and conduct self-attestations to avoid any visits by the inspectors. Also the submission of reports and documents, wherever an inspector is involved, should be done online to avoid any malpractices.
- A single window nodal agency may be set up to address all approvals and clearances to MSMEs in a time-bound manner.

Enhancing MSME Competitiveness

- Special subsidy should be awarded to MSMEs successfully manufacturing and supplying import substitution products.
- An Export Promotion Cell should be constituted with expert recruits to guide and assist exporters in the MSME sector.
- Higher interest subventions should be granted to MSMEs contributing to exports to encourage them.

Rehabilitation and Exit

- A Bankruptcy Code must be developed specifically for MSMEs to facilitate compliances with respect to banking requirements, statutory dues, etc. and to make the exit of MSMEs speedy and easy.



Specialized Services

The India MSME Alliance (TIMA)



Mr Rajan Anandan, Vice President & Managing Director, Google India; **Ms Patricia Hewitt**, Chair, UK India Business Council; **Shri Kalraj Mishra**, Hon'ble Minister, Ministry of MSME; **Mr Chandrajit Banerjee**, Director General, CII; and **Mr Anup Pujari**, Former Secretary, Ministry of MSME during the release of the TIMA Brochure by the Minister.

Indian MSMEs are spread throughout the wide geographical expanse of the country which makes it challenging to reach out to them. Moreover, a large portion of MSMEs are informal which excludes them from availing of the schemes and policies.

In order to synergize the SME development initiatives of various industry associations in India, CII launched The India MSME Alliance (TIMA) which is an apex body of national, regional and local MSME associations in India. The TIMA Brochure was released by Shri Kalraj Mishra, Minister of MSMEs, Government of India during the 12th Global SME Business Summit on 7 December 2015.

Managed by a team of highly qualified professionals and experts, TIMA is integral part of the CII national SME Council. TIMA provides an umbrella platform to

the member MSME associations to deliberate on the policy, regulatory and other procedural issues related to the development of SMEs in the country. It is also working towards enhancing awareness about various schemes and policy initiatives of the central and state governments along with providing handholding support to SMEs for availing of these benefits. TIMA had the membership of 8 charter members during its launch and targets the membership of 30 MSME associations by the end of the year 2016.

A wide range of specialized services like cluster development, exclusive e-commerce platforms, participation at international trade fairs at concessional rates, etc. will be added to the services offered by TIMA in order to build competitiveness and improve the market linkages of Indian SMEs.

CII SME Finance Facilitation Centre



Launch of the CII-FFC Brochure at the Seminar on Empowering SMEs through Addressing their Financing Needs at Thootikudi

CII has set up an Online SME Finance Facilitation Centre (FFC) which was launched in June 2014 by Shri Kalraj Mishra, Union Minister of MSMEs to provide advisory and credit facilitation support to Indian MSMEs. The Centre operates as a one-stop shop, aggregating financing options from various banks and non-banking financial institutions. It is also working towards enhancing the financial literacy of Indian MSMEs by connecting them with various financial institutions and spreading awareness about various schemes and financing options available for MSMEs through a series of seminars, webinars and road shows across the country.

CII Members can easily approach the Centre with their loan requests through www.mycii.in. The portal also contains information about various schemes available for facilitating the financial access of SMEs. An FFC Academy on the portal helps raise awareness on financial management, credit ratings, statutory compliances, etc.

Launch of the CII-FFC Brochure at the Seminar on Empowering SMEs through Addressing their Financing Needs at Thootikudi

The Centre has been successful in the facilitation of disbursement of loans worth over Rs. 650 crore to SMEs engaged in a variety of activities in a diverse range of locations across the country. As part of its policy advocacy initiatives, the governing council of CII FFC has provided its inputs for SME Financing to the RBI Standing Advisory Committee as well as for the review of the Code of Banks Commitment to SMEs.

CII FFC has been launched across various states and cities including Odisha, Chhattisgarh, Himachal Pradesh, Uttarakhand, Madurai, Mysore, Coimbatore, Vishakhapatnam, Trivendrum, Vijayawada, Jamshedpur, Kolkata, Bhopal, Tiruppur, Erode, Karur, Trichy and Thootukudi.

As part of its agenda, FFC works towards creating financial literacy amongst MSMEs through Roadshows for empowering SMEs through addressing their financial needs. The centre has conducted various roadshows throughout the year in cities such as Bhubaneswar, Jamshedpur, Trivendrum, Mysore, Mudurai, Mysore, Vizag, Vijayawada Coimbatore, Erode, Karur, Trichy and Thootukudi Patna, Kolkata, Bhopal, etc. In addition to these, online webinars are also conducted with partnering banks and NBFCs to educate SMEs about their financial offerings for SMEs.

The Centre recently launched a Credit Rating vertical in partnership with CRISIL and is in the process of adding SME Insurance as well as Compliance & Advisory Services to its list of offerings.



Launch of the CII-FFC Brochure by **Shri Navin Patnaik**, Chief Minister, Odisha at Bhubaneswar

Partnering Organizations



CII-FFC Seminar on Empowering SMEs through Addressing their Financing Needs at Erode



CII-FFC Seminar on Empowering SMEs through Addressing their Financing Needs at Vishakhapatnam



CII-FFC Seminar on Empowering SMEs through Addressing their Financing Needs at Kolkata



CII-FFC Seminar on Empowering SMEs through Addressing their Financing Needs at Bhubaneswar



Major Programmes / Initiatives of the CII National SME Council

12th Global SME Business Summit 2015

Make in India through Strong Global SME Partnerships

Facts and Figures

- 6 Sectoral Sessions
- 4 Country Sessions
- 2 CEO Sessions
- 40+ Exhibitors at the India SME Expo
- 20 PSEs at the National Vendor Development Programme
- 300 B2B Meetings
- 1,000 plus Delegates including 200 international delegates from 15 countries

CII in partnership with the Ministry of MSME, Government of India, organized the 12th edition of the Global SME Business Summit 2015 on 7-8 December 2015 at the India Habitat Centre, New Delhi. The objective the Summit was to propel 'Make in India' through strong global SME partnerships. The summit provided an opportunity to explore the potential of SME development and expansion through a series of sectoral and country sessions. It has highlighted the emerging local and global business opportunities for Indian MSMEs which can assist these enterprises in boosting the Indian economy and realizing the vision to Make in India. The Summit saw the participation of top government officials and policy makers including Shri Kalraj Mishra, Minister of MSMEs, Government of India; Dr Arvind Panagariya, Vice Chairman, NITI Aayog; Dr Anup Pujari, Former Secretary, Ministry of MSMEs, Government of India; Mr Surendra Nath Tripathi, Additional Secretary & Development Commissioner, Ministry of MSME; Mr Ravindra Nath, Chairman cum Managing Director, NSIC; and Mr Manoj Joshi, Joint Secretary, Ministry of MSME. Top executives from some of the leading companies and organizations in various sectors, including the banking and financial sector, also participated in the Summit along with over 1000 delegates with 200 international delegates from around 15 countries.



L-R: **Mr Rajan Anandan**, Vice President & Managing Director, Google India; **Mr T T Ashok**, Chairman, CII National SME Council; **Ms Patricia Hewitt**, Chair, UK India Business Council; **Shri Kalraj Mishra**, Hon'ble Minister, Ministry of MSME; and **Mr Anup Pujari**, Former Secretary, Ministry of MSME



CEO Breakfast Sessions



Two breakfast sessions were conducted with CEOs of leading companies in the country during the 12th Global SME Business Summit. The first session focused on **Promoting the Next Generation Entrepreneurs and Start-Ups**. Top executives from organizations deliberated on strategies to promote entrepreneurship for SMEs. Mr Lakshmi Narayanan, Vice Chairman, Cognizant Technology Solutions, expressed the need to invest in skill development and recommended the setting up of incubation centers for assisting SMEs in incubating new business ideas. Mr Jayant Davar, Founder, Co-Chairman & Managing Director, Sandhar Group of Companies, stressed on innovation and R&D for making Indian MSMEs globally competitiveness while Mr T N Manoharan, Chairman, Canara Bank, highlighted the need for awareness programmes to expand the financial literacy of MSMEs. The second breakfast session focused on an **Action Agenda for MSME Funding** and saw the participation of some of the most important leaders of the Indian banking and financial sector deliberate on strategies for providing a push to MSME funding in the country. The discussions focused on the Role of Financial Institutions in Bridging the MSME Funding Gap, Regulatory Framework to Increase the Credit Flow to SMEs and the Role of Credit Guarantee Mechanisms for SMEs. Mr Ravindra Nath, CMD, NSIC, stressed on the need for documentation and ratings for improving the access of MSMEs to finance while Mr Jiji Mammen, CEO, MUDRA Bank, advocated the easing and digitalization of compliances and the expansion in the role of NBFCs for bridging the financial gap for MSMEs.

India SME Expo

The India SME expo was inaugurated by Dr Anup Pujari, Mr Surendra Nath Tripathi and Ms Patricia Hewitt at the Global SME Business Summit 2015. The Expo enabled around 40 SMEs to exhibit their products and services. These include SMEs into manufacturing of automobiles, textile, food and food processing, agro products, rubber, metals and others. The Expo showcased MSME solutions providers in the areas of IT, banking and finance, logistics and exports, telecommunications, office equipment, machinery, supplies and consumables.



Mr Surendra Nath Tripathi, Additional Secretary & Development Commissioner, Ministry of MSME; **Mr T T Ashok**, Chairman, CII National SME Council; **Dr Anup Pujari**, Former Secretary, Ministry of MSME, Government of India; **Ms Patricia Hewitt**, Chair, UK India Business Council; and **Mr Chandrajit Banerjee**, Director General, CII

Snapshots from the Global SME Business Summit



Shri Kalraj Mishra
Hon'ble Minister for MSMEs,
Gol at the Summit



Dr Arvind Panagariya
Vice Chairman, NITI Aayog
delivering an address



Mr Surendra Nath Tripathi
Additional Secretary &
Development Commissioner,
Ministry of MSME



Session on Defence & Aerospace:
Emerging Opportunities for SMEs



Special Panel Discussion on Enabling & Empowering SMEs
through Bridging the Financing Gap



Session on Promoting Women Entrepreneurship:
The Leap Forward



Session on Business Opportunities for MSMEs
in the Gulf & Middle East



B2B Meetings at the Summit

National Seminar on Make in India through MSME Partnerships

The significance of the MSME sector for Make in India was discussed in a Seminar on 'Make in India through MSME Partnership' on 16 February 2016 during the Make in India Week in Mumbai organized by DIPP in partnership with CII. The Seminar focused highlighting the role of MSMEs in the success of Make in India and saw the participation of around 500 domestic and international participants.

Speaking at the Seminar, **Shri Kalraj Mishra**, Minister of MSMEs, Government of India discussed some of the recent policy interventions by the government for strengthening the Indian MSME sector which include the launch of the Udyog Aadhaar Memorandum, a framework for exit and revival of MSMEs, bill to redefine Indian MSMEs, launch of livelihood and technology business incubators, tool rooms, the launch of the Pradhan Mantri Mudra Yojna (PMMY), skill mapping initiatives, etc. **Dr Krishan Kumar Jalan**, Secretary, Ministry of MSME, reiterated the importance of MSMEs for Make in India and stated that India is perfectly suited to emerge as a global manufacturing hub, owing to its vast pool of manpower, demographic conditions, entrepreneurial ecosystem, focus on improving the ease of doing business, etc. He assured the continued support of the Ministry to Indian MSMEs for equipping them for a larger role in the Indian economy. **Mr Sumit Mazumder**, President, CII shared some of the most important initiatives taken by CII in the recent past for the development of Indian MSMEs. Amongst these, he mentioned the CII Finance Facilitation Centre for expanding the financial access and literacy of Indian MSMEs, adoption of cluster approach, etc.



Shri Kalraj Mishra **Minister of MSMEs, GoI**

Minister of MSMEs, GoI, delivering the keynote address at the Inaugural Session of the Seminar



Mr Praveen Toshniwal, Co-Chairman, CII National SME Council; **Dr Krishan Kumar Jalan**, Secretary, Ministry of MSME, GoI, **Shri Kalraj Mishra**, Minister of MSMEs, GoI; **Mr Sumit Mazumder**, President, CII; **Mr Babu Khan**, Senior Director, CII

The Seminar also featured two dedicated technical sessions. The Session on **A Robust Procurement Model for the Capacity Building of Indian MSMEs** attempted to bring to light successful global procurement models and deliberate on their adaption and adoption for Indian MSMEs as well as strategies for efficient supply chain management with a focus on the Indian MSMEs. Speaking at the session, Mr Surendra Nath Tripathi, Additional Secretary and Development Commissioner, Ministry of MSME elaborated on the role of the Public Procurement Policy 2012 for providing market linkages to MSMEs. The second technical session focused on **Emerging Business Opportunities for MSMEs in the E Commerce Sector**.



Mr A K Jain, General Manager, Corporate MM, BHEL; **Mr Ravindra Nath**, Chairman cum Managing Director, NSIC, **Mr Surendra Nath Tripathi**, Additional Secretary & Development Commissioner, Ministry of MSMEs, GoI; **Mr Nalin Jain**, President & CEO, GE TransportationI; **Mr Harshal Kamdar**, Partner, PwC at the Session on A Robust Procurement Model for the Capacity Building of Indian MSMEs



Mr Santosh Gannavarapu, Co-Founder, Sokrati; **Dr Bharat Singh**, Chairman, Business Review Council, Aditya Birla Group, **Shri Manoj Joshi**, Joint Secretary, Ministry of MSMEs, GoI; **Mr Arun Patil Bhushan**, Director, Global Alliances, Alibaba.com; **Mr P K S V Sagar**, MD, Camfil Air Filtration (I) Pvt. Ltd. At the Session on Emerging Business Opportunities for Indian MSMEs in E-Commerce

Global Exhibition on Services 2015



The first edition of the Global Exhibition on Services was organized during 23-25 April 2015 at Pragati Maidan in New Delhi. Inaugurated by the Hon'ble Prime Minister of India Shri Narendra Modi, this mega event saw a large number of participants from India and abroad bringing together 350 exhibitors, participants from 60 countries and 18 Indian states with over 3000 B2B meetings.

The Exhibition features an exclusive SMEs in Services category which provided an opportunity for SMEs across the country to participate and showcase their various service offerings. Stalls by SMEs in Services received an enthusiastic participation by delegates and visitors. The SMEs participating at GES had the highest number of B2B meetings with the international buyers and suppliers.

The SMEs occupied an area of 494 sqm in the exhibition space, with a dedicated area allocated to them. The Hall stilled the area for 48 MSMEs in Services Sector. The National Small Industries Corporation (NSIC), a Government of India Enterprise, under the Ministry of MSME along Khadi and Village Industries Commission (KVIC) exhibited in the MSME Hall by taking up 100 sqm of area. The NSIC, through its regional offices in India, supported 8 MSMEs in Services Sector from 4 different cities of the country, to exhibit in the GES.

National Conference on MSMEs in the Service Sector

The National Conference on MSMEs in the Service Sector was organized on day 2 of the GES, i.e. 24 April 2015. The conference was inaugurated by **Mr Madhav Lal**, ex-Secretary, Ministry of MSME, in the presence of **Mr Ravindra Nath**, Chairman cum Managing Director, NSIC and **Mr Arun Kumar Jha**, CEO, KVIC. The conference focused on the opportunities available as well as emerging for MSMEs in India in the Service Sector and attempted to devise solutions to issues thwarting the growth of SMEs in this sector.

Speaking at the Conference, **Mr Madhav Lal** stressed the tremendous potential that the service sector has for SMEs and highlighted the need to shift the focus from manufacturing sector by stating that the manufacturing MSMEs contributes 7% to India's GDP while around 31% of the GDP is contributed by MSMEs in the service sector. Speaking on the role of the Government, he reiterated Prime Minister Modi's statement that the segments within services which have grown fastest have been those where Government presence has been minimal. He therefore stressed the role that industry can play in boosting this sector, with support from the Government. He spoke about initiatives such as the formation of clusters, and discussed how technology could be effectively used to connect and disseminate information by way of virtual clusters.

The main topics of discussion included achieving sustainable development and job creation through MSMEs in services, enhancing stakeholders' involvement in services policy making and strengthening global and regional value chains. The conference brought together trade officials and service sector policy-makers, regulators, private sector, academia and research institutions, as well as regional players and international organizations.



Mr Babu Khan, Senior Director, CII; **Mr Praveen Toshniwal**, Co-Chairman, CII National SME Council; **Shri Madhav Lal**, Former Secretary, Ministry of MSME, GoI; **Mr Omar Luis Farah**, Secretary General, Association of Small and Medium Enterprises of Tandil Province, Argentina; **Ms Lyn Duncan**, CEO, Cloudbuy



Mr B H Anil Kumar, Joint Secretary, Ministry of MSME, GoI; **Shri Surendra Nath Tripathi**; Additional Secretary & Development Commissioner, Ministry of MSME, GoI; **Mr Ravindra Nath**, Chairman cum Managing Director, NSIC; **Mr Arun Kumar Jha**, CEO, KVIC

North East MSME Summit 2015

Enhancing Competitiveness, Facilitating Finance, Strengthening Market Access

The North East Region (NER) of India is endowed with vast natural resources but still lags behind the rest of the country in terms of industrial development. Given the significance of MSMEs in promoting industrialization, utilizing local resources and generating vast employment opportunities, their development and expansion in the NER will have a tremendous impact on the local as well as national economy.

In order to support and strengthen SMEs in the NER, CII organized the first edition of the North East SME Summit on 1 October 2015 in Guwahati. The theme for the Summit was enhancing competitiveness, facilitating finance and strengthening market access for MSMEs in the NER. The Summit was attended by

Speaking at the Summit, Mr Swapnanil Barua, Commissioner, Industries & Commerce, Government of Assam, discussed the intent of the Government of Assam to lead MSMEs of the state on a high growth path through policy advocacy to strengthen the regulatory framework and institutional reforms in the areas of policy vacuum. He also shed light on some of the recent support initiatives which include the Multi Skill Development Centers in the region. Mr Shivendra Tomar, Managing Director, IFCI Venture Capital Funds Ltd, stressed the need to utilize local resources while Ms Jahnabi Phookan, Vice Chair, CII Assam State Council, highlighted the objectives of the Summit which include exploring business opportunities for SMEs in the region and improving their market linkages.

Through the participation of stakeholders from the central and state governments, financial institutions, large corporates and PSUs, the summit promoted financial access of MSMEs and enhanced their market linkages through a Vendor Development Programme.



Mr N M P Jeyesh, Director, CII, **Ms Jahnabi Phookan**, Vice Chair, CII Assam State Council, **Mr Shivendra Tomar**, Managing Director, IFCI Venture Capital Funds Ltd, **Mr Swapnanil Barua**, IAS, Commissioner, Industries & Commerce, Government of Assam

Interaction with the Ministry of MSME, Government of India

Special Interactive Session of Industry Bodies with Shri Kalraj Mishra

Dimapur, Nagaland

CII, in partnership with the Ministry of MSME and Government of Nagaland, organized a Special Interactive Session with **Shri Kalraj Mishra**, Minister of MSMEs, Government of India in Dimapur, Nagaland on 26 February 2016. The key objective of the interaction was to understand the issues of MSMEs in the region and draw recommendations for the development of the sector in Nagaland. **Dr Krishan Kumar Jalan**, Secretary, Ministry of MSMEs and **Mr Surendra Nath Tripathi**, Additional Secretary & Development Commissioner, Ministry of MSMEs also joined the session and interacted with industry members.

Various important recommendations were made by industry bodies to the government officials which included the setting up of an Enterprise Resource Center in Nagaland, a special dispensation for the North East under the MUDRA scheme, revival and continuation of the North-East Industrial and Investment Promotion Policy (NEIIPP), measures to enhance credit flow for SMEs in the region, development of sectoral industrial zones with 50% space allocated to MSME with world class infrastructure and connectivity and other facilities like banks, insurance, etc., setting up a dry port to push the Exports from Nagaland and facilitation of organic certification and setting a special sub-target of procurement from MSME in the North East. Over 60 local entrepreneurs participated at the programme.



Mr Babu Khan, Senior Director, CII; **Mr Krishan Kumar Jalan**, Secretary, Ministry of MSMEs, GoI; **Shri Kalraj Mishra**, Hon'ble Minister for MSMEs, GoI; **Mr Amenba Yaden**, Hon'ble Parliamentary Secretary - Industries & Commerce, Government of Nagaland; **Mr Surendra Nath Tripathi**, Additional Secretary & Development Commissioner, Ministry of MSMEs, GoI

Chandigarh

An interactive session with **Shri Kalraj Mishra**, Minister for MSME, Government of India was organized on 19 February 2016 at CII Northern Region Headquarters in Chandigarh. The session was also addressed by **Shri Krishan Kumar Jalan**, Secretary, Ministry of MSME; **Shri Surendra Nath Tripathi**, Additional Secretary & DC, Ministry of MSME; **Shri Manoj Joshi**, Joint Secretary – SME, Ministry of MSME; and **Mr Anil Kumar**, Joint Secretary – ARI, Ministry of MSME.



Special Interaction of MSME CEOS with the Hon'ble Minister

Issues concerning MSME sector such as revision of MSME definitions, access to credit, delayed payments, etc. were discussed. Recommendations emerging during the session included creating of a separate vertical under the Ministry of MSME for the development of micro enterprises, a monitoring mechanism for the effective implementation of government schemes and policies, speedy implementation of the Trade Receivables Discounting System (TReDS), lowering the cost of credit for MSMEs, incentives for innovation, simplification of labour laws and other compliances, self-certifications, etc. The Minister assured MSMEs of all possible help to handhold and strengthen the MSME sector.

The Session also included a Special Interaction of the Hon'ble Minister with MSME CEOs and top executives to understand the challenges confronted by them when doing business. This interaction resulted in important insights for improving the ease of doing business for Indian MSMEs and enhancing their global competitiveness.



Mr Kavi Arora, Co-Chairman, Regional Committee on MSMEs, CII NR; **Mr Manoj Joshi**, Jt Secretary – SME; **Mr K KJalan**, Secretary – MSME; **Mr Kalraj Mishra**, Minister for MSME; **Mr S N Tripathi**, Addl. Secretary & DC-MSME; Capt. **Alok Sharma**, Chairman, Regional Committee on MSMEs, CII NR and **Mr Anil Kumar**, Jt. Secretary – ARI

Exclusive Interaction with Shri Kalraj Mishra

CII organized an exclusive interactive session with **Shri Kalraj Mishra**, Hon'ble Minister for MSMEs, Government of India, on 15 September 2015 in Chennai. The Hon'ble Minister discussed MSME issues at length and highlighted various initiatives undertaken by the Ministry in recent times for supporting these enterprises. He elaborated on the launch of Udyog Aadhaar, an online portal for registration of MSMEs replacing the erstwhile EM I and EM II, progress made on drafting a dedicated MSME policy, etc.

Mr T T Ashok, Chairman, CII National SME Council, made important recommendations for the growth and development of MSMEs. These include the implementation of the MSMED (Amendment) Bill, 2015 which proposes a revised MSME definition framework, state level Public Procurement Policies, revision in NPA norms for MSMEs, allocation of 25% land in industrial corridors to MSMEs, simplification and rationalization of labour inspections, etc.



Special Session with Dr Krishan Kumar Jalan

CII organized an Exclusive Interaction with Dr Krishan Kumar Jalan, Secretary, Ministry of MSME, Government of India, with the theme of accelerating manufacturing growth in line with the Make in India growth and the way forward for Indian MSMEs. The interaction was organized in New Delhi on 4 March 2016.

The key areas of discussion included the announcements made for the MSME sector during the Union Budget 2016-17 and other recent initiatives by the government for MSMEs. Mr T T Ashok, Chairman, CII National SME Council, made a brief presentation sharing CII's SME journey with the Secretary as well as the participants. He concluded with some highly pertinent recommendations for supporting Indian MSMEs in attaining their true growth potential.

During his address, Shri Jalan stressed on the need for industry specific policies and initiatives for focused support for SMEs in India. He identified the acute shortage of information and data on MSMEs as a primary cause several problems faced by Indian MSMEs and urged CII to work with the government for devising a mechanism for data collection and compilation on this sector. He also stressed on the need for the creation of Venture Capital funds for expanding the access to finance for these enterprises.

Shri Jalan candidly interacted with the participants by encouraging them to share their views and suggestions for the development of SMEs. The key inputs that emerged from the interaction include easing of collateral requirements and rating mechanism, strict contract enforcement mechanism for avoiding delayed payments, enhanced focus of skill development for ensuring the availability of skilled manpower for MSMEs, empowerment of local and municipal bodies by reserving funds with them for MSMEs, expansion in the role of NBFCs, etc.



Shri Krishan Kumar Jalan, Secretary, Ministry of MSME and **Mr T T Ashok**, Chairman, CII National SME Council at the Interactive Session

Interaction with Mr Madhav Lal

CII conducted an Exclusive Interaction with Shri Madhav Lal, Former Secretary, Ministry of MSME, on the Growth Potential of the Indian MSME Sector in the Light of Initiatives like Make in India and the Ease of Doing Business on 5 June 2015 in New Delhi.

Mr Lal shared information on the Ministry's Scheme for Promotion of Innovation, Entrepreneurship and Agro-Industry, rechristened as ASPIRE, for promotion job creation in the rural areas. Highlighting the role of multiple stakeholders, he said that technical institutions and academic bodies can play a big role in assisting the SME sector by promoting innovation. He concluded by stating that all stakeholders need to come together and present concrete suggestions for the government to use as yardsticks when framing a roadmap for MSME development.



Mr Babu Khan, Senior Director, CII; **Mr T T Ashok**, Chairman CII National SME Council; **Mr Madhav Lal**, Former Secretary, Ministry of MSME; **Mr Mukul Somany**, Co Chairman CII National SME Council and **Mr Ashok Taneja**, Co Chairman CII National SME Council

Mr T T Ashok, Chairman, CII National SME Council, congratulated him for being a strong source of support and assisting the CII National SME Council in its initiatives for strengthening the Indian MSME sector.

During the discussion, members raised several issues with regard to the ease of doing business, labour laws, definition of MSMEs, Exit / Revival policy for SMEs, etc. and suggested that initiatives implemented at the Central level should be implemented simultaneously by the state governments.



Mr T T Ashok felicitating **Shri Madhav Lal** on behalf of CII and the CII National SME Council

Interaction with Mr Pravir Kumar

CII conducted a special interactive session with **Mr Pravir Kumar**, Former Director General, Directorate General of Foreign Trade (DGFT) on 5 June 2015 in New Delhi. The Session discussed the impact of the New Foreign Trade Policy (FTP) on MSMEs as well as measures to boost the contribution of MSMEs to overall exports from the country.

Highlighting the importance of MSMEs in foreign trade, he remarked that the general thrust of the FTP is to make MSMEs self-sufficient by reducing their reliance on subsidies. He informed the members that the use of digital signatures, provision of online approvals, etc. are initiatives to promote the ease of doing business in foreign trade and added that the department is working on the software to make one time online submissions of all documents, such as the IEC, Manufacturing license, RCMC, PAN, etc. He stated that the Niryat Bandhu Scheme has been revamped and the process is on going to enlist industry bodies, universities, knowledge partners, etc. to train SMEs to enter the arena of international trade. Mr Babu Khan, Senior Director, CII; Mr T T Ashok, Chairman CII National SME Council; Mr Pravir Kumar, Director General, Directorate General of Foreign Trade, Ministry of Commerce & Industry, Government of India; Mr Mukul Somany, Co Chairman CII National SME Council and Mr Ashok Taneja, Co Chairman CII National SME Council

Mr Mukul Somany, Co-Chairman, CII National SME Council mentioned initiatives like the identification of 108 MSME clusters, the newly announced Towns of Export Excellence Scheme and a scheme for self-certification for export status-holder manufacturers while discussing the highlights of the FTP while **Mr Ashok Taneja**, Co-Chairman, CII National SME Council, mentioned that we need a highly competitive ecosystem for Indian MSMEs to prosper.



Mr Babu Khan, Senior Director, CII; **Mr T T Ashok**, Chairman CII National SME Council; **Mr Pravir Kumar**, Director General, Directorate General of Foreign Trade, Ministry of Commerce & Industry, Government of India; **Mr Mukul Somany**, Co Chairman CII National SME Council and **Mr Ashok Taneja**, Co Chairman CII National SME Council

Interaction with Mr Surendra Nath Tripathi

CII conducted a special interactive session with **Mr Surendra Nath Tripathi**, Additional Secretary and Development Commissioner, Ministry of MSME, Government of India on 11 September 2015 in New Delhi.

Highlighting the recent initiatives of the government, he mentioned the adoption of the National Skill Qualification Framework (NSQF) by the Ministry for organizing diverse qualifications according to levels of competency and skill. He emphasized that the industry must demand skilled workforce for the promotion of the desirability of acquiring skills.

He mentioned the setting up of the MUDRA Bank for making credit available to micro enterprises. While identifying the top priorities for improving the ease of doing business for MSMEs, he mentioned the need for a good bankruptcy code and enhanced awareness on the Ministry's schemes and policies for these enterprises. He said that CII and the Ministry can collaborate on raising awareness about the schemes of the government. According to him, CII can also assist in the delivery of certain key services to MSMEs through the Ministry as well as other bodies such as the DC office, Coir Board, the Khadi and Village Industries Commission, etc. He identified strict tender norms as an impediment in procurement from MSEs and expressed that CPSUs need to play a big role in vendor development by removing limiting tender criteria.

Shri Tripathi mentioned that the Ministry is working with the NITI Ayog to develop Ease of Doing Business rankings for states. He added that independent rankings must be compiled for the MSME sector for which he sought CII's support. He strongly urged banks to enhance their SME lending for resolving the credit flow problem of this sector.



Mr Babu Khan, Senior Director, CII; **Shri Surendra Nath Tripathi**, Additional Secretary and Development Commissioner, Ministry of MSME, Government of India; **Mr T T Ashok**, Chairman CII National SME Council; and **Mr Mukul Somany**, Co Chairman CII National SME Council

Singapore India Business Session

In order to commemorate 50 years of India's ties with Singapore, the Singapore Chinese Chamber of Commerce & Industry (SCCCI), mounted a CEOs Delegation to India led by Mr Thomas Chua, President, SCCCI. CII, in partnership with SCCCI, organized a Singapore India SME Business Session on 20 November 2015 in New Delhi to discuss the potential of business partnerships between SMEs from India and Singapore.

Mr Thomas Chua stated that ties between India and Singapore have been growing stronger over the years. Emphasizing the importance of greater co-operation with India, he stated that SMEs in Singapore will benefit greatly from the large Indian market. He added that SCCCI would be enthused to work in synergy with CII to build SME linkages.

Delivering a special address, **Mr Manoj Joshi**, Joint Secretary, Ministry of MSME, stated that with a lot of commonalities between Singapore and India, India is well placed to function as a base for production houses from Singapore, especially owing to the Make in India initiative by the Indian Prime Minister. He added the technology transfers can be utilized for strengthening ties between the two countries. He further added that the largest FDI supplier to India, Singapore can expand its international business operations through the large market that India offers. He concluded by pledging that the Ministry would be keen on working with SCCCI for mutual SME development.

Earlier at the Session, **Mr Adesh Gupta**, Chairman, CII National Committee on Leather, remarked that the time is right to discuss, amongst other important things, ways to build synergies on pursuing a joint SME development agenda.



Mr Manoj Joshi, Joint Secretary, Ministry of MSME; **Mr Thomas Chua**, President, SCCCI; **Mr Adesh Gupta**, Chairman, CII National Committee on Leather; **Mr Babu Khan**, Senior Director, CII and **Ms Bidisha Ganguly**, Principal Economist, CII

CII HIDA Training Programme on Production Management for India (INPM): Japan

To Achieve “Zero Defects, Zero Effect and Energy Conservation”

CII, in partnership with the HIDA (The Overseas Human Resources and Industry Development Association (HIDA), Japan), organized a training programme on Production Management for India between 27 January and 9 February 2016 in Osaka, Japan, marking the 12th year of partnership between HIDA and CII. The theme for the programme was to enhance the production management capability of the Indian manufacturing sector, to devise a roadmap to achieve Make in India and to promote the competitiveness of Indian MSMEs. Around 20 participants from 17 MSMEs participated in this programme.

The key objectives of the programme were to understand the idea of Japanese manufacturing (Monozukuri) and various production management techniques for improving productivity, to deepen the participants' understanding of the environmental management methods that aim for productivity enhancement with due consideration for the environment and to understand their adaptability for India.



Special Session on Steps for Augmenting Sales Opportunities: A SME Perspective

An Interaction with
Dr George Watts, Founder,
Topline Talent, USA

Dr George W Watts,
Founder, Topline
Talent addressing the
participants during a
Special Session on
Steps for Augmenting
Sales Opportunities:
An SME Perspective



CII organized a Special Session on Steps for Augmenting Sales Opportunities: A SME Perspective and an Introduction to the Top Line Talent Selling Skills Course with **Dr George W Watts**, Founder of Top Line Talent, USA on 8 September 2015 where he shared unique insights on effective sales strategies that can enhance the competitiveness and profitability of Indian MSMEs.

The primary focus of the session was to assist the participants by enhancing their sales skills and their talent management systems through a variety of approaches. Dr Watts candidly engaged with the participants using various audio as well as visual aids to elaborate on strategies to augment sales and increase the profit margins of their businesses.

MSME Membership Reach Out Sessions

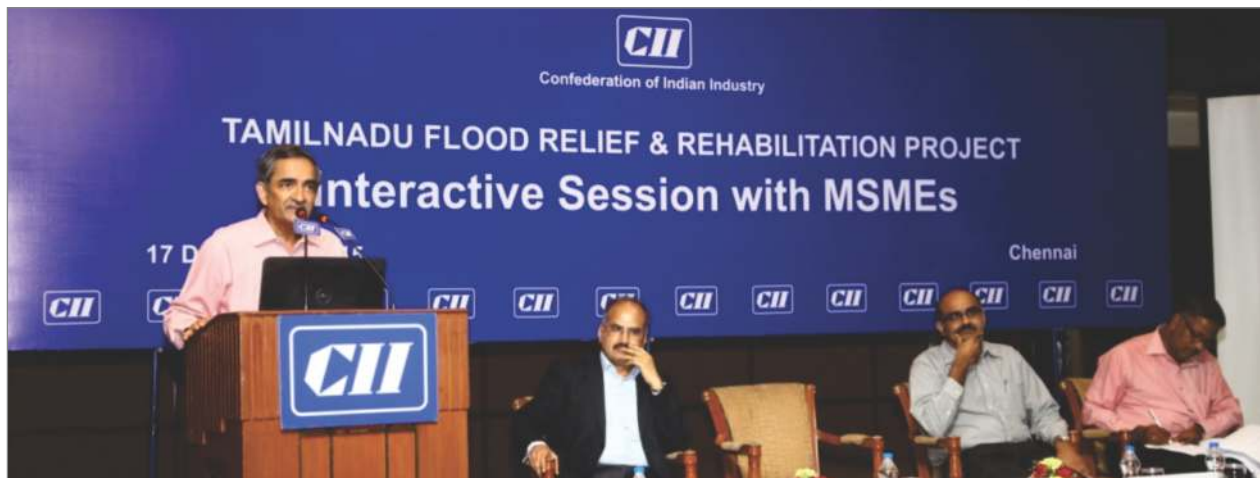
CII organized 5 MSME Membership Reach Out Sessions in the Southern and Eastern Regions. The Sessions were attended by the Chairman and the Co-Chairman of the CII National SME Council. The Session provided a platform to reach out to over 500 Member as well as Non-Member SMEs in the region. The main focus of the sessions remained discussions on the importance of Zero Defect Zero Effect Manufacturing (ZED) for Indian MSMEs in partnership with the Quality Council of India (QCI). The discussions also focused on sharing various services offered by CII for SMEs which include the CII-Finance Facilitation Centre as well as The India MSME Alliance (TIMA).

Relief Work for MSMEs during Chennai Floods

The state of Tamil Nadu recently endured severe damage by torrential rainfall and sudden floods that claimed several lives and damaged the properties and businesses. The impact on MSMEs in the industrial clusters in and around Chennai, Cuddalore, Thiruvallur, Tuticorin and other districts was especially severe owing to their acute lack of risk management mechanisms, exposing their grave vulnerability to natural disasters. Moreover, their limited access to banking and insurance services further amplified their misfortunes by expanding their period of revival.

Taking a lead in assisting MSMEs recuperate from their losses, CII initiated relief work by forming a National Task Force for Relief and Rehabilitation led by Mr R Seshasaye, Past President, CII. The Task Force assisted with mobilizing resources for rescue, relief, short and long term rehabilitation. CII also submitted a petition to Shri Kalraj Mishra, Minister of MSMEs, Government of India, Dr Anup K Pujari, Former Secretary, Ministry of MSME and Shri S N Tripathi, Additional Secretary & DC, Ministry of MSME to seek their guidance and support for assessing the damages suffered by MSMEs in the region and planning requisite relief and rehabilitation work to mitigate the losses. CII also interacted with representatives from the Government of Tamil Nadu and the Reserve Bank of India for relief packages to MSMEs.

CII also organized an Interactive Session with MSMEs on 17 December 2015 in Chennai in order to understand the magnitude of damages suffered by MSMEs. The Session was attended by representatives from various banks, financial associations, MSME associations and MSMEs, etc. and had the participation of 130 participants.



Mr T T Ashok, Chairman, CII National SME Council & Managing Director, Taylor Rubber Private Limited; **Mr M Ponnuswami**, Vice Chairman, CII, Chennai Zone & Chairman & Managing Director, Pon Pure Chem (P) Limited; **Mr K P Gopal**, Co-Convenor, MSME Panel, CII Tamil Nadu & Director, Stuser Tools P Limited; **S Venkataraman**, Deputy Director, CII Tamil Nadu state Office



CII-Avantha Centre for Competitiveness for SMEs

The CII-Avantha Centre for Competitiveness for SMEs focuses on bringing about a culture change in the Indian SME sector by embedding competitiveness in their structure, thereby providing a competitive lead to the country's economic scorecard.

Enhancing Competitiveness

The Center undertakes consulting assignments and handholds SMEs to improve their business indicators and enhance their productivity, innovativeness & competitiveness.

- **Cluster Approach: Catalyst for growth & transformation**
Aimed at facilitating mutual learning, the Cluster Approach was pioneered by CII about 18 years ago. By adopting the Cluster Approach, CII has impacted about 3000 SMEs with the formation of over 250 Clusters.
- **MSME QMS/QTQ Awareness Programmes**
As part of a countrywide awareness drive, 10 programmes were conducted at multiple locations across India.
- **Trainings and Workshops**
Around 60 trainings were conducted throughout the year in areas like Manufacturing Excellence and Human Resource, Cost, Energy & Corrosion Management. These workshops have impacted about 1500 delegates.
- **MSME Conclaves**
The Center has been a part of several MSME Conclaves held across India to create awareness among Indian SMEs about the importance of various quality tools for enhancing internal competitiveness, productivity and profitability.

Enhancing Reach and Networking

The 8th National Cluster Summit was organized on 23 & 24 November 2015 in New Delhi. The theme of the Cluster Summit was Build SME Competitiveness: Invest in Clusters. An annual flagship event, the summit provided a platform for organizations from across the nation and abroad to amalgamate and discuss issues pertinent to the growth of the industry.





117 national level Kaizen and Championship awards conferred during National Cluster Summit



Mr. Yogesh Munjal, Chairman, National Cluster Summit; **Dr. Anup K Pujari**, Secretary, Ministry of MSME and **Mr. R. Narayanan**, Head, CII-Avantha Centre for Competitiveness for SMEs during a walkthrough of the Kaizen gallery

Facilitating Bilateral Social and Economic Relations

Indo-German Manager Training Programme (IGMTP)

The project aims at enhancing the foreign economic potential of Indian enterprises by establishing contacts with German enterprises. The programme has been crucial in facilitating exports, imports, technology transfer, collaborations, joint ventures, etc. Till date, 222 managers have benefitted from the programme which has resulted in Imports and Exports worth more than 3 and 1 million Euros, respectively.

International Delegate Visits

International delegations facilitated by NIESBUD under the Ministry of MSME, regularly visit the Center to represent MSMEs from about 24 countries and learn about various activities pertaining to promotion and development of competitiveness.



A group photograph after the interaction with the International delegates

Sustainable growth

Energy efficiency is a high priority area for the industry. The Centre regularly conducts energy audits and trainings on energy management. Till date, 1400 energy audits across India and abroad have been conducted, realizing annual recurring savings worth Rs. 2,350 million.

Corrosion Management

Corrosion management services are being implemented by the CII-Avantha Centre for Competitiveness for SMEs since 2006. As part of the mission to mitigate corrosion, the Centre organized the 3rd Corrosion Management Summit as well as many seminars, workshops, training and certification programmes. Nearly 1500 organizations and 2500 managers and engineers have benefitted from training programmes on Corrosion Management. 14 industry specific booklets on Corrosion Management have been made available.



MoU signing between Confederation of Indian Industry (CII) and NACE International Gateway India Section (NIGIS)



John McCaslin, Minister Counselor for Commercial Affairs, U.S. Embassy – New Delhi; **Dr. Baldev Raj**, Chairman, CII – Corrosion Management Committee; **Shri Surjit Kumar Chaudhary**, Secretary, Department of Chemicals and Petrochemicals, Ministry of Chemicals & Fertilizers, **Dr. U Kamachi Mudali**, Chairman, CII-Faraday Council of Corrosion and **Dr. Sarita Nagpal**, Principal Adviser, CII releasing a set of 14 corrosion booklets during the inaugural ceremony of the 3rd Corrosion Management Summit, New Delhi

MSME Initiatives of CII at the Regional Level

Northern Region

Policy Advocacy

The CII Northern Regional Council has actively engaged with various central and state government representatives for policy advocacy targeted at supporting the MSME sector. The Council made recommendations for the proposed MSME policies of Uttarakhand, Himachal Pradesh and Haryana. The following are some of the areas of focus for policy advocacy by the Council:

1. **Revision of the definition of MSMEs**
2. **Monitoring and implementation of the Public Procurement Policy**
3. **Delayed Payments**
4. **Improve and ease institutional credit flow to MSME**
5. **Simplification of Labor Policy for MSMEs**



Major Events

Conferences & Conclaves

The Northern Regional Council organized conferences and conclaves across the region on a range of topics related to MSME development. Some of these include:

- MSME Excellence Summit : Innovation & Technology – The Next Game Changer in Lucknow
- Delhi MSME Summit & Vendor Development Programme in New Delhi
- MSME Conclave : Facilitating Financing & Enhancing Competitiveness in Chandigarh
- MSME Conclave in Jaipur
- Chai Pe Banking: The Council has been organizing a monthly conference called Chai Pe Banking in Delhi where Banks share information on various financial schemes for MSMEs and MSMEs get an opportunity to raise their financial concerns with banks.



Specialized Services

- **CII 5S EXCELLENCE AWARDS 2014**

With an objective to motivate and recognize excellent 5S practices in the member organizations CII Northern Region organized the 5S Excellence Awards.



- **Tax & Regulatory Affairs Advisory Desk for SMEs**

CII Northern Region initiated a Tax & Regulatory Affairs Advisory Desk in association with Deloitte with an objective to enhance the competitiveness of its MSME members. The scope of this facilitation desk includes the following:

- Sharing of domain specific knowledge on income tax laws, corporate laws, indirect tax laws, etc.
- Providing guidance on direct and indirect tax and regulatory aspects on case-to-case basis
- Arranging access to domain experts in the areas of Audit, Tax, Regulatory, Consulting, etc.
- Dedicated advisory engagements with technical partners in case of specific issues
- Facilitating interface with International Offices of the Technical Partner when needed

The Council intends to launch various other verticals including Corporate Laws, Access to International Markets, Finance, etc. under this service.



- **Project MSME**

CII Northern Region has initiated an MSME project for its 9 states in association with KPMG as a technical partner. The core objective of this project is to identify the issues and challenges being faced by the MSMEs in various industry sectors and seek appropriate interventions. 25 clusters have been identified for this out of which 4 have been shortlisted for the first phase. These are:

- Auto Components Cluster in Faridabad, Haryana
- Pharmaceutical Cluster in Baddi, Himachal Pradesh
- Bicycle parts Cluster in Ludhiana, Punjab and
- Textile Cluster in Bhilwara, Rajasthan

Workshops to create awareness as well as to gather feedback would be organized in these clusters.

- **CII Delhi MSME Facilitation Centre**

This MSME Facilitation Centre has been formed jointly with MSME-Directorate of Industries, Delhi to address and resolve issues being faced by the MSMEs in Delhi.

Workshops, Training Programmes and Study Missions

Enhancing efficiency and competitiveness of MSME members has always been a top priority for CII Northern Region. Accordingly a range of initiatives including workshops, training programmes and study missions have been organized throughout the year across the region. More than 1500 participants from various industry sectors got benefitted from over 25 Workshops and Training Programmes organized during the year on the following topics:

- 7QC Tools
- Autonomous Maintenance
- Barcoding
- Creating Customer Delight
- Digital Marketing
- Effective Communication Skills
- Effective Stores & Inventory Management
- Energy Management & Energy Conservation Techniques
- Gemba Kaizen
- Getting ready for GST
- Good Manufacturing Practices
- How to be a Star Performer
- Legal Issues at Workplace
- Presentation & Negotiation Skills
- Problem Solving Skills
- Product Certification and Quality Management
- Six Sigma Green Belt Certification Programme
- Stress to Success
- Supervisory Skills
- Supply Chain Management
- Total Cost Management
- Total Productive Maintenance
- Toyota Production System
- Understanding Finance for MSMEs

More than 250 participants from various industry sectors participated in 13 Learning Missions organized to share best practices in the areas of manufacturing, quality upgradation, HR, etc. These missions were organized at the following facilities:

- Ashok Leyland
- Bajaj Auto
- Bosch Ltd
- Class India Pvt Ltd
- Carrier Air Conditioning & Refrigeration Ltd
- Fiat India Ltd
- Forbes Marshall
- Honda Motorcycle and Scooter India Pvt Ltd
- Hyundai Motors India Ltd
- JCB India
- L&T Construction Equipment
- Maruti Suzuki India Pvt Ltd
- Minda Corporation
- Rane Brake Lining Ltd
- Saint Gobain Glass India Ltd
- Sandhar Technologies Ltd
- SMC Pneumatics
- Subros Ltd
- Taegu Tec India
- Tata Motors
- Toyota Kirloskar Auto Parts Ltd
- Volkswagen India



Eastern Region

Policy Advocacy

Introduction of Digital India and Ease of Doing Business reforms as well as user friendly single window approach has made processes easier and faster. Although interventions are required in the rest of the parameters which continue to hold Indian MSMEs back from attaining their potential growth.

Specialized Services

Enabling MSMEs to gain easier access to credit remains one of the focus areas of CII. In view of that, CII Finance Facilitation Centre was re-launched by **Mr Naveen Patnaik**, the Chief Minister of Odisha, and **Dr Raman Singh**, the Chief Minister of Chhattisgarh, on 7 May 2015. Dr Raman Singh described the centre as a great move by CII. The centre has received proposals for finance from across the country in diverse sectors including manufacturing, ICT, food processing, textiles, logistic, transport, etc.



CII FFC Launch at Chhattisgarh by **Dr Raman Singh**, Chief Minister of Chhattisgarh

Major Events

Seminars on MSME Financing – Empowering SMEs through Addressing their Financing Needs

CII Eastern Regional Council organized seminars on MSME Financing across the eastern region with the objective of generating awareness about CII-FFC. The 4 seminars at Kolkata, Bhubaneswar, Jamshedpur and Patna were forums where about 800 MSMEs, partner banks and NBFCs discussed CII-FFC's role in filling the credit gap for MSMEs. In addition, state level virtual FFCs have been launched in all states in the Eastern Region. A dedicated MSME help desk is in place at all the State Offices to extend handholding support to the loan seeking SMEs. A dedicated Finance Facilitation Help desk was set up at the Biz Bridge 2015 where 173 visiting MSMEs were counseled on the financial assistance offered by the partner banks and NBFCs. 53 entrepreneurs applied for loans on spot for loans worth more than Rs. 52 crores through this help desk.





CII FFC Launch at Bhubaneswar



CII FFC Launch at Patna

Seminar on Doing Business with Indian Railways

Early in June 2015 CII Eastern Region organized a B2B seminar on Doing Business with Indian Railways at Bhubaneswar to explore business opportunities for MSMEs with the Indian Railways. Apex Railway bodies like Research Design & Standard Organization (RDSO) and Diesel Locomotive Works (DLW) along with a large scale wagon manufacturer of the Eastern Region TEXMACO participated in the seminar. 52 light engineering goods manufacturers from Bhubaneswar and Raipur got the opportunity to interact with the officials and understand the business procedure and opportunities with Indian Railways. Import substitution and indigenization of products was the major thrust areas of the seminar.



Seminar on Doing Business with Indian Railways at Bhubaneswar

Seminar on Oil & Gas : Exploring Opportunities in the East

CII Eastern Region organized a seminar on Oil & Gas: Exploring Opportunities in the East at Kolkata in partnership with leaders in the oil and petrochemical sector like Indian Oil, Bharat Petroleum, Hindustan Petroleum, GAIL, ONGC and Oil India Limited. Around 180 MSMEs got the opportunity to interact with the experts from the oil sector to understand the opportunities in the petrochemical downstream and the polymer space.



Roundtable on Capital Goods Policy

A round table on Capital Goods Policy was held in Kolkata in July 2015 where representatives from the DHI and Department of Industries, West Bengal along with 65 large enterprises and MSMEs held discussions on the proposed Capital Goods Policy of the Government of India. Suggestions were captured and subsequently shared with the concerned departments of the government.

Half Day Seminar on Cyber Security

The growing demand of ICT tools amongst MSMEs calls for awareness on Cyber Security among various cross sections of industry. A half day Seminar was organized in Jamshedpur in September 2015 for sensitizing MSMEs with in-house advanced ICT facilities on Cyber Security options.

Entrepreneurship Development Programme

An Entrepreneurship Development Programme was held in Coochbehar in association with the MSME Department and the District administration of Coochbehar to encourage startups by providing them with handholding support for preparing business plans, registrations, etc. 170 startups were mobilized and 60 were selected through the screening process for the programme.

MSME Clinic

An MSME Clinic was organized in Haldia in January 2016 in association with the MSME department, GoWB, District Administration, Purba Medinipur and DIC Tamluk. Officials from the Departments of Land, Pollution, Electricity, Labour, Finance and concerned Municipality bodies sorted out pending issues and clearances through one-on-one meetings with 52 entrepreneurs.

Fire Safety Clinic

As part of the cluster intervention programmes of the Eastern Region, a Fire Safety Clinic was organized at the premises of the Howrah Foundry Association to make their members aware on Fire Safety rules and regulations, compliances, application procedures and technological advancements in the fire safety domain during the Fire Safety Week observed by the Government of West Bengal.

Awareness Programme on Lean Manufacturing

To enhance the capacity within the MSMEs of the Asansol-Durgapur Industrial region, an awareness programme on Lean Manufacturing, Kaizen 5S was hosted at Durgapur involving Durgapur Small Industries Association, Raniganj Industries Association, Indian Leather Products Manufacturers Association, Indian Council for Small Industries, Asansol Chamber of Commerce, Ukhra Chamber of Commerce, Pandaveswar Chamber of Commerce, Asansol Merchant Chamber of Commerce, Refractory Manufacturers Association. The objective of this programme was to sensitize SMEs in the Asansol Durgapur Industrial region on quality and resource optimization through implementation of Lean Manufacturing, Kaizen 5S systems in their premises.



MSME Connect 2015 - Growth & Ancillarisation

Coinciding with Enterprise Odisha 2015, MSME Connect 2015 was organised at Bhubaneswar to explore the opportunities of growth of ancillary units at different Industrial parks and estates centring the large scale manufacturing units there. Officials from the Department of Industries, Odisha presented the huge scope growth within the state at Kalinganagar, Paradeep, Rourkela, Balsore etc and the upcoming new industrial estates at the districts of Angul, Balasore, Cuttack, Jharsuguda, Sambalpur, Jagatsinghpur, Khurda, Sundargarh, Bhadrak, Dhenkanal and Ganjam.



Western Region

Major Events

MSME Conference on Parivartan - Transform MSMEs for Transforming Maharashtra

CII, in partnership with Government of Maharashtra, organized an MSME Conference on Parivartan on 9 May 2015 in Mumbai which was attended by Mr Vidyasagar Rao, Governor of Maharashtra and Mr Devendra Fadnavis, Chief Minister, Maharashtra. The Conference featured discussions on cluster development initiatives, listing of MSMEs on stock exchange and presentations by Tier-II & Tier-III vendors for enabling MSMEs for the success of Make in Maharashtra.



MSME Summit 2015

CII Western Region organized an MSME Summit titled MSME: The Backbone of Growth for discussions on supporting MSMEs to capitalize on the emerging opportunities by bringing together stakeholders like policy makers, large enterprises, financial institutions, PSUs, etc.



Session on Vendor Development for Naval Dockyard Mumbai

A buyer seller meet was organized for industry with the Naval Dockyard which resulted in the finalization of 8 business proposals. A visit to a ship docked for repairs was also organized to share the requirements and expectations with prospective vendors.



11th Maharashtra State Level KAIZEN Competition

The 11th KAIZEN Competition at the Maharashtra State Level was held on 20 January 2016 at Nashik. The competition had more than 100 teams from across the state with 435 delegates. The jury panel consisted of 16 experts from industries across Maharashtra. Greaves Cotton Ltd, Aurangabad was the winner in the large category while TRIO Enterprises, Kolhapur was the winner in the small and medium category.



CII's Defence Conclave 2015

The CII Western Regional Council organized the 1st Edition of the Defense Conclave 2015 on 9 -10 December 2015 in Ahmedabad. The conclave had delegates from tops companies like Bharat Electronics Ltd, Larson & Toubro Heavy Engineering, Kirloskar Brothers Ltd., Rolta India, Elecon Engineering Company Limited, Hindustan Aeronautics Ltd., Pipavav Defence and Offshore Engineering Company Limited, KPMG, etc. Various B2B meetings were also conducted during the conclave between MSMEs, large companies and DPSUs.



Mr Sanjay Kirloskar, Chairman, CII Western Region & Chairman and Managing Director, Kirloskar Brothers Ltd addressing in the inaugural session of CII's Defence Conclave 2015 held at Ahmedabad

MSME PE/VCs Connect

With a focus on funding of MSME projects through private equity and venture capital, a one day programme on MSME PE / VC Connect 2015 was organised by CII along with the Government of Madhya Pradesh at Hotel Radisson Blu, Indore on 23 April 2015. During the event, three interactive panel discussions along with seventy one-to-one meetings between MSMEs and PE / VC firms were successfully organized. The event saw participation of more than 200 MSMEs from different part of Madhya Pradesh and 12 PE / VC firms.



Mr Girish Mangla, Chairman, CII M. P. State Council, Mr. V L Kantha Rao, IAS, Commissioner Industries, Govt of Madhya Pradesh, Ms. Yashodhara Raje Scindia, Minister, Commerce, Industries & Employment, Govt of Madhya Pradesh, Mr. Mohammed Suleman, IAS, Principal Secretary, Commerce, Industries & Employment, Govt of Madhya Pradesh

ROTOTECH - Seminar on Rotating Technology

Rotating Equipment contribute to a major chunk of the total energy bill and utility cost in any manufacturing setup resulting in increasing energy tariffs and decreasing profit margins. To deliberate on this subject, CII Madhya Pradesh organized ROTOTECH, a Seminar on Rotating Technologies, on 6 Nov 2015 in association with MP Urja Vikas Nigam, Government of Madhya Pradesh. The seminar was inaugurated by Mr. A M V Yugandhar, ED, BHEL and Mr. Ashish Saraswat, Bureau of Energy Efficiency and expert speakers from organizations like Bharat Heavy Electricals Limited, Bureau of Energy Efficiency, Siemens India, Godrej & Boyce, Crompton Greaves Limited and HEG Limited deliberated on issues related to Energy Efficiency, Reliability and Maintenance in Rotating technology. The seminar was attended by more than 60 participants from industries across the State.



Mr. C P Sharma, Vice Chairman, CII Madhya Pradesh State Council, **Mr. A M V Yugandhar**, ED, Bharat Heavy Electricals Ltd (BHEL), **Mr. Ashish Saraswat**, Bureau of Energy Efficiency, **Mr. Girish Mangla**, Chairman, CII Madhya Pradesh State

Southern Region

Policy Advocacy

The CII Southern Regional Council has been actively engaging with the government to address the issues and concerns of MSMEs in the region. Following are some of the major policy recommendations.

- The minimum basic rates of wages should be increased by 15% for urban areas, 10% for semi-urban areas, and 7.5% for rural areas and must be different for small, medium and large enterprises.
- Banks & financial institutions can encourage Heterogeneous Clusters or Activity Based Clusters and provide them with some incentives
- NPA norms need to be re-drafted. The NPA norms for a developing country like India should be different from that of developed countries.
- The parameters for credit rating of MSME should be re-defined and differentiated from large enterprises. Social parameters such as employment generation, skill development, environment protection, etc. should also be considered.
- Unutilized land in IDA or DA or large public sector units must be utilized for MSMEs. Taking over of unutilized land and allotting to entrepreneurs is required.
- Permission should be granted to pledge the land and building in DA, IDA with financial institutions for availing loan to run business.

Major Events

Conferences, Seminars and Conclaves India MSME Summit

The Southern Region organized the 4th Edition of the India MSME Summit on 15 February 2016 in Kerala with the theme of moving up the value chain. Dr Raghuram Rajan, Governor, RBI was the Chief Guest while Mr Jiji Thomson, IAS, Chief Secretary, Government of Kerala & Mr Manoj Joshi, IAS, Joint Secretary, Ministry of MSME were the Guests of Honour.

Interactive Session with Shri Kalraj Mishra, Minister of MSMEs, Govt. of India

CII Puducherry organized a special interactive session with Shri Kalraj Mishra, Minister of MSMEs on 16 September 2015 where the Minister addressed the concerns of MSMEs in the region and pledged the amount of Rs. 9 Crores for infrastructure development such as roads, lighting, water & transformers related works for the development of SMEs in the region.



Mr M Kalaiichelvan, Convenor, SME Panel; **Mr C Chinnasamy**, Past Chairman, CII Puducherry; **Mr M P Nagender Rao**, Head, CII Puducherry; **Shri Kalraj Mishra**, Minister for MSMEs, Govt.; **Mr S Narasimhan**, Chairman, CII Puducherry State Council; **Mr A L Shah**, Past Chairman, CII Puducherry; **Mr Manoj Parida**, I.A.S., Chief Secretary, Government of Puducherry

Interactive Session with Mr Harpreet Singh, IAS, Labour Secretary, Government of Telangana

CII Southern Regional Council organized an Interactive Session with Mr Harpreet Singh, IAS, Labour Secretary, Employment Training and Factories Department, Government of Telangana. The Session brought together policy makers and industry for exchanging ideas and views regarding the labour related concerns of the industry. The various issues and concerns were addressed by Mr. Harpreet Singh and Mr C H Kishan, Director of Factories, Government of Telangana.



MSME Conference 2015

CII Karnataka organized a conference on MSMEs on 22 July 2015 in Bangalore. The theme of the Conference was enabling MSME business. **Sri Satish Lakshmanrao Jarkiholi**, Hon'ble Minister for Small Scale Industries, Government of Karnataka was the Chief Guest. The Conference deliberated on expanding MSME financing, government policies for SME development, emerging MSME business opportunities, technology upgradation for raising MSME competitiveness, market linkages for MSMEs, etc.



Mr Arun Parasnis, Co-Convener, CII Karnataka MSME Panel; **Mr Ashok Rao**, Chair, CII MSME Southern Region; **Sri Satish Lakshmanrao Jarkiholi**, Hon'ble Minister for Small Scale Industries, Government of Karnataka; **Mr D R Subramanyam**, Convener CII Karnataka MSME Panel; **Mr. G K Moinudeen**, Director and State Head, CII Karnataka



Interactive Session on Southern Railway Business Opportunities

CII, with support from Southern Railway, organized an interactive session for MSMEs on 9 June 2015 in Chennai. The session focused on railway management systems, procurement process, freight schemes and operation procedures, passenger safety awareness, etc. in Southern Railways.



Mr Ramesh, Director & Head, CII Tamil Nadu State; **Mr S N Eisenhower**, Chairman, CII Tamil Nadu State Council; **Mr Ashok K Agarwal**, General Manager, Southern Railway; **Mr Atulya Misra**, IAS, Chairman, Port of Chennai; **Mr M Ponnuswami**, Vice Chairman, CII Chennai Zonal Council

Session on Corporate Engagement with Ms Nirmala Sitharaman, Hon'ble Minister of State (Independent Charge) for Commerce & Industry

CII Madurai Zone organized an interactive session with Ms Nirmala Sitharaman on 19 February 2016 in Madurai with an objective to provide a platform to discuss challenges in manufacturing and suggestions to solve them.



MSME Meet

CII Erode Zone, jointly with Erode District Small Industries Association (EEDISSIA) Ministry of MSME, organized the MSME Meet 2016 - Conference on Strategizing for Business Excellence on 30 January 2016 in Erode. More than 100 members participated in this conference.

Session on Equipping MSMEs with HR Competence

The MSME Panel and HR & IR Panel of CII Telangana organized a Session on Equipping MSMEs with HR Competence on 21 August 2015 in Hyderabad. The Session provided an overview of the HR practices for MSMEs including statutory compliances & labours laws, case studies on labour unrest issues and awareness on various schemes like NETAP (National Employability through Apprenticeship Program).

SME Membership Meet & Luncheon Session on Industry Competitiveness

CII organized a Luncheon Session with Mr TT Ashok, Chairman, CII National SME Council on 19 November 2015 in Hyderabad. The Session enlightened members on CII's SME Initiatives and provided valuable information on supporting programmes / schemes as well as recent initiatives by the government for the development of SMEs. Around 100 members attended the programme including various senior office bearers.

Workshops and Training Programmes

Training Programme on PSM towards EHS Operational Excellence for Process Industries

The Southern Regional SME Sub-Committee a two day training programme on Process Safety Management towards EHS Operational excellence for Process Industries on 16 & 17 April 2015 in Bangalore. The training programme was attended by 25 participants.



Training Programme on Problem Solving Techniques through 7QC tools

The Southern Regional SME Sub-Committee organized a two day training programme on Problem Solving Techniques through 7QC tools on 15 & 16 July 2015 in Chennai. The programme provided the participants insights on the 7QC tools and shared some best practices adopted by successful companies. The training programme was attended by 35 participants.



Workshop on CSR Implementation, Impact & Reporting

The Southern Regional Sub-Committee and CII-ITC Centre of Excellence for Sustainable Development organised a Workshop on CSR Implementation, Impact & Reporting on 24 July 2015 in Chennai. The training programme was attended by 35 participants and focused on CSR policy, CSR reporting, impact measurement tools, and CSR project implementation.



OH&S Training Workshop on Construction & Project Safety Management

An OH&S Training Workshop on Construction & Project Safety Management was organized in Chennai on 12 & 13 August 2015 with 35 participants.



Workshop on Quality and Competitive Manufacturing Process through Good Manufacturing Practices

CII Puducherry organized a Workshop on Quality and Competitive Manufacturing Process through Good Manufacturing Practices on 22 July 2015 with a focus on the reduction of costs of making products at competitive pricing without compromising on quality and reduction of the product cycle time with zero wastage.

Workshop on Enhancing Performance Excellence for World Class Manufacturing through Kaizen Concepts

CII Puducherry organized a Workshop on Enhancing Performance Excellence for World Class Manufacturing through Kaizen Concepts on 21 August 2015 with a focus on making the participants aware about the changes happening in the industries and the challenges ahead.

Workshop on Innovation in Manufacturing Quality Products to World Class Standards

CII Puducherry organized a Workshop on Innovation in Manufacturing Quality Products to World Class Standards on 14 October 2015. This workshop provided detailed insight into the concepts of innovation in manufacturing practices, PQ analysis, process product matrix, etc.



Mr L Ganapathy Subramanian, Counsellor, CII Institute of Quality, **Mr Srikanth Sivaraman**, Vice Chairman, CII Puducherry, **Mr M P Nagender Rao**, Head, CII Puducherry

Training Programme on Succession Management

CII Madurai Zone organized a Training Programme on Succession Management on 15 April 2015 at Madurai.

Workshop on Problem Solving Tools: Root Cause Analysis, Mistake Proofing, POKA YOKE Method

CII Madurai Zone organized a One Day Workshop on Problem Solving on 26 May 2015 at Madurai. The main focus of this workshop was on detecting problems within an organization, identifying their root cause and developing effective solutions.

Workshop on Spare Parts Management: Automotive Components

CII Madurai Zone conducted a One-Day Workshop on Spare Parts Management – Automotive Components. The Workshop focused on demand analysis for after-market sales and calculation of order quantity, spare parts and inventory management processes, cost of inventory, store management, etc.

Missions

Lean Manufacturing Cluster Textile Mission to CBC Fashion & SRG Apparels

CII Madurai Zone organized a Lean Manufacturing Cluster Textile Mission to CBC Fashions (Asia) Pvt Ltd & SRG Apparels Pvt Ltd, Tirupur on 16 October 2015 to enhance the understanding of the participants on Lean manufacturing, waste reduction, pollution control, energy cost reduction, quality & best manufacturing excellence practices, etc.



Best Manufacturing Practices Mission to Seshasayee Paper and Boards & Ponni Sugars

CII Erode Zone organized a Best Manufacturing Practices Mission to Seshasayee Paper and Boards Ltd & Ponni Sugars Ltd on 12 March 2015, Erode. More than 40 members participated.

Best Manufacturing Practices Mission to Diesel Machinery Works

CII Erode Zone organized Best Manufacturing Practices Mission to Diesel Machinery Works on 17 June 2015, Erode. More than 25 members participated.

CII Manufacturing and Environment Excellence Mission to Toyota Kirloskar Motors Pvt Ltd & Kenna Metal India

CII Erode Zone organized a Manufacturing and Environment Excellence Mission to Toyota Kirloskar Motors Pvt Ltd & Kennametal India Pvt Ltd in Bangalore on 16 October 2015. More than 25 members were participated.





Confederation of Indian Industry

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering industry, Government, and civil society, through advisory and consultative processes.

CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has around 8000 members, from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 200,000 enterprises from around 240 national and regional sectoral industry bodies.

CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness and business opportunities for industry through a range of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues.

Extending its agenda beyond business, CII assists industry to identify and execute corporate citizenship programmes. Partnerships with civil society organizations carry forward corporate initiatives for integrated and inclusive development across diverse domains including affirmative action, healthcare, education, livelihood, diversity management, skill development, empowerment of women, and water, to name a few.

In its 120th year of service to the nation, the CII theme of **Build India - Invest in Development: A Shared Responsibility**, reiterates Industry's role and responsibility as a partner in national development. The focus is on four key enablers: Facilitating Growth and Competitiveness, Promoting Infrastructure Investments, Developing Human Capital, and Encouraging Social Development.

With 66 offices, including 9 Centres of Excellence, in India, and 9 overseas offices in Australia, Bahrain, China, Egypt, France, Germany, Singapore, UK, and USA, as well as institutional partnerships with 312 counterpart organizations in 106 countries, CII serves as a reference point for Indian industry and the international business community.

Confederation of Indian Industry

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