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**CREATING
A CONDUCTIVE
INVESTMENT
CLIMATE**

INSIDE

Monsoon 2014
and its Impact

Subsidies in the
Services Sector

Corporate Performance
in Q4FY14

Contents

Volume 36 No. 5 May 2014



14 ECONOMY

Monsoon 2014 and its Impact

The prediction of a weak monsoon in 2014 could have an impact on rural incomes and therefore the demand for goods and services.



22 MSME

▶ Dialogue on Labour Laws

A dialogue session on 'Simplification of Labour Laws' was conducted under the Roundtable Series 2014 for Micro, Small and Medium Enterprises.

06 COVER STORY

▶ Creating a Conducive Investment Climate

CII believes that improving the investment climate in India, along with policy reform measures, could help add around 15 million jobs annually.



39 INDIA & THE WORLD ▲

Strengthening Ties with Bangladesh

The visit of a business delegation from the Metropolitan Chamber of Commerce & Industry, Dhaka, was an opportunity to further strengthen CII's ties with Bangladesh.

18 SECTORAL SYNERGY

◀ CII Industry-IT Summit

Seeing Technology as a catalyst in driving growth in Indian Industry, the Summit deliberated upon the challenges that manufacturing and infrastructure organizations face in using IT; the prevailing levels of IT adoption, and the expectations from IT.



Plus

- ▶ Signs of Recovery in Corporate Performance
- ▶ Business Opportunities in Digital Broadcasting
- ▶ Ethical Business Practices for SMEs
- ▶ Subsidies in Services
- ▶ All Our Regular Features

We welcome your feedback and suggestions. Do write to us at communiqué@cii.in

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JOURNAL OF THE CONFEDERATION OF INDIAN INDUSTRY

Best Practices in Compliances

CII has been working in the area of transparency and integrity in governance since the last three years. One of our first initiatives was to bring out a Code of Business Ethics which was circulated to all our members for implementation on a voluntary basis. Following this, CII is now in the process of coming out with a publication on 'Best Practices on Compliances' in member companies.

CII works closely with Government and Central agencies dealing with corruption, and also engages with international agencies such as the World Bank, UN agencies and the Organisation for Economic Cooperation and Development (OECD) in this regard. CII has also taken /is taking several initiatives to minimize corruption. These include

- Suggestions for the simplification of policy/procedures to bring in more transparency in operations, particularly in natural resources allocation
- Providing inputs to the Parliamentary Standing Committee on Law & Justice for framing of laws such as the Lok Pal Bill
- Organizing several interactions and seminars
- Development of a course curriculum on ethics and values.

One of the key initiatives being undertaken is to organize regular meetings of Compliance Officers and Procurement Officers in different cities so that they can exchange experiences. CII would also keep them advised of initiatives in the area of governance. In this regard, CII is compiling a list of Ethics & Compliance Officers, and Heads of Procurement, of our member companies. We therefore request members, both in the public and private sector, to provide information on:

- The Name of the Compliance Officer, Designation, Phone number, E-mail ID, and City of posting
- Name of the Head of Procurement, Designation, Phone number, E-mail ID, and City of posting.

Please do write to Mr. S Sen, Principal Adviser, CII, at s.sen@cii.in

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Diesel Price & EB Tariff Trend (in Tamil Nadu)

| Year | Diesel Price per Liter (in Rs.) | Increase | Genset Running Cost per Unit (in Rs.) | EB Industrial Tariff | |
|------|---------------------------------|----------|---------------------------------------|------------------------|----------|
| | | | | Cost per Unit (in Rs.) | Increase |
| 2000 | 16.55 | | 4.87 | 3.00 | |
| 2005 | 30.45 | 84% | 8.96 | 3.50 | 17% |
| 2010 | 40.12 | 32% | 11.80 | 4.00 | 14% |
| 2014 | 59.46 | 48% | 17.49 | 5.50 | 38% |
| 2015 | ??? | ??? | ??? | ??? | ??? |



Creating a Conducive Investment Climate



CII believes that improving the investment climate in India, along with policy reform measures, could help add around 15 million jobs annually

Economic reforms since 1991 have transformed India into a fast-paced economy that is rapidly raising incomes, plugging into global supply chains and developing a diversified and advanced industrial sector. India's energetic entrepreneurs are key growth drivers, vibrant and dynamic participants in the national and global economies. Yet the country's environment for doing business is rated poorly on most counts, and slow processes have muted the potential for growth.

If India is to quickly recover from its current phase of economic slowdown, it must boost investments and their efficiency. A central factor in this objective would be to streamline the 'ease of doing business,' a term that relates to the entire administrative and regulatory structure of a country's investment scenario.

According to CII, improving the investment climate in India - along with policy reform measures - could help add as many as 15 million jobs annually. The investment climate in India is a complex mix of laws, policies and regulations introduced by the Central Government, State Governments, and regulatory agencies. The Ease of Doing Business parameters chiefly relate to administrative and procedural issues. If such procedures in the form of approvals and clearances are not timely and efficient, they can add to transaction costs of the economy, delay projects, discourage new enterprise and ultimately hamper the creation of new jobs. On the other hand, time-bound, clear and transparent procedural systems can streamline the business environment and attract much higher investments.

Empirically, it has been found that those Indian States that offer better investment climates tend to attract more investments, both from domestic and overseas sources. Many States have evolved best practices across areas - the need is to collate such practices and adapt them among other States, to improve the investment climate across the country.

Each year, the World Bank brings out the 'Doing Business' report that ranks economies on the facilitation of doing business in them, through quantitative indicators on regulations. 'Doing Business 2014' assesses the environment for 189 economies in 11 areas covering the business cycle: starting a business, dealing with construction permits, getting electricity, registering property, getting credit, protecting investors, paying taxes, trading across borders, enforcing contracts, resolving insolvency and protecting workers.

'Without good rules that are evenly enforced,

entrepreneurs have a harder time starting and growing the small and medium-size firms that are the engines of growth and job creation for most economies around the world,' states the report. This is particularly the case for a country like India where more than half the workforce is self-employed, and which faces the challenges of poverty alleviation and quick generation of jobs.

The report places India at rank 134 out of 189 countries for 2014. This is barely an improvement over the ranking for 2007 when India stood at the same rank but among 175 countries. The table above gives the respective rankings for three large emerging economies of Asia across key sub-indicators in 2007 when the rankings were first made available for them, and in 2014.

India, which compared well with China and Vietnam in starting a business in 2007, has dropped considerably down the ranks to become one of the worst economies for new entrepreneurs. All the three comparator countries have experienced downgrades in getting licenses or construction permits over the 7 years. While India has fallen behind in enforcing contracts, both China and Vietnam have moved up the ranking.

India has done well in improving the conditions for registering property and obtaining credit, as well as engaging in overseas trade in the last seven years. It has also improved in allowing businesses to exit operations. In protecting workers and paying taxes, it has remained more or less at the same rank.

The World Bank Doing Business report serves as a valuable guide to investors contemplating investments in new geographies. India figures high on the global investor platform, and large global multinational companies are keen to do business in the country. Likewise, India has a thriving and vibrant segment of MSME that provide livelihood to a large number of households.

CII has suggested that tackling the parameters for doing business can be a catalyst for generation of jobs on a large scale. It has recommended that India should aim at attaining a rank of 50 in the Doing Business indicators within a five-year time-span.

Ranking of Select Emerging Economies - 2007 & 2014

| Indicator | India | | China | | Vietnam | |
|---|-------|------|-------|------|---------|------|
| | 2007 | 2014 | 2007 | 2014 | 2007 | 2014 |
| Starting a business | 88 | 179 | 128 | 158 | 97 | 109 |
| Dealing with licenses/construction permits* | 155 | 182 | 153 | 185 | 25 | 29 |
| Employing workers | 112 | -- | 78 | -- | 104 | -- |
| Registering property | 110 | 92 | 21 | 48 | 34 | 51 |
| Getting credit | 65 | 28 | 101 | 73 | 83 | 42 |
| Protecting investors | 33 | 34 | 83 | 98 | 170 | 157 |
| Paying taxes | 158 | 158 | 168 | 120 | 120 | 149 |
| Trading across borders | 139 | 132 | 38 | 74 | 75 | 65 |
| Enforcing contracts | 173 | 186 | 63 | 19 | 94 | 46 |
| Closing a business/resolving insolvency* | 133 | 121 | 75 | 78 | 116 | 149 |
| Getting electricity* | -- | 111 | -- | 119 | -- | 156 |
| Total | 134 | 134 | 93 | 96 | 104 | 99 |

Source: World Bank Doing Business 2007 and 2014; *Indicator for 2014; note: where left blank, indicator did not appear

CII-KPMG Report Ease of Doing Business in India



CII set up a Task Force to study the processes and regulations for doing business in India. The Task Force, in partnership with KPMG, undertook a comprehensive survey of professionals with special focus on the initiatives by various State Governments that have worked well and helped to simplify procedures

through enabling bodies, use of technology, and regulatory or policy changes. The findings have been presented in a report that also makes recommendations on best practices that may be adopted across the country.

Land Acquisition

The survey points out that land acquisition is a complex and time-consuming procedure for businesses, taking as long as 14 months, on average. Unsecured land titles, land mutation and multiple visits to concerned departments are major issues.

However, in Rajasthan, the standardization of property documents has greatly reduced the time for registration, from as long as 3 days to just 25 minutes! Similarly, the industrial cluster approach in Tamil Nadu has made it a top-ten global automotive manufacturing hub. E-Dhara

Bhulekh and an SIR Ordinance have helped speed up the process of land acquisition in Gujarat, while Karnataka sets a good example in acquiring land and providing basic infrastructure for industrial parks.

The report recommends simplification and transparency in land acquisition through single-window, standardized documents and timely approvals. It also suggests industry clusters and a market-based pricing mechanism for fair compensation to land owners.

Starting a Business

In India, the top five obstacles in starting a business, as identified by the survey, are environmental clearances, land procurement, construction permits, industrial safety permits and power connections.

Best practices in the States include the Punjab Bureau of Investment Promotion, a one-stop centre for investors that clears proposals in a time-bound manner; the single-window facility in Orissa; skill development through village cluster training centres in Gujarat; and skill development initiatives in Delhi.

The report suggests that effective implementation of the single-window system for approvals and time-bound administrative processes with automatic clearance can help facilitate new businesses. E-governance and technology must be deployed too. While a flexible labour policy can help generate jobs, it is also essential to create a skilled workforce by setting up skill development centres in the Public Private Partnership (PPP) mode.

Taxation

High tax rates, according to the respondents, are a major obstacle in fostering the growth of enterprises. The chief issues relate to dealing with tax authorities, settling tax disputes, availing tax incentives and obtaining timely service tax refund. It is felt that complex tax processes need to be simplified and refunds and incentives should be speeded up. Implementation of the Goods and Services Tax (GST) and an independent Redressal Grievance Cell are also urgently needed.

In this regard, the Andhra Pradesh VAT registration system that issues certificates in 24 hours through VAT online is a good model to follow. Karnataka has introduced AASTHI, a GIS-based property tax system to bring all properties under the tax net.

The report recommends that e-filing of all taxes, especially in rural areas, should be rolled out. Industrial parks and zones should offer time-bound subsidies and tax exemption refunds. VAT refund should be made automatic and time-bound.

Taxation requires structural, operation and administrative reforms, says the report. While structural reforms would bring in policy clarity and reduce litigation, operational reforms are required to get the tax base right and infuse certainty and stability, and administrative reforms would provide for uniform interpretation and application of law. The introduction of GST would be a seminal contribution to the reform agenda overall and to the simplification of the indirect tax structure.

Contract Enforcement

The Indian legal system for business is somewhat outdated as also complicated and time-consuming. Filing and servicing of court proceedings and the time taken for final judgment can extend into years. Costs are also high. The survey brings out the urgent need for a review of the laws relating to environmental protection, land acquisition, labour regulations, water tax, VAT and SEZ policy.

The report cites the Korean e-court system for electronic case filing. The number of courts, judges and officers must be vastly increased with supporting infrastructure, while special tribunals are needed in certain areas. Alternative Dispute Resolution could be preferable, wherever possible.

Conclusion

The CII-KPMG report states that delays and high taxes may result in losses to the tune of 5-10% of business, and thus lower collection by the exchequer. For instance, for a 2x660 MW thermal power plant, a delay of 6 months in the project can reduce the internal rate of return by 1%, add the burden of penalty, and increase the payback period. Thus, the overall viability of the project is dissipated.

The report lays out key action points:

- Develop strong policy frameworks and governance mechanisms
- Put in place an enabling body to ensure policy implementation
- Simplify processes by cutting down multiplicity of procedures
- Ensure clarity and transparency around processes and procedures
- Use technology to facilitate and expedite processes, shifting as many as possible online.

Both the Central and State Governments need to work together in a cohesive and coordinated manner to ameliorate the climate for doing business, and accelerate investments. ■

Manufacturing: The Next Growth Driver



The next Government would have to hit the ground racing when it comes to the Manufacturing sector, says Chandrajit Banerjee, Director General, CII

In the list of priorities ahead of the new Government, the Manufacturing sector must be placed in the top ranks. Although the sector has expanded by an average annual of over 8% for the last ten years, it saw near-stagnant growth in 2012-13 and is expected to stand in negative territory for 2013-14. The benefits of a strong Manufacturing sector to the overall economy are many: it can create the huge number of new jobs required by India's 'baby-boom' generation, help keep inflation under check, build India's export presence, and drive economic growth as a whole.

Recognizing this, the Government brought out the National Manufacturing Policy in 2011 targeting 12-14% growth rate and creation of 100 million new jobs by 2022. Under this, National Investment and Manufacturing Zones (NIMZ) are expected to come up, offering world-class infrastructure, rapid port connectivity, and state-of-the-art supporting systems. Twelve NIMZ have been approved; however, it will be another five years before they are operational.

It is heartening to note that the manifestos of major political parties

accord high importance to the sector, stressing areas such as competitiveness, simplifying procedures, and export facilitation.

The new Government can deploy a range of policy instruments to revive Manufacturing growth. To tackle subdued demand, projects that are already in process but stalled due to various reasons can be fast-tracked. This would spark production in related sectors such as steel and machinery. The Project Monitoring Group is already working on several hundred large projects; there is need to lower the threshold investment limit to ₹500 crore and also to create similar bodies at the State Government level.

The World Bank's Doing Business indicators place India at a low rank of 134 in terms of overall procedural facilitation, and much lower for areas such as starting a business, contract enforcement and taxation. India should aim at addressing each of these issues systematically to move up the ranking rapidly.

The creation of employment in the Manufacturing sector will require a close look at Indian labour laws which have not kept pace with rapid globalization, competitiveness and market dynamics. Mass Manufacturing enterprises, which have been growth drivers in other emerging economies, are largely missing in Indian industry, partly due to labour regulations. There are as many as 44 Central labour laws, over 150 State labour laws, and innumerable Standing Orders, often with divergent definitions of terms such

CII has suggested the unique concept of Mass Manufacturing Enterprises, or enterprises that employ more than a certain number of workers. Such enterprises could be offered incentives such as easier finance, graded tax structures, flexibility in labour laws, and others.

as 'wages' and 'worker'. Rationalization and consolidation of existing laws is inevitable but is likely to be a protracted process. In the meantime, areas on which there is convergence of views can be addressed through Executive Orders.

CII has suggested the unique concept of Mass Manufacturing Enterprises, or enterprises that employ more than a certain number of workers. Such enterprises could be offered incentives in terms of easier finance, graded tax structures, flexibility in labour laws, and others. They would also need to ensure a higher order of social security and facilities to workers. Just as a separate policy framework has been put in place for Micro, Small and Medium Enterprises and incentives are provided on the basis of capital investment, a promotional policy set could encourage more Manufacturing enterprises on the basis of employment.

A further avenue of growth for Manufacturing is to tap overseas markets. Unfortunately, the share of Manufacturing goods in India's export profile has been steadily trending down over the years. In a global environment of shifting Manufacturing geographies, India has the opportunity to emerge as the new Manufacturing hub of the world, given its competitive wages and cost structure. Much more can be done to promote Indian goods overseas by expanding in new markets and boosting the manufacture of top globally traded items,

as also leveraging trade agreements.

At the same time, we can also strategize to build Manufacturing capability in goods which are currently imported such as defence items, ICTE hardware, and machinery and equipment. This may require correcting inverted duty structures or examining free trade agreements for their impact on domestic Manufacturing.

Attracting overseas funds would be a necessary corollary to building Manufacturing capacity at home. It is important to restore investor sentiments by facilitating FDI in sectors such as multi-brand retail and defence.

The Manufacturing sector's competitiveness also hinges greatly on innovation, quality and standards, and R&D. India's attainments in these areas are still low, but could be scaled up rapidly with forceful policies for incentivizing investments in knowledge expansion. Globally, new trends such as 3-D printing, design, robotics and new technologies are transforming the traditional assembly-line model. India too must prepare for the future by moving up the value chain.

Finally, individual sectors would need to be promoted with vision and foresight, including strategic sectors, labour-intensive sectors, and sectors with high export potential. National-level policies and laws such as the Mining and Minerals Development and Regulation Bill, National Steel Policy, National Chemical Policy etc. should receive attention from the next Government.

India enjoys key attributes in terms of natural resources, large workforce, and huge domestic markets as well as proximity to vibrant global markets. The next Government would have to hit the ground racing when it comes to the Manufacturing sector. ■

This article by Chandrajit Banerjee, Director General, CII, was first published in the Financial Express dated 6 May 2014.



Monsoon 2014 and its Impact

After an extended period of weakness in the economy, Industry is looking forward to some revival in 2014 - 15, especially as a new Government will be in place. This hope has been somewhat dented by the prediction of a weak monsoon in 2014 which could have an impact on rural incomes and therefore the demand for goods and services. This possibility needs to be seriously examined with some analysis of what happened on previous occasions.

The Prediction

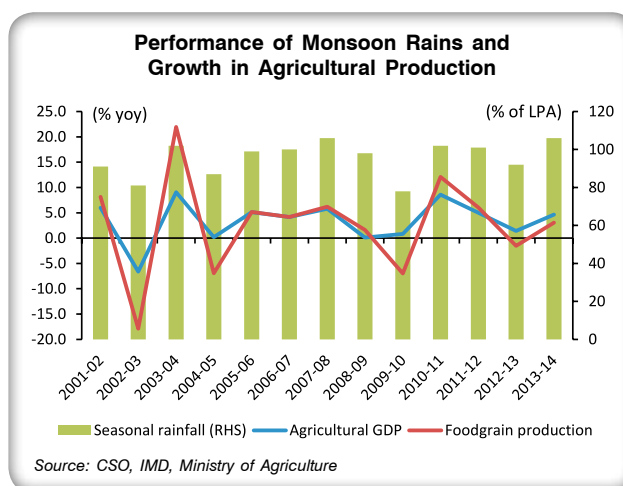
The Indian Meteorological Department (IMD) has predicted that the monsoon rainfall this year is likely to be 95% of the Long Period Average (LPA) with a model error of +/- 5%. The season's rainfall is considered to be normal when it lies between

96 - 104% of the LPA. This and other predictions are based on the sea surface temperatures in the equatorial Pacific and Indian Oceans which indicate El Nino conditions. This is just a preliminary forecast without any details on the spatial or temporal distribution, which will be critical in determining the impact.

However, since El Nino has a history of adversely impacting rainfall in India during the monsoon, it is being closely monitored. In the last decade, the droughts of 2002, 2004 and 2009 coincided with the emergence of El Nino, although the reverse is not true. i.e. an El Nino condition has not necessarily brought on a drought.

The Impact

Data from past years shows that a shortfall in





rainfall during the monsoon season has invariably led to a decline in food grain production. Food grain production declined by 17.9% in 2002-03 when rainfall was 81% of the LPA, by 7.0% in 2004-05 when rainfall was 87% of the LPA, by 7.0% again in 2009-10 when rainfall was 78% of the LPA and by 1.5% in 2012-13 when rainfall was 92% of the LPA. Agricultural growth also moderated in these years. And, given that agriculture accounts for roughly 14% of GDP, there was a commensurate moderation in overall GDP growth.

In addition, and more worryingly, a shortfall in agricultural production usually also results in higher inflation. In the current year, the Government can draw some satisfaction from the fact that food grain stocks are high at 48 million tonnes. However, as we have experienced recently, it is the price of perishables such as vegetables that tend to shoot up. Further, the import of items such as pulses and oilseeds can go up and put pressure on our external accounts. For these reasons, it is important for the new Government to quickly develop a plan for protecting the economy in case of a drought.

In terms of GDP growth, the direct impact of a moderation in agricultural growth may not be significant. Since agricultural growth in the previous year was high at 4.6%, the base effect would be adverse in 2014-15. Further, as the data presented in the graph indicates, the extent of drop in agricultural growth has moderated over the years. This may be attributed to the increase in irrigated area, which has diminished the impact of a shortfall in monsoon rainfall. In case of a normal monsoon, agriculture could grow by 2.0-3.0% while in case of a deficit, agricultural GDP will not fall but remain stagnant, and its growth would fall to zero.

Every 1% drop in agricultural GDP growth will reduce overall GDP growth by about 0.2%. The more significant impact may come from a decline in rural incomes which could affect the demand for goods and services produced by industry. In addition, inflation in food products may affect the purchasing power of all sections of people.

Outlook for 2014-15

The signals sent out by the new Government will be the key factor in determining the outlook for 2014-15. If the Government is perceived to be progressive and keen on implementing policy reforms, business sentiment could improve significantly. A focus on fast-tracking infrastructure projects and easing bottlenecks in sectors such as power, oil and gas, and mining could revive investments, taking GDP growth to 6.0-6.5%.

In a business-as-usual scenario, we can still expect some implementation of delayed projects due to the momentum created by the Project Monitoring Group. In this scenario, GDP growth is not likely to exceed 5.5-6.0%.

Of course, a key factor would be the direction of monetary policy adopted by the RBI. If, as we expect and recommend, there is some reduction in interest rates in view of the extent of the economic slowdown, the recovery should be faster. On the other hand, if the RBI chooses to hold on to its current stance, GDP growth could in fact stay below the 5.0% level as in the last two years. In this context, a major cause for worry would be if food prices start rising in expectation of a weak monsoon.

The new Government should implement measures such as offloading its food stocks and ensuring better supply of water and power to regions that are likely to face less than normal rainfall. ■

This article was contributed by Bidisha Ganguly, Principal Economist, CII. She can be reached at bidisha.ganguly@cii.in

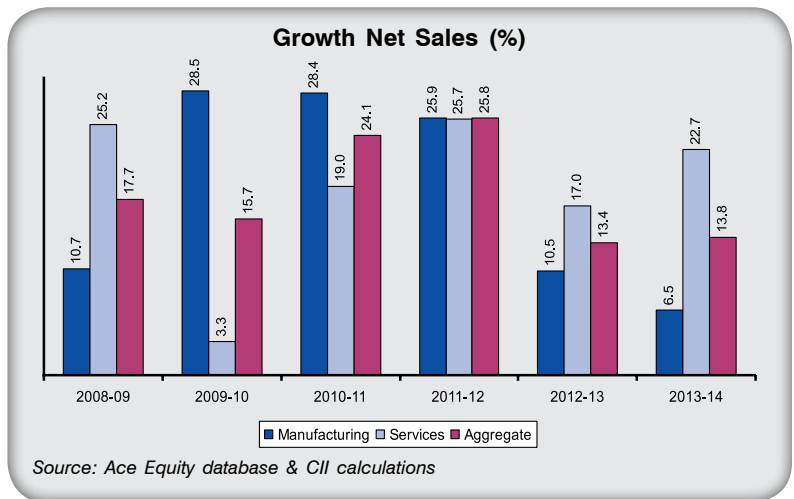
Signs of Recovery in Corporate Performance

While the performance of companies in the Manufacturing as well as the Services sectors in terms of net sales shows an improvement, how far this recovery will be sustained remains to be seen

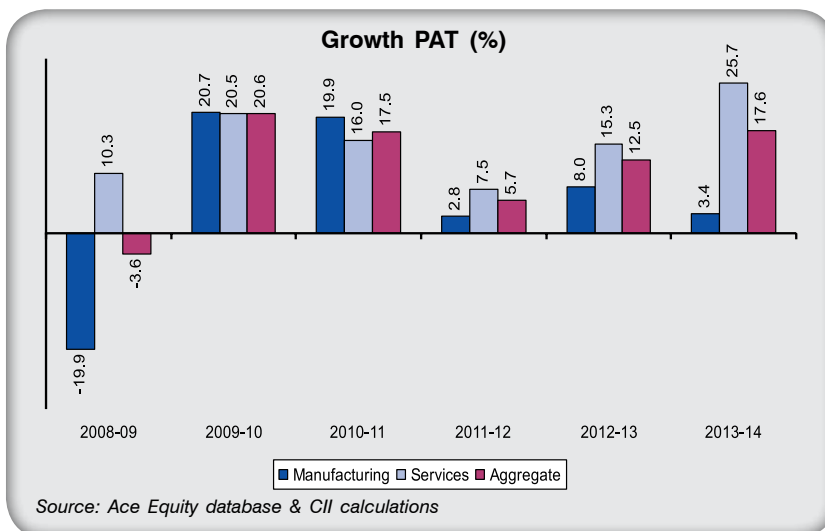
Based on the limited number of companies that have declared their financial results so far, there appears to be a turnaround in the performance of the corporate sector in the fourth quarter of financial year 2013-14 (Q4 FY14).

The net sales of companies (Manufacturing plus Services) in the period expanded by 14.6%, up from 6.4% in the comparable period last year. Seen y-o-y, there has, however, been only a marginal improvement in FY14, with growth edging to 13.8% from 13.4% in FY13.

This analysis is based on the financial performance of 244 companies (110 Manufacturing and 134 Services), using a balanced panel data of companies, extracted from the Ace Equity database. Given that the findings are based



only on a small sample of firms which have declared their financial results so far, the results may be treated with caution.



It is encouraging to note that both Manufacturing and Services sectors have witnessed a sharp acceleration in sales growth in Q4: the Manufacturing sector grew by 7.7% as compared 0.4% in the same period last year. It remains to be seen if larger numbers of firms conform to this trend, and whether this is sustainable going forward at a time when both domestic and global demand remain subdued. In yearly terms, net sales in the Manufacturing sector grew by 6.5% in FY14, down from 10.5%. A turnaround in growth performance can be expected during

the current fiscal, assuming that the improvement recorded in Q4 is sustained.

Net sales in the Services sector in Q4 grew by over 22.4%, up from 14.1% in the same quarter of the previous year. Sustaining this momentum is important even as the rupee has assumed an upward trend against the US dollar, and economic growth continues to remain restrained. On a yearly basis, the Services sector in FY14 registered a sharp increase in growth of net sales to 22.7% from 17% in the previous year. Even though the growth of net sales of Services has been relatively impressive, the sector has shown a sharp deterioration in the expansion rate in the last few years. Its revival is critical for facilitating an overall acceleration in economic growth.

The performance analyzed in terms of Profit after Tax (PAT) exhibits an improvement in the financial results of companies at the aggregate level in the fourth quarter as well as in the previous financial year. On an aggregate basis, growth in PAT improved significantly to 23.1% in Q4 as compared to 11.9% growth in the same quarter of last year. This has been driven by a sharp improvement in the PAT growth of the Services sector to 38.1% as compared to 8.4% in the same quarter in the previous fiscal. However, across Manufacturing firms, PAT growth came down to 0.6% as compared to a growth of 17.8% in Q4 of the previous year. The plunge in PAT growth of the Manufacturing sector, despite the moderation in net sales growth, indicates a faster increase in input costs for the sector during the quarter under consideration.

A healthy growth of PAT in the Services sector during all the four quarters of the previous financial year helped the sector record 25.7% growth in PAT on a yearly basis in FY14, compared to 15.3% in FY13. However, Manufacturing, which saw its PAT growing merely by 3.4% in FY14, down from 8% in FY13, remains a major concern. Shrinking profit margins in Manufacturing, at a time when the sector requires massive investment for revival of growth, are not a good sign.

In sum, the performance of companies in terms of net sales in both Manufacturing as well as Services sectors shows an improvement in the fourth quarter of the previous fiscal. However, how far this recovery will be sustained will remain to be seen. Further, while firms at aggregate level have shown sharp improvement in PAT in the fourth quarter as well as during the previous financial year, the Manufacturing sector has registered a sharp decline in growth of profit margin, which is a matter of concern. ■

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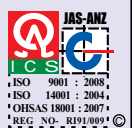
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CII Industry-IT Summit 2014

IT: Driving Growth in Indian Industry

The world has gone digital and technology adoption is driving performance improvement and increase in market reach. India must harness the power of the digital to drive the productivity, profitability as well as competitiveness of its industries. The **CII Industry-IT Summit 2014**, 'Technology: A catalyst in driving growth in Indian industry', deliberated upon the challenges that manufacturing and infrastructure organizations face in using IT; the prevailing levels of IT adoption, and the expectations from IT in the future.

Unveiling the 2nd edition of the Summit on 16 April in New Delhi, Mr Arun Maira, Member, Planning Commission, said that "The Manufacturing sector of our country has a long way to go. It needs to create more jobs and help increase the country's exports.

Small industries will play a key role in this. We have to help these small industries grow and create a healthy eco-system of small entrepreneurs, and recognize that they are the backbone of our economy. We have to help small industries help access technologies and build effective clusters by working cooperatively. The Indian IT industry needs to help enable SMEs. The State, the industries and the IT sector need to work together."

Manufacturing SMEs must become rapid learning enterprises and should become competitive through better process architecture, said Mr. Maira. Human assets are the only assets that appreciate in the Manufacturing industry, everything else depreciates, he added.



CN Raghupathi, Chairman, CII Sub-Committee on IT for Domestic Industry and Head – India Business, & VP, Infosys Ltd; **Neil Wilson**, Executive Director & Partner, PricewaterhouseCoopers India; **Arun Maira**, Member, Planning Commission; **Bhaskar Pramanik**, Chairman, CII National Committee on IT, ITeS & eCommerce, and Chairman, Microsoft Corporation (I) Pvt Ltd, and **Sujith Haridas**, Deputy Director General, CII, releasing the CII-PwC report on ‘Driving Growth in Indian Industry – Unlocking the Transformational Value with Technology,’ in New Delhi

The session clearly showed that while these sectors do have low IT adoption levels and are ridden with issues, there are opportunities for growth and development through process and governance restructuring. IT has a critical role to play in bringing about this transformation.

Mr Maira released the CII-PwC report, ‘Driving growth in Indian industry: Unlocking the transformational value with technology’ at the event. The report draws from what leading industry players are doing to address prevalent issues in order to streamline processes and drive growth in their organizations, to give a perspective of the real picture.

The report shows that IT is driving organizations in the infrastructure and manufacturing sectors to become more agile, more flexible, and more adaptive to redefine the way in which business is being conducted. Whether to leverage standard business applications or emerging technologies, industries today are constantly challenged to deliver solutions for problems and opportunities.

“Having grown manifold in size and matured in terms of service delivery capability and footprint over the past decade, the Indian IT industry is now at an inflexion point—and faces a unique opportunity to enhance its role as a value-adding partner to domestic industry as well. There is significant headroom in the addressable IT adoption opportunity for India Inc., and there are sizeable untapped opportunities across a wide spectrum of verticals like Manufacturing. We hope that this event will help develop an IT strategy blueprint for various sectors,” said Mr Bhaskar Pramanik, Chairman, CII National Committee on

IT, ITeS and eCommerce, and Chairman, Microsoft Corporation India.

Mr S D Shibulal, MD and CEO, Infosys, described IT as a great enabler for employment generation. Every sector needs to adopt technology as it can help build competitive advantage, close the development gaps in the country and thereby create more employment opportunities, he said.

IT is a catalyst to navigate through a challenging and volatile environment, said Mr Deep Kapuria, Chairman, CII National MSME Council, and Chairman, Hi-Tech Group. Pointing out that earlier in India growth was taken for granted, but now companies struggle for it, he urged companies to catalyze growth through technology and leverage the spirit of entrepreneurship for better growth.

Mr Neil Wilson, Chief Operating Officer, PwC India, said in his special address, “CEOs and CIOs have recognized data mining and analysis, mobile application for customers as strategic next-gen technologies for their sectors. This not only shows that India is well into the digital game but that industries are realizing the potential of emerging technologies to transform their business.”

In conclusion, Mr C N Raghupathi, Chairman, CII Sub-Committee on IT for Domestic Industry, and Head – India Business, & VP, Infosys Ltd, said, “This discussion on unlocking the transformational value of technology to revive India’s industries comes at a time when India’s GDP is more Service-oriented and less Manufacturing-oriented. There is a need to jumpstart the Manufacturing sector and enable infrastructure as well, since both are inter-dependent.”

Establishing Standards and Certification for IT Products

India has been recognized as an 'Authorizing Nation' under the Common Criteria Recognition Arrangement (CCRA) to test and certify Electronics and IT products with respect to Common Criteria standards. Dr. Gulshan Rai, Director General, International Common Criteria Conference (ICCC) said, during an interaction with the members of the 1st ICCC India Committee in New Delhi on 30 April, that this recognition would enable investment in setting up infrastructure and labs in India.

He invited Indian industry to play a larger and more active role in setting up testing labs in India. So far, India had the status of 'Consuming Nation' with respect to certification of Electronics and IT products.

Mr. N E Prasad, Director General, Standardisation Testing and Quality Certification (STQC) Directorate, said that India has demonstrated capability for testing. The STQC has established a Common Criteria Test Lab in Kolkata for testing of IT products up to the assurance level of EAL4, with independent accreditation from USA, he added.

Private industry players have a huge opportunity in setting up test labs in India, said Mr. Kiran Karnik, Chairman, CII National Committee on Telecom and Broadband, and Chairman, ICCC India Steering Committee.

The 15th ICCC Conference will be hosted by the Government of India, DeitY (STQC Directorate) and

organized by CII in New Delhi in September 2014. This ICCC international event will bring some of the most influential and innovative minds in business, government and academia, as also industry leaders, to converge in India to exchange experiences, policies, ideas and technology on Common Criteria Standards.

Certificate Authorizing Nation Status for India

India, along with other 16 countries, has become a member of the Common Criteria Recognition Arrangement (CCRA) as a Certificate Authorizing nation. The CCRA Management Committee voted to accept India as a certificate authorizing participant in the CCRA, joining 16 other countries. The STQC Directorate, Department of Electronics and Information Technology, Government of India, is the certification body for the CCRA in India.

The Common Criteria is a framework in which computer system users can specify their security functional and assurance requirements, vendors

can implement and/or make claims about the security attributes of their products, and testing laboratories can evaluate the products to determine if they actually meet the claims. In other words, Common Criteria provides assurance that the process of specification, implementation and evaluation of a computer security product has been conducted in a rigorous and standard manner.

The Common Criteria for Information Technology Security Evaluation (abbreviated as Common Criteria or CC) is an international standard (ISO/IEC 15408) for computer security certification. It is currently in version 3.1. revision 4. ■

The 15th ICCC Conference will be hosted by the Government of India, DeitY (STQC Directorate) and organized by CII in New Delhi in September 2014



Sujith Haridas, Deputy Director General, CII; **Kiran Karnik**, Chairman, CII National Committee on Telecom and Broadband, and Chairman, ICCC India Steering Committee; **Dr. Gulshan Rai**, Director General, ICCC, and **N E Prasad**, Director General, STQC, at an interaction in New Delhi

Business Opportunities in Digital Broadcasting



The Digital Radio Mondiale (DRM) system offers several benefits to listeners, manufacturers, broadcasters and regulators. It provides for improved audio quality, added data services, emergency warning alert, targeted advertising, and lower power costs. Globally, therefore, the trend is towards adoption of digital technology in communications and broadcasting. In keeping with the Government decision to transition to the digital mode of transmission, All India Radio (AIR) is switching from analogue to digital broadcasting in a phased manner with a target of complete digitization by 2017. The DRM is an open standard having a number of operating mode designed to utilize AM and FM broadcast bands. AIR already uses the technology for some of its international services. Digital transmissions are also being tested domestically.

CII recently organized a seminar on ‘**DRM: The Future of Indian Radio - Business Opportunities for Stakeholders**,’ to create visibility of the DRM standard amongst stakeholders, share the features and facilities offered by this standard, update manufacturers of transmitters and receivers on the know-how support from the DRM Consortium members, and share AIR’s plans for digitization of radio broadcasting. The seminar also flagged the very attractive opportunity for Indian industry to design, develop and manufacture cost-effective DRM receivers for both domestic and export markets, as also possible value-added services on the DRM receivers, and facilitated business meetings between developers/manufacturers and technology providers.

India is uniquely poised as it has both the market as well

as the technical know-how to manufacture digital radio receivers, said Ms Ruxandra Obreja, Chairperson, DRM Consortium, adding that it was time that Indian-developed and manufactured receivers were available to listeners.

Mr R K Budhiraja, Engineer-in-Chief, All India Radio, said that AIR plans to continue analogue and digital simulcast till 2016, and thereafter shift to digital broadcast. The installation of DRM transmitters was proceeding on schedule, he said, calling on industry to make receivers available by the first quarter of 2015. Mr R R Prasad, former Engineer-in-Chief, Prasar Bharati, looked back on the DRM test run in 2007, which had surpassed everybody’s expectations. There should, however, be an environment where the public have reason to buy digital receivers, he said.

Two key impediments identified were the non-availability of affordable receivers, and the lack of suitable content, including data. Mr Rajiv Kumar Shukla, Deputy Director General, All India Radio, said that the ethos of public broadcasting demands that all content should be suitable for all citizens. In addition, the diversity of languages and dialects in India has led to further demands and requests, he said.

Mr Yogendra Pal, Honorary Chairman, DRM Consortium, India Chapter, pointed out that radio is a mass medium because it is free and it is mobile. Going digital is the way forward, and this provides manufacturers with a huge market opportunity, he said.

Earlier, in his opening address, Mr Vinod Sharma, Chairman, CII National Committee on ICTE Manufacturing, and MD, Deki Electronics Ltd, said that electronic

consumption in India was a fraction of world consumption. However, the sector is looking at US\$ 400 billion of consumption by the year 2020, he said, urging Industry to realize the potential not only in terms of manufacturing but also in terms of providing jobs to many. ■



R R Prasad, Former Engineer in Chief, Prasar Bharati; **Vinod Sharma**, Chairman, CII National Committee on ICTE Manufacturing, and MD, Deki Electronics Ltd; **R K Budhiraja**, Engineer-in-Chief, AIR, and **Rajeev Kumar Shukla**, Deputy Director General, AIR, at a seminar on Digital Broadcasting in New Delhi



Ruxandra Obreja, Chairperson, DRM Consortium

Dialogue on Labour Laws



To further its policy work on the Roundtable Series 2014 for Micro, Small and Medium Enterprises (MSME), CII conducted a dialogue session on ‘Simplification of Labour Laws’, with MSME members, the Ministry of Labour and Employment, and the Ministry of MSME on 29 April in New Delhi.

Highlighting the critical importance of the MSME sector in creating employment opportunities, Mr Deep Kapuria, Chairman, CII National MSME Council, and Chairman, Hi Tech Group, called for a simplification of the current system of labour laws to suit the present and future MSME sector in India. Only when this is done can the current MSME contribution of 9% to GDP increase, he said.

Mr Anil Kumar Khachi, Joint Secretary, Ministry of Labour and Employment, shared his views on certain provisions laid down in the Constitution of India, relating to legislations under the Central and the State Governments respectively. A labourer has the right to a decent livelihood, since labour is that part of production which is not inanimate. It should, therefore, receive due respect, he said.

Agreeing with the suggestion made by CII to bring the labour compliance cost down, he said the Labour Ministry should be able to take this up with more suggestions from members. Talking about the current changes to the Labour Laws Act 1988, he said the number of returns for small establishments would reduce from 3 to 2 registers. The amendment bill for this has been passed in Parliament and should be taken up by the incoming Government, he said. He also said that a MSME Taskforce on Compliance had been set up

under the Ministry of Labour on the recommendation of the Indian Labour Conference in 2013.

Mr Khachi urged the SME sector to come up with more specific and focused issues exclusively concerning them: this would help the Working Group take the suggestions forward, he said, pointing to the need to build consensus for the various issues to be resolved.

Mr B K Sanwariya, Chief Labour Commissioner, Ministry of Labour and Employment, spoke about the Fundamental Rights of the working class in the Constitution of India. Today, there are 44 Labour Laws out of which 12 are enforced exclusively by the Central Government, he said. India, he pointed out, has been a founder member of ILO and follows the norms laid down

by ILO very sincerely.

Mr Jitesh John, Director, Ministry of MSME, said that the Secretary, Ministry of MSME, is a part of the Inter-Ministerial Tripartite Committee formed by the Ministry of Labour and Employment. Many MSMEs face harassment in self-certification. Therefore a situation where an enterprise could comply to the

compliances mentioned in the procedures involved in receiving self-certification could be introduced, he suggested.

Mr Varadan, COO, Aparajitha Corporate Services Ltd, set the context of the session by describing the key issues faced by SMEs related to compliance of labour laws, and sought suggestions to simplify these.

CII has prepared a post-session White Paper on the issues and suggestions raised during the discussions, which is to be submitted to the Ministry of Labour and Employment. ■



Jitesh John, Director, Ministry of MSME; B K Sanwariya, Chief Labour Commissioner, Ministry of Labour & Employment; Anil Kumar Khachi, Joint Secretary, Ministry of Labour & Employment; Deep Kapuria, Chairman, CII National MSME Council, and Chairman, Hi Tech Group; Sujith Haridas, Deputy Director General, CII, and K Varadan, COO, Factory Compliance and Consultation & Audit, Aparajitha Corporate Services Ltd, at the Dialogue Session on ‘Simplification of Labour Laws’, in New Delhi

Ethical Business Practices for SMEs



CII organized a Conference on ‘**Developing Competitive Advantage for SMEs through Ethical Business Practices**’ recently in New Delhi. Eminent personalities such as Ms Cristina Albertin, Head, United Nations Office on Drugs and Crime. (UNODC) Regional Office for South Asia, and Mr J M Garg, Vigilance Commissioner of India, engaged in close discussion with more than 100 delegates to identify areas where a Code for Business Ethics in industry can be implemented. The conference was moderated by Dr Sudhir Kapur, MD and CEO, Country Strategy Business Consultant P Ltd.

Mr Deep Kapuria, Chairman, CII National Council on MSME, and Chairman, Hi Tech Group, said that while most SME owners and managers are well-versed with the tangible benefits of adopting ethical business practices, the values and ethical principles that they advocate are usually implicit rather than formally expressed through ethics policies, codes and programmes. As a result, enterprise-wide ownership of ethical practices is lacking.

Ms Albertin stressed that removing corruption would be one of the biggest steps required to follow ethical business practices. SMEs have a big role to play in removing corruption, she said, pointing out that 90% of

the 75 million enterprises in the world are SMEs, and that corruption, including acts like bribery, takes away 3% of the world’s GDP (i.e. US\$1 trillion). She urged SMEs in India to adhere to the guidelines laid down in the United Nations Convention against Corruption to reduce corruption.

Mr J M Garg, with his experience in the banking and the Government sector, brought in a 360° view of the problems faced by Indian MSMEs relating to corruption and adhering to ethical business practices. Ethics stands for imbibing moral values taught to an individual at an early stage, he said. A key takeaway for small business entrepreneurs was to ensure that a correct invoice be done for any transaction, he suggested.

The conference aimed at answering questions related to Ethics in Business and the Code of Conduct to be followed by MSMEs in India, and to lay down a few important steps to build and implement into a formal ethics policy. The recommended steps that emerged are

- Identify and define the core values of the business
- Draw up a Code of Ethics
- Embed the Code in the organisation



Dr Sudhir Kapur, MD & CEO, Country Strategy Business Consultant P Ltd; **Cristina Albertin**, Head, UNODC Regional Office for South Asia; **J M Garg**, Vigilance Commissioner, India; **Deep Kapuria**, Chairman, CII National Council on MSME, and Chairman, Hi Tech Group, and **S Sen**, Principal Adviser, CII, at the Conference on ‘Developing Competitive Advantage for SMEs through Ethical Business Practices’ in New Delhi

Subsidies in Services

CII organized a seminar on ‘**Subsidies in Services: Analysis of Subsidies in Services Provided by Major Countries**’ on 4 April in New Delhi, to develop a better understanding of the subsidies provided in select Services by major developed and developing member countries of the WTO. The interaction followed a recent study conducted by the Department of Commerce, which analyzed the nature of the subsidies, the way in which they operate, and their likely impact on trade and investment. The interaction was held to place India’s subsidy schemes in a comparative perspective, and deliberate on ways to improve subsidy schemes in India’s Services sector and make it more competitive.

Dr Rajat Kathuria, Director and Chief Executive, Indian Council for Research on International Economic Relations (ICRIER), said that, unlike in the area of Goods trade, the General Agreement on Trade in Services (GATS) does not contain any substantive discipline on subsidies with respect to trade.



Dr Rajat Kathuria,
Director and Chief
Executive, ICRIER

The Agreement on Subsidies and Countervailing Measures (ASCM) has initiated discussions on subsidies in Services. However, given the differences between the Goods and Services trade, there are concerns about subsidies’ direct applicability to Services. Dr Kathuria noted that as per Article 15 of GATS, members of WTO have recognized that subsidies may have a distortive effect on trade in Services. Consequently, a commitment has been made to enter into negotiations to develop necessary multilateral disciplines to avoid such distortive effects. Thus, it is mandatory for members to exchange information concerning all subsidies related to trade in Services being provided to domestic providers. The study conducted, he explained, draws inferences about common practices and differences across countries like the UK, US, Canada and China, and analyzes the extent to which the incentives given are discriminatory in nature, and how these could be trade distortive.

We need to understand what other countries are doing to position their Services competitively, as also the key takeaways from their practices, said Prof (Dr) Rupa Chanda, IIM Bangalore. The paucity of available

information, and the categorizing of Services are major challenges that inhibit a detailed study of subsidies, she added.

Services exports and Services promotion are an active part of China’s trade promotion policy, observed Dr Chanda. She pointed out that, interestingly, while some schemes provided by the US are not discriminatory per se, the conditions that go into availing these subsidies make them potentially discriminatory, as they provide benefits to local providers in terms of employment, content, etc.

Dr Pralok Gupta, Centre for WTO Studies, shared that, with respect to Financial Services, most subsidies are implicit in nature and oriented towards bigger banks, which makes them potentially discriminatory within the country between different types of providers.

Dr Chanda and Dr Gupta said that, based on the assessment of subsidy measures provided for different Services by selected countries, it was observed that

- Countries mostly offer production subsidies as opposed to consumption subsidies to Service sector firms.
- Some subsidy programmes are aimed at promoting exports but very few are linked to export performance.
- Many subsidies are linked to setting up small and medium businesses and start-ups with common measures being tax credits, loans, grants, tax relief and / or exemptions, lower tax rates, and rebates.
- Incentives are mostly not specific and are of a generalized nature to reduce transaction or entry costs.

Dr Chanda explained the findings of the study and shared that most countries are moving towards granting non-discriminatory incentives in Services with effects which are likely to be implicit due to the nature of associated terms and conditions. Hence, they are hard to capture or countervail.

Dr Anupam Khanna, Chief Economist, NASSCOM, Mr TS Vishwanath, Principal Advisor, APJ-SLG Law Offices and Ms RV Anuradha, Partner, Clarus Law Associates, were amongst those who shared their insights at the seminar.



Knowledge & Innovation Initiatives



Intellectual Property Rights

6th Intellectual Property Awards

The CSIR Institute of Microbial Technology, Chandigarh; Bharat Heavy Electricals (BHEL); Crompton Greaves Ltd; and Bilcare Ltd, are the winners of the 6th National Intellectual Property Awards 2014. While the CSIR laboratory won the award in the category of 'Top R&D Institute in Healthcare Patents,' BHEL won in the category of 'Top Indian Public Limited Company in Patents.' Crompton was awarded as 'Top Organization in Design' and Bilcare as 'Top Organization in Trademarks.'

The annual National Intellectual Property (IP) Awards, constituted jointly by CII and the Indian Patents Office (IPO) six years ago, comprising ₹1 lakh in cash, a memento and a citation, recognize the use of IPRs as a strategic tool in commerce and industry.

Conferring the awards on the occasion of World Intellectual Property Day on 26 April in New Delhi, Mr. Amitabh Kant, Secretary, Department of Industrial Policy Promotion (DIPP), described IPR as the driving force for economic, social and cultural development through the creation of new and useful products and services. "For India to grow at a rate of 9 - 10% per annum, the Manufacturing sector needs to outperform by recording growth of at least at 14-15%. This can be achieved only by imbibing the spirit of innovation and creativity," he said. Indians need to change their mindset by moving away from frugal innovation, and strive for perfection in order to become world leaders, he declared.

By building intellectual capability, India could become a leading nation of the world, observed Mr. Sunil Kant Munjal, Past President, CII, and Chairman, Hero Corporate Service Ltd. He noted that the country, which, in ancient times had the intellectual ability to trade and contributed a number of scientific discoveries to the world, was, after 1947, left with only 1% of world trade.

Mr. Ramesh Datla, Chairman, CII National Committee on IPR, and MD, Elico Ltd, said that Indian innovation would successfully adapt to the dynamic changes that the environment brings, and sustain and build up the rich intellectual corpus that is the Indian legacy.

Justice Mr. S. Ravindra Bhat, Judge, Delhi High Court said that implementation of IP laws, which are a balance between creativity and public interest, is a challenge at different levels in India. He appreciated the work being done by the Intellectual Property Appellate Board, and opined that some of its orders were comparable to good judgments in other parts of the world.

Mr. Chaitanya Prasad, Controller General of Patents, Designs & Trademarks, said that the awards had been instituted to encourage creators/innovators of IP who have contributed to harnessing the country's intellectual capital and creating an eco-system that boosts creativity and innovation. This year, special awards had been introduced for IP officials to encourage them in their services, he added.

The awards were received by Mr B P Rao, CMD, BHEL; Dr Girish Sahni, Director, CSIR-IMTECH; Mr. Laurent Demortier, MD & CEO, Crompton Greaves Ltd; and



At the National Intellectual Property Awards 2014 ceremony in New Delhi

Dr. Praful Naik, Executive Director & Chief Scientific Officer, Bilcare Ltd, on behalf of their respective organisations.

Impact of Piracy in the Publishing Sector

CII hosted a second roundtable discussion on the ‘Socio-economic Impact of Piracy in the publishing sector’ on 15 April in New Delhi, to apprise the stakeholders of the progress made in the preparation of the report by CII on this subject, and to obtain their inputs for finalizing the report before submitting it to the Government.

Several notable publishing houses and lawyers made their representation at the roundtable discussion. Mr. G.R. Raghavendra, Registrar of Copyrights, Government of India, also attended the discussion.

The report seeks to quantitatively determine the level of piracy in the book publishing market in India and make appropriate recommendations to the Indian Government for tackling this menace.

Technology Partnerships

Andhra Pradesh Technology Development and Promotion Centre

IP Management for Electronics & IT Sector

The Andhra Pradesh Technology Development and Promotion Centre (APTDC) and CII, in partnership with the Department of Electronics and IT, Government of India, organized an executive programme on ‘Strategic Intellectual Property (IP) Management for Electronics and IT Sector’ on 16-17 April at Hyderabad.

Renowned speakers and expert faculty from Europe and India discussed IP management and tools which can be used by enterprises working in the software and electronics sector to generate a strategy for integrating R&D, Design, Manufacturing, and Marketing with IP for market leadership.

The inaugural session was addressed by Mr. Sanjay Jaju, Secretary, IT, Electronics and Communications, Andhra Pradesh.



At the programme on ‘Strategic Intellectual Property (IP) Management for Electronics and IT Sector’ in Hyderabad



Seminar on innovation in Technology Transfer in Agri Biotech and Life Sciences, in Hyderabad

Innovation in Agriculture, Agri Biotech and Life Sciences

APTDC and the National Research Development Corporation (NRDC), an Enterprise of the Department of Scientific and Industrial Research, Ministry of Science and Technology, organized a seminar-cum-interaction on the importance of innovation in technology transfer on 27 March in Hyderabad. The seminar focused on Agri Biotech and Life Sciences technologies to create awareness on the latest developments and availability of various technologies in agro-innovation, to identify promising ones for undertaking commercial exploitation.

Intellectual Property Rights & Biodiversity



Seminar on IPR and Biodiversity in Hyderabad

APTDC and CII, in association with the AP State Biodiversity Board, organized a seminar on IPR and Biodiversity focusing on IPR issues and concerns over Biodiversity on 28 March in Hyderabad. The first-of-its kind seminar was a learning platform on the procedures and practices in IPR for Industry and stakeholders using bio-resources.

Global Innovation & Technology Alliance India-ASEAN R&D Project Proposals

An Expert Committee meeting was recently held in Noida for the scientific, technical and financial evaluation of the India-ASEAN R&D project proposals received for funding support under the

ASEAN India Science and Technology Development Fund (AISTDF), in two focus areas:

- Mari-culture, bio-mining and bio-remediation technologies
- Combating Malaria

The Committee, including subject experts and senior representatives of the Department of Science and Technology (DST), Ministry of Science and Technology, and the Global Innovation and Technology Alliance (GITA) evaluated the proposals and gave its recommendations to the AISTDF Governing Council for endorsement.

AISTDF is a multilateral fund between India and ASEAN member States jointly supported by DST, and the Ministry of External Affairs (MEA), with an equal contribution of US\$ 500,000 by each ministry, totalling US\$ 1 million. GITA has been designated to manage this fund on behalf of the Government of India. The activities supported under AISTDF include partnership development; collaborative R&D projects; training and short courses in Science and Technology and Innovation; portals and virtual Institutes for information dissemination and services; and other activities as approved by the Governing Council.

India-Israel Initiative for Industrial R&D (i4RD)

The annual Request for Proposals (RFP) for Collaborative Industrial R&D, under the India-Israel Initiative for Industrial R&D (i4RD) programme, was announced in June 2013 by the Global Innovation and Technology Alliance (GITA) in India and MATIMOP in Israel, on behalf of the two governments.

From the Indian side, a Project Evaluation Committee recently met in New Delhi to evaluate and grade the proposals received, and recommend potential projects for possible funding support.

The programme offers funding up to 50% of the total eligible national cost of the project with a limit of ₹1.5

crore per project from the Indian side. Industry may receive up to 50% of its part of eligible national cost by way of soft loan (@3%) repayable upon successful completion of the project. Partnering public-funded academic/research organizations (if any) could receive grants-in aid up to 100% of their part of eligible national cost in the project.

The i4RD RFP 2013 was open to all projects, including those on science and technology development leading to commercial success, social good and benefit to both countries, based on merit, with specific focus on the following technology areas:

- Renewable Energy: Off-grid micro solar systems; large scale solar systems; biomass based power; smart grids
- Water Management: Water treatment technologies, water reuse and recycling, desalination; water supply and distribution, water leak detection, loss reduction
- Affordable Healthcare: Non-invasive diagnostic devices, particularly for women and children health (anaemia, nutrition) and diabetes; ICT applications for Medicine / Healthcare.

Tamil Nadu Technology Development and Promotional Centre

TECHfluence-2014

The 2nd edition of TECHfluence – A Technology Carnival, was jointly organized by the Tamil Nadu Technology Development and Promotion Centre (TNTDPC) of CII and Sathyabama University in Chennai recently. This event sought to establish effective collaboration between Industry and institutions, to complement each other's resources, capacities and challenges. The event included an Innovation exhibition-cum-competition, which showcased more than 93 innovations for evaluation, as well as a seminar on Design and Product Development. ■



At TECHfluence – A Technology Carnival, in Chennai

CII-AVANTHA Centre for Competitiveness for SMEs



Energy Audits

The Energy Audit team of the CII-AVANTHA Centre for Competitiveness for SMEs conducted detailed energy audits at Sharp Chucks Machines Ltd, Jalandhar, Punjab, and Haldiram Snacks Private Ltd, Rudrapur, Uttarakhand, to detail an action plan for optimizing energy consumption and energy efficiency in these units. The audits were conducted from 1-3 April and 15-17 April respectively and focused on devising more energy conservation measures. It was found that both units had an overall saving potential of about 10-12% within four months.

At Sharp Chucks it was found that the saving potential in Compressed Air Systems is about 25-30%. After thermography of plant equipment like furnaces, core making machines and electrical panels, a detailed action plan to minimize heat loss through proper insulation was proposed.

Haldiram already scores high as a Green Plant. The audit offered proposals in relation to steam boilers, hot water generators and the electric distribution system to further enhance the energy efficiency of the plant.

Supplier Cluster Launch

A Supplier Cluster for 10 suppliers of Omax Autos was launched on 4 April at Manesar, Haryana. Two Omax



Supplier Cluster launch for Omax Autos Suppliers, in Manesar

plants were inducted into Cluster activity in the last financial year, and Clusters for the remaining units will be launched next month. The results achieved during the four month journey have surpassed expectations.

Corrosion Protection and Finishes

The Bureau of Indian Standards conducted the 13th Meeting of the Corrosion Protection and Finishes Sectional Committee on 11 April in Bangalore. The



At the 13th Meeting of the Corrosion Protection and Finishes Sectional Committee, in Bangalore

members were apprised about the progress of work of the panels identified for examining Indian Standards, relating to electroplating, passivation of stainless steel, corrosivity of atmosphere, and corrosion of buried pipelines, and galvanizing.

7 QC Tools & Competitiveness

The 7 QC Tools, used all over the world by quality-conscious companies, form the foundation for all problem solving and quality control activities, and are an important element of Lean Manufacturing. These tools use statistical techniques and knowledge to accumulate and analyze data. A training programme on '7 QC Tools-Essentials of Lean Manufacturing' was held on 23 April in Gurgaon. The programme focused on how to reduce rejects, customer complaints and warranty claims thereby reducing the cost of internal non-conformities.



Training programme on 7 QC Tools, in Gurgaon

Manufacturing Excellence

A programme on 'Manufacturing Excellence' was conducted at Khasa Distillery Co., Amritsar, on 28 April to launch a two year long journey to enhance the internal competitiveness of the organisation. Topics like 5S, Kaizen and 3M were discussed during the event. ■

CII Sohrabji Godrej Green Business Centre

Green Landscape Summit 2014

The 4th edition of the Green Landscape Summit 2014 was held on 25 - 26 April in Pune.

A plaque was presented to the Bangalore-based Velankani Technology Park, which has earned the unique distinction of becoming India's first Indian Green Building Council (IGBC) Platinum-rated landscape project. Some of the key Green features of the Park are:

- Over 50% of total landscape area planted with native and drought-tolerant species
- 54.6% of rainwater generated on-site harvested and re-used on-site
- 100% of the water required for irrigation sourced from treated grey water and harvested rainwater
- More than 70% of the landscape area designed to attract habitat
- Designated spaces such as walkways, sports amenities and an amphitheatre to promote health and wellbeing
- Organic waste collected from the surrounding IT companies for treatment at the bio-gas plant.



Participants at the training programme on the GreenCo Rating System in Hyderabad

The GBC organized an Awareness Programme on GreenCo Rating System on 16-17 April in Hyderabad to share best practices on GreenCo concepts, including product stewardship, life cycle assessment, Green supply chain, renewable energy, and material conservation, and facilitate stakeholders' implementation of Green strategies.

Green Building Rating Systems

An advanced training programme on Green Building Rating Systems, held on 22 and 23 April in Chennai, shared concepts and best practices in Green Buildings, and generated awareness about IGBC Green Building Rating Systems.

Training Programme on Energy Efficiency

A two-day advanced training programme on Energy Efficiency on 24 - 25 April in Gurgaon, disseminated the latest techniques and advancements in the field of Energy Management, provided information on energy saving ideas, and highlighted the managerial skills required to sustain energy conservation activities. ■



At the Green Landscape Summit 2014 in Pune

GreenCo Rating System

The GreenCo rating is a holistic system, the first of its kind in the world, to measure and monitor the environmental impact of a company's operations. It can be applied across industry sectors in both Services as well as Manufacturing companies.



Programme on Energy Efficiency in Gurgaon

CII Naoroji Godrej Centre of Excellence

The Shainin Approach

A workshop held on 3 - 4 April, showed participants how to apply the eight techniques of Design of Experiments (DOE) or 'Shainin' in a generic problem-solving framework, and to appreciate how these fit in a road map of variation reduction. They also learnt the role of Process Certification, Positrol, Poka-Yoke and Pre-Control in holding the gains after problem-solving.

Predictive & Preventive Maintenance

The workshop held in Mumbai on 4 - 5 April explained the concepts, methods and implementation of Preventive and Predictive Maintenance, and the use of modern technologies in maintaining equipment.

Lean Supply Chain

A Lean Supply Chain applies lean principles to make the supply chain more responsive, aligning the various partners across the supply chain to create value for the stakeholders, whereby the collective efforts of the partners increase their economic value as well.



Programme on Supply Chain Management in Mumbai

A programme on 10 - 11 April helped the participants to identify wasteful activities across supply chains, and understand the application of lean principles to eliminate such activities, as also the key processes and measures to

achieve agility and efficiency in the supply chain.

Competency-based Interviewing Skills

Effective selection interviews contribute to top performance and productivity through the recruitment of the most competent candidate for the role. A programme held on 11 - 12 April, provided HR professionals the knowledge and skills to conduct an effective interview using the 'Behavioural Model' approach. It included assessment and selection processes, hiring strategies, types of interviews; competency-based selection, interviewing skills, behavioural assessment, and finally, reference checks.

Projects under Deemed Exports

A workshop held on 17 April provided insights related to project imports, project exports and supplies to projects under deemed exports. It also discussed provisions related to physical exports and deemed exports in Foreign Trade Policy, indirect tax management, customs and excise duty through provisions of Foreign Trade Policy; the mechanism of advance authorization, EPCG authorization and the latest changes, implications and remedies for claiming deemed export benefits (past, present and future).

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CII-Jubilant Bhartia Food and Agriculture Centre of Excellence



At the Training Programme on Food Safety & Supply Chain Management of Spices & Botanical Ingredients in Hyderabad

Training Programme on Spices: Phase III

India is one of the major exporters of spices to the US, and worldwide. The export of spices from the country has shown an upward trend year on year with an annual growth rate of 12% in volume and 22% in value, as presented by the Spices Board.

As the US is dependent on India for the import of quality spices, there has been a strong emphasis on capability-building among stakeholders in the Spices Supply Chain through collaborative training.

The Collaborative Training Centre (CTC) on Food Safety and Supply Chain Management of Spices and Botanical ingredients, is running a 'Train The Trainer' programme jointly administered by the US Food & Drugs Administration (USFDA) through the Joint Institute for Food Safety and Applied Nutrition (JIFSAN) at the University of Maryland, USA, the CII-Jubilant Bhartia Food and Agriculture Centre of Excellence (CII FACE) and the Spices Board of India.

After successful completion of Phase I and II, the programme has now entered Phase III. While three programmes have been completed (two in the North East and one in Kerala) for Horticulture Officers, the programme was conducted for the Spice Trade, Industry

and Exporters, for the first time, on 20 and 21 March in Hyderabad.

More industry programmes from the CTC cell are being planned in May, June and July.

Quality Mega Week Programme

As part of its ongoing exercise to develop Food Safety and Quality capability among industry professionals through cost effective training, CII FACE launched its first-ever Quality Mega Week Programme in Hyderabad between 24-27 March.

Hyderabad has many Small and Medium Businesses in the bakery sector. The safety of food ingredients, processes, and products, and the statutory and regulatory requirements in the bakery sector, were the highlights of the back to back programme, which covered capacity building of laboratory personnel, as well as personnel from manufacturing, hospitality and bakery industries.

Faculty from the Edwards Food Research and Analytical Centre, Kolkata, described advances in testing foods for Food Safety.

The CII Certificate Course on ISO 22000 Internal Auditor Training was also held in Hyderabad.

Based on the success and excellent feedback obtained for this initiative, the next in the series of the Quality Mega Week programme will be held in New Delhi between 23 - 27 June.



Participants at the Mega Week Internal Auditor Training Programme on Food Safety Management Systems in Hyderabad

CII Institute of Quality

**INSTITUTE
of QUALITY**
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Chemical Safety: Standards and Regulations



The CII Institute of Quality, with Sustainability Support Services, (SSS) (Europe) AB, Sweden, as the knowledge partner, organized a seminar on 'Chemical Safety: Standards and Regulations' in Mumbai on 25 April.

The seminar was a continuation of an earlier series of seminars organized by CII and SSS in 2011 to create awareness on the European Regulations on Registration, Evaluation, Authorisation and Restriction of Chemicals (REACH). Post the promulgation of REACH regulations, there have been many developments in the regulatory scenario world over, making it necessary to take a fresh look at the requirement to regulate the production and import of unsafe chemicals in India.

The seminar highlighted the current developments relating to the chemical safety regulations and standards established in different parts of the world and discussed strategies to help the Indian chemical industry meet global requirements and remain export competitive.

Prof. G.D. Yadav, Vice-Chancellor, Institute of Chemical Technology, Mumbai, in his inaugural address, introduced the concept of managing chemical safety at the molecular design level through better understanding of chemical behavior, as a better and more cost effective approach than traditional methods of applying downstream safety factors in production, supply and use. He also suggested the use of safer alternatives of

toxic chemicals as well as safer processing methods.

Mr Sapan Ray, Sr. Vice President, Reliance Industries Ltd, spoke on the impact of technical regulations on the Indian chemical industry. He stressed the need to 'adopt, adapt and align' Indian regulations with those of other countries worldwide. This would enable India to have a regulation in place for chemicals, while pursuing its domestic policy objectives, he said.

Mr Shisher Kumra, Executive Director, SSS, spoke about the advantages that companies had derived by complying with the REACH regulations, such as substantial increase in exports to Europe; as well as the cost disadvantage faced by Indian SMEs due to a differential classification system.

Mr Giles Hobson, Business Manager, National Chemical Emergency Response Centre (NCEC) UK, presented the 24 hour emergency response helpline services being managed by his organization on a worldwide basis and appealed to Indian industry to pay as much attention to chemical accidents during transportation as is given to workplace safety.

Dr Rakesh Dubey, Director, Disaster Management Institute, outlined the history of Indian regulations on chemical safety triggered by the Bhopal gas tragedy, and analyzed how these compare with regulatory frameworks of developed countries today.

Dr. R.K Jha, Head Chemical Division, Bureau of Indian Standards, (BIS), spoke about the work being done by BIS and acknowledged the need to further develop and upgrade existing chemical standards and codes. Good standards would help India evolve into an industry-friendly chemical regulator, he said.

The Seminar concluded with the view that there was an urgent need to develop consensus among various ministries and other stakeholders for effective chemical safety regulation in India. It also reiterated the need to build capacity in Indian industry to meet global regulatory challenges.



Sapan Ray, Sr. Executive Vice President, Reliance Industries Ltd; **Anupam Kaul**, Principal Counselor, CII; **Dr. G.D. Yadav**, Vice Chancellor, Institute of Chemical Technology, Mumbai, and **Shisher Kumra**, Executive Director, Sustainability Support Services (Europe) AB, Sweden, at the Seminar on 'Chemical Safety: Standards and Regulations' in Mumbai

For more details on Chemical Regulations and REACH, please contact anupam.kaul@cii.in

National Conclave on Operational Excellence

The CII Institute of Quality (CII IQ) organized its first National Conclave on Operational Excellence on 10 April in Chennai, with the theme of 'Operational Excellence for Business Growth & Enhancing Stakeholder Value.'

A CII-Frost & Sullivan White Paper on the theme was released by Mr N Kumar, Past President, CII, Chairman, CII Institute of Quality, and Vice Chairman, The Sanmar Group, in the presence of Mr Anantha Subramaniam, Associate Director - South Asia and Middle East, Manufacturing & Process Consulting, Frost & Sullivan, and Mr L Krishnan, Conclave Chairman, and MD, Taegutec India P Ltd.



Anantha Subramaniam, Associate Director - South Asia & Middle East, Manufacturing & Process Consulting, Frost & Sullivan; **L Krishnan**, Conclave Chairman, and MD, Taegutec India P Ltd, and **N Kumar**, Past President, CII, Chairman, CII Institute of Quality, and Vice Chairman, The Sanmar Group, at the National Conclave on Operational Excellence in Chennai

The CII IQ, in partnership with Frost & Sullivan, Knowledge Partners for this conclave, presented the cross-learning and segment-specific experiences of performance improvement journeys through the sharing of case studies and panel discussions.

The conclave discussed the role and importance of innovation in implementing and sustaining Operational Excellence (Op Ex); effective

deployment of strategy; implementing Op Ex on the shop floor; Op Ex in supply chain and logistics (best practices) and total employee involvement. ■

For more details, please contact Mamta Rai at the CII Institute of Quality, at mamta.raii@cii.in

CII Suresh Neotia Centre of Excellence for Leadership



Using Lean Six Sigma

Many organizations face challenges around the issues of competitive pricing, productivity and quality improvement and reduction in operational costs. The CII Suresh Neotia Centre of Excellence for Leadership, and The American Society of Quality (ASQ) came together on 30 April to organize a workshop on 'Improving Economics of Quality, Using Lean Six Sigma' in Kolkata. The workshop explained how quality applications make business sense, and how the application of Lean Six Sigma principles can drive huge savings in costs, leading to more satisfied customers and employees. ■

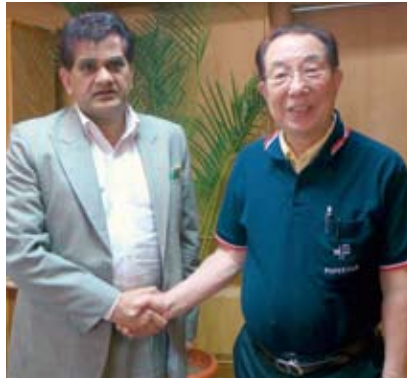


Workshop on 'Improving Economics of Quality, Using Lean Six Sigma' in Kolkata

Visionary Leaders for Manufacturing Programme



Prof Shoji Shiba, Chief Adviser, VLFM, called on Mr Amitabh Kant, Secretary, Department of Industrial Policy and Promotion (DIPP), on 15 April in New Delhi, to brief him on the Visionary Leaders for Manufacturing Programme. The



Amitabh Kant, Secretary, DIPP, with Prof Shoji Shiba, Chief Adviser, VLFM, in New Delhi

programme has two key components: Senior Manager's course, and 1000 Visionary SME course.

Mr Kant was very impressed with the results of the VLFM programme, and offered his full support. He felt that the initiative must scale up to meet the needs of Indian Manufacturing.

1000 Visionary SME Project- Batch IV

The Visionary SME programme, Batch IV, a one year project-based programme being undertaken in two locations, Gurgaon and Chennai, is expected to conclude in July 2014 when the group will graduate, and take an oath to continue their lifelong learning and practice of the 'win-win' relationship.

Addressing a module in Chennai, Mr. Takeyuki Furuhashi, Chief Faculty, VSME, Japan International Cooperation Agency (JICA), shared ideas on how to capture the customer's requirement and convert it into implementing the production and procurement flow.

Mr. MK Singh, Plant Head, Gabriel, Pune, explained



Participants of the VSME programme, at a module in Chennai

how the VSME learnings were being diffused in his plant and in his entire supplier network.

The next module, combined for Tier 1 and Tier 2, will focus on one cell/ line.

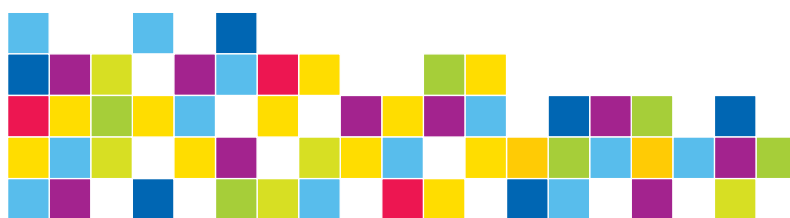
Batch V for 1000 Visionary SME Course- Batch V

Companies joining the 1000 Visionary SME one year transformational programme are selected through a very rigorous process to ensure that they have the mind-set to change, identify the real business issues, and then understand how the programme will benefit them. This involves a two hour visit to each company including an interaction with the CEO, company visit and problem identification, by the VLFM team.

Batch V will kick off with the CEOs programme in June 2014.



VLFM team at the Hero Cycles unit in Ghaziabad



Panel Discussion on Youth Entrepreneurship in Coimbatore

Coimbatore

To commemorate the achievements of young entrepreneurs, Young Indian (Yi) partnered with the Times of India and Coimbatore Innovation and Business Incubator to release a coffee table book titled 'Young Turks' on 16 April. The book presents inspirational biographies under sections like innovation, entrepreneurship, enterprise building and business creation, and technology. The launch was followed by a stimulating panel discussion on 'Youth Entrepreneurship.'

Goa

Young Indians (Yi) Goa, along with the Rotary Club of Ponda, New Generation, and the Indian Red Cross Society, Goa, organized a health check-up camp in Murdi Khandepar village, Ponda, on the occasion of World Health Day on 7 April. Around 119 people from the village participated in the camp.



Healthcare Camp on World Health Day, in Ponda, Goa

Ludhiana

The 'Show the Ink, See Prices Sink Programme'



Launch of the 'Show the Ink, See Prices Sink' campaign in Ludhiana

was conducted as a national campaign across 32 cities, to increase voting participation. The initiative was launched in Ludhiana on 27 April, and received widespread support.

Patna

Yi Patna joined other associations to conduct the Gautam Buddha International Film Festival, a programme supported by UNICEF. Young Cuts, a one-day Workshop on Film Making, was also organized for students on 20 April.

Thiruvananthapuram

Yi joined hands with Terumo Penpol and SARSAS (Save A Rupee, Spread A Smile) to organize a Blood Donation Campaign on 5 April as a part of World Health Day celebrations. The programme included poster designing competitions and street plays.

Vadodara



Human Chain for Voting Awareness in Vadodara

Yi linked up with four organizations on 27 April to form a 15 km human chain, 'Gaurav Sankal', with participation from several professional and local bodies, to increase awareness and urge citizens to exercise their constitutional right to vote. Besides street plays, a bikers' rally and flash mobs, the occasion also had bands playing music on numerous stages exclusively set up for the occasion. During the event, Yi members raised slogans encouraging people to vote. While weaving its way through the city, the human chain swelled up to 15,000 individuals. However, traffic on the streets was not disrupted. ■



Asia



Ajay S Shiram, President, CII, and Chairman & Senior Managing Director, DCM Shiram Consolidated Ltd, presenting a memento to **Rokia Afzal Rahman**, President, Metropolitan Chamber of Commerce & Industry, Bangladesh, in New Delhi

Bangladesh

Building Ties with Bangladesh

"CII is committed to building a strong relationship with Bangladesh. The expanded trade and investment between the two countries will be critical to providing a sustainable foundation to this effort," said Mr. Ajay S Shiram, President, CII, and Chairman & Senior Managing Director, DCM Shiram Ltd, at an interaction with a business delegation from the Metropolitan Chamber of Commerce & Industry (MCCI), Dhaka, Bangladesh, led by its President, Ms Rokia Afzal Rahman, on 12 April in New Delhi.

Speaking on the occasion, Mr Chandrajit Banerjee, Director General, CII, said that CII is committed to further strengthen its relationship with MCCI, the oldest and most renowned business organization of Bangladesh. CII, he added, would renew its MoU with MCCI during the proposed

visit of a CII CEOs delegation to Bangladesh on the occasion of the 110th anniversary of the organization in October. He invited MCCI to visit the CII Centres of Excellence, which could help its members in Energy, Leadership, Sustainability, Clusters for SMEs etc.

Appreciating CII's partnership with MCCI and its initiatives to promote bilateral trade and economic cooperation between India and Bangladesh, Ms Rokia Afzal Rehman agreed to hold investment road shows in different parts of India jointly with the Board of Investment. She also welcomed the CII proposal to send sectoral delegations, such as Agri and Agri-processing and Healthcare, to Bangladesh.

Other members of the delegation included Mr Kamran T Rahman, Board Member, MCCI, and Mr Farooq Ahmed, Secretary General, MCCI. Mr. Mahbub Hassan Saleh, Acting High Commissioner of Bangladesh, and Dr. (Ms) Nahid Rashid, Commercial Counsellor, from the Bangladesh High Commission, were also present at the meeting.

Hong Kong

India Show in Hong Kong

CII, in association with the Ministry of Commerce and Industry, the Indian Consulate in Hong Kong, and with the support of the Indian Chamber of Commerce Hong Kong, organized an 'India Show' in Hong Kong which



N Ravindranathan, Joint Director, Texprocil; **Prashant Agrawal**, Consul General of India to Hong Kong; **Asit Tripathy**, Joint Secretary, Ministry of Commerce & Industry, India; **Sanjeet Singh**, Director, Ministry of Commerce & Industry, India; **M Arunachalam**, Chairman, Indian Chamber of Commerce Hong Kong, and **Rajesh Rawat**, Deputy Director, Export Promotion Council for Handicrafts, at the Seminar on Building Trade and Investment Linkages with India in Hong Kong



Prashant Agrawal; Sanjeet Singh; Asit Tripathy; Chandrajit Banerjee, Director General, CII, and **Tommy Wong,** President, Global Sources, inaugurating the India Show Hong Kong, in Hong Kong

was held concurrently with the Hong Kong Spring Fair 2014, Asia's largest Spring Fair, from 27 -30 April.

A business seminar, with the focus on promoting trade and investment between India and Hong Kong, was organized as part of various activities held on the occasion of the India Show.

India - Hong Kong bilateral trade in 2012-13 stood at \$ 20.186 billion, with India having a trade surplus of \$4.37 billion with Hong Kong in 2012-13. At present, investment from Hong Kong into India is \$ 1.2 billion, which is quite low given the business potential and opportunities.

Senior officials of the Ministry of Commerce, India, presented the diverse business opportunities available in India at the seminar, which was attended by over 100 delegates from leading business enterprises, business chambers and buying houses of Hong Kong.

In his keynote address, Mr Asit Tripathy, Joint Secretary, Ministry of Commerce, India, stated that the Special Economic Zone (SEZ) scheme of the Ministry of Commerce and Industry provides an opportunity

for foreign companies to develop multiproduct manufacturing. He suggested that Hong Kong, with close business relations with China, can be a bridge to link the two leading economies of Asia – India and China, which have a huge consumer base.

Mr Prashant Agrawal, Consul General of India in Hong Kong, said that India's Look East Policy and focus on the Asian region, the East Asia region with Japan, and China, and an FTA with Singapore, Japan and South Korea, has helped boost trade linkages. Hong Kong has traditionally played an important role as a gateway for Indian products into other economies, including Mainland China, he said.

Mr Sanjeet Singh, Director, Ministry of Commerce, invited business enterprises of Hong Kong to invest in India, which has a vast and diverse market, and a large young population.

Mr N Ravindranathan, Joint Director, Texprocil, presented the opportunities that India has to offer in the textiles sector.

Mr M Arunachalam, Chairman, Indian Chamber of Commerce, Hong Kong, said that India needs to provide a single window to facilitate foreign investment. This would give greater confidence to foreign investors, he added.

The Hong Kong Spring Fair 2014 had over 2700 booths and buyers from over 114 countries.

The 'India Show' attracted participation from over 100 Indian companies and 200 participants from Industry, Government, and the Arts, to showcase Indian innovations to enhance business opportunities between India and China. The Show included one-on-one business meetings, a Wine Festival organized by the Agricultural and Processed Food Products Export Development Authority (APEDA), and an India Evening.

Commonwealth of Independent States

Kazakhstan

Business Delegation from Kazakhstan

CII organized a business meeting with a high level delegation from Kazakhstan on 21 April in New Delhi.

On behalf of CII, Mr V Sivakumar, Executive Director, Sun Group Enterprises Ltd, in his welcome remarks, said that bilateral trade between India and Kazakhstan, the largest economy in Central Asia and the second largest amongst the Commonwealth of Independent States, has grown to



Meeting with business delegation from Kazakhstan, in New Delhi

US\$ 426.22 million in 2012-13 from US\$ 113 million in 2005-06. India primarily exports traditional items like coffee, tea, and spices to Kazakhstan, apart from pharmaceuticals and textiles.

He added that a CII Business Delegation, during a visit to Kazakhstan in March 2014, found scope for diversifying India's exports to Kazakhstan, especially in sectors such as food and meat, construction machinery, Information Technology, oil and gas machinery, chemicals, pharmaceuticals, and engineering services.

The Kazakh delegation included representatives of companies engaged in construction and machinery,

transportation, meat, cargo, water purification, and bio-chemicals, etc.

Senior representatives of leading Indian companies including Ashok Leyland, Larsen & Toubro Ltd, Hind Agro Industries Ltd., Allanasons Ltd., etc. attended the meeting and had B2B interactions with the visitors.

Mr Mehmet Ali Seker, Vice President, Turkish Indian Chambers of Commerce & Industry, was also present at the meeting.

Gulf, Middle East, West Asia and North Africa



Deepak Premnarayan, Co-Chairman, CII Gulf, Middle East and North Africa Committee, and Executive Chairman & Founder, ICS Group, and **Anil Trigunayat**, Ambassador of India to Libya, with **Ezzidine Mohammed Al Awami**, First Deputy President of Libya, in Tripoli

Libya

CII Business Delegation Visits Libya

A 16-member CII Business Delegation led by Mr Deepak Premnarayan, Co-Chairman, CII Gulf, Middle East and North Africa Committee, and Executive Chairman and Founder, ICS Group, visited Libya from 5-8 April with a view to strengthen trade relations between India and Libya.

Interacting with the delegates, Mr Anil Trigunayat, Ambassador of India to Libya, said that over the past decades, Indian companies have executed many projects – building hospitals, houses, schools, roads, power plants, airports, dams, transmission lines, etc. in Libya. There is much scope to widen and deepen the bilateral trade basket, he said, urging Indian Industry to invest more and bid for various projects under offer in the country.

Mr Ezzidine Mohammed Al Awami, First Deputy President of Libya, in an exclusive



Naser Bashir Ben Nafaa, Chairman, Libyan Business Council (LBC), and **Deepak Premnarayan**, signing the MoU between CII and the LBC in Tripoli

interaction with the delegation, appreciated the support of India and its people when Libya was going through tough times. He offered 2000 promising projects in Libya, other than oil, to India for execution.

Mr Premnarayan suggested a skill development initiative for development and self-employment, and greater cooperation in the SME sector. He urged Libya to consider long term visa schemes for investors to promote investment into the country.

An MoU was signed between the Libyan Business Council (LBC) and CII during the visit, to enable the growth of trade and commerce between India and Libya.

The Mission to Libya was a significant step in connecting Indian businessmen in various sectors with their counterparts in Libya, to explore commercial opportunities.

The CII delegation included representatives from Aptech Ltd, Aquasab Engineering, Fabtech Technologies International Ltd, Harrisons Malayalam Ltd, Mohan Mutha Exports Pvt Ltd, M Kumar Group, The Oilstone Technologies, Psychotropics India Ltd; Punj Lloyd, RKG Group, Sance Laboratories Pvt Ltd and Weld Alloy Products Ltd.

Malta

Business Delegation to Malta

A 7-member CII delegation, with interests in ICT, pharmaceuticals, education, welding electrodes and assembly, security, financial services, and tea, visited Malta on 8-9 April. Jointly coordinated by CII, the Consul of India in Malta, Malta Enterprise, the Malta Chamber of Commerce, Enterprise and Industry, the Ministry of External Affairs, India, and the Ministry of Economy, Investment and Small Business, Malta, the visit sought to enhance trade, economic and bilateral between India and Malta.

An MoU was signed between CII and Malta Enterprise

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02-06 June, 2014 | Gurgaon
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CII Delegation with **C Cardona**, Minister of Economy, Investment and Small Business, Malta, and **Johann J Cuschieri**, Consul General of India in Malta, in Valetta

on 8 April at Valetta.

Mr Anil Trigunayat, the Indian High Commissioner to Malta, called on Indian entrepreneurs to create projects in Malta to effectively leverage the vast natural resources available there. With the Maltese economy looking promising, the time is ripe for Indian enterprises to acquire or build relations with foreign firms in order to leverage their market network and business relationships, he said.

At a meeting with Mr C Cordona, Minister of Economy, Investment and Small Business, Malta, the Indian High Commissioner apprised him of the forthcoming visit of the Vice President of India to attend the celebrations of the 50th year of India – Malta diplomatic relationship in 2015 during the CHOGM Summit. A high-level delegation of successful Indian businesswomen is also likely to visit Malta during this time.



Dr Mrio Vella, Chairman, Malta Enterprise, with **Gurpal Singh**, Principal Adviser and Head, CII Gulf, Middle East, West Asia and North Africa, in Valetta

Malta, though a small country, offers advantages to Indian companies including its membership of the EU, Schengen and Commonwealth, and its democracy – which India also shares. Trade has now become more sophisticated, covering items such as marine products, drugs and pharmaceuticals, and chemicals, among others. However, the bulk of trade is the import of energy supplies for India. There is, therefore, much scope to widen and deepen the bilateral trade basket. Besides Skill Development initiatives to generate employment and self-employment, there is scope for SME cooperation too.

It is envisaged that the visit of the CII business delegation will lead to capacity-building in supply chain and logistics, institutional collaborations between industry and universities for enhancement of competencies, and the creation of innovative business models based on the needs of both countries.

India REGIONAL R O U N D U P

East

Doing Business with Canada

8 April, Kolkata



Vioesh Oberoi, Chairman, CII Eastern Region, and CEO & MD, mjunction Services Ltd; **Stewart Beck**, High Commissioner of Canada to India, and **R Adm (Retd) A K Verma**, Deputy Chairman, CII Eastern Region, and CMD, GRSE Ltd, at an interaction in Kolkata

Canada has identified food security, energy security, education and infrastructure as the four key areas for doing business with India, said Mr Stewart Beck, High Commissioner of Canada to India, at an interaction with CII members. Canada can not only bring efficiency into the food processing industry and agricultural logistics but is also keen to help India in upgrading clean technologies and waste water management, he said. Innovation and entrepreneurship are important areas where Canada can contribute, he added.

Noting that Canada is keen that Coal India invests in the country, chiefly in metallurgical and coking coal, he urged that regulatory hurdles be removed to attract Canadian investors to the mining sector in the Eastern Region. In 2013, bilateral trade was around \$5.5 billion with a growth of 12% over the past year, he said, adding that "we expect higher growth this year."

Mr Vioesh Oberoi, Chairman, CII Eastern Region, and CEO & MD, mjunction Services Ltd, said that Canada's labour shortages can be complemented by India's educated and skilled workforce, while India's dire need for strong infrastructure presents huge business opportunities for Canadian firms.

R Adm (Retd) A K Verma, Deputy Chairman, CII Eastern Region, and CMD, GRSE Ltd, described the role of CII and the Canadian Council of Chief Executives (CCCE) in building various platforms to facilitate exchanges.

Fast-tracking Stalled Projects

12 April, Kolkata

Mr Anil Swarup, Chairman, Project Monitoring Group (PMG), urged CII to team up with the Governments of the five Eastern States – West Bengal, Bihar, Jharkhand, Odisha and Chhattisgarh – to help fast-track stalled projects in the region. "Our collective aim is to remove bottlenecks and get the stalled projects get off the ground," he



said, stating that the PMG has created a transparent, paperless portal to track precisely where and why projects are stuck. Of the 433 stalled big-ticket projects – each worth over ₹1,000 crore – the PMG has so far helped clear about 150 entailing investments of ₹5.5 lakh crore, he said, adding that the West Bengal State Project Monitoring Group will start working soon.

Jharkhand

Session with US Consul General

9 April, Jamshedpur

Ms Helen LaFave, US Consul General, Kolkata, listed the opportunities and advantages for Indian companies in doing business with the US. Mr Tarun Daga, Vice Chairman, CII Jharkhand, and MD, Tinsplate Company of India Ltd, conducted the session.



Interactive Session with **Helen LaFave**, US Consul General, Kolkata, in Jamshedpur

Odisha

Members' Meet

18 April, Bhubaneswar

Members shared with Mr Ansuman Das, Chairman, CII Odisha, and CMD, NALCO, relevant issues related to sectors such as tourism, healthcare and mining. They also felt that there is a need for a change in the way business is done. Outreach programmes taken up by members can go a long way in ensuring the goodwill of people, the government and society, they said.

Boosting Sports Infrastructure

24 April, Bhubaneswar

CII Odisha played the role of a facilitator as the Australian Sports Commission signed an agreement with Centurian University and Sports



At the seminar on 'Sports Industry and the Need for Skills Development' in Bhubaneswar

Education Development Australia (SEDA) to bolster sports infrastructure in the State. The thrust is on creating world-class facilities for underprivileged children and making them employable. "The agreement is a great example of how Australian expertise in training and management can play a big role in India's fast growing sports market," said Ms Nicola Watkinson, Australia's Senior Trade and Investment Commissioner in South

Asia, at a CII seminar, 'Sports Industry and the Need for Skills Development.' Mr Brad Green, Founder and Chairman, SEDA, and Prof Mukti Mishra, President, Centurian University, were also present.

West Bengal

Interactive Session on Income Tax

11 April, Kolkata

Mr Girish N Pande, Principal Chief Commissioner of Income Tax, gave CII members a clearer understanding of the current tax structure, centered on issues such as TDS filing and the sub-sections and rules.



Girish N Pande, Principal Chief Commissioner of Income Tax

Promoting the Tea Business

10 April, Siliguri

CII North Bengal organized a Roundtable Meeting with Ms Elyse Peterson, Director of Tealet, a US-based company that seeks to create a bridge between tea growers and drinkers, through collaborations, promotions and sharing of information on the tea business. Darjeeling Tea, she said, is very popular in the US. The challenge is to brand and market it more effectively. Mr Chandra Shekar Mitra, Deputy Director (Siliguri) Tea Board of India, was also present.



Roundtable Meeting on Promoting the Tea Business in Siliguri

North

Sharing Voters' Aspirations

4 April Chandigarh

20 April, Lucknow

An interactive session was organised with Ms Kirron Kher, BJP Lok Sabha candidate from Chandigarh, to discuss the issues facing industries in Chandigarh.

In Lucknow, the session served as an ideal platform to share



Kirron Kher, BJP Lok Sabha Candidate, Chandigarh, at an interaction in Chandigarh

Industry's expectations with the Lok Sabha candidates, from the City, Lucknow, and to garner their plans for the city, if elected.

Cooler 2014

4-7 April, Lucknow

18 -21 April, Chandigarh

CII Cooler 2014, a 4-day exclusive exhibition on air conditioning and refrigeration, was inaugurated by Mr Anil Kumar, Home Secretary, UT Chandigarh, in Chandigarh, and by Mr Navneet Sehgal, Principal Secretary, Information, Uttar Pradesh, in Lucknow.





Navneet Sehgal, Principal Secretary – Information, Utttar Pradesh, inaugurating COOLEX 2014 in Lucknow

Visioning Session for North 2014-15

11 April, New Delhi

CII organized a Visioning Session, facilitated by KPMG, to collectively develop an integrated actionable agenda at the regional level, and its implementation through Regional Committees, Special Task Forces and State / Zonal Councils.

Brief presentations were made highlighting the focus areas along with the actionable agenda, such as:

1. North as a preferred investment destination – ease of doing business with the focus on State-level reforms and enabling infrastructure
2. Enhancing competitiveness – focus on manufacturing, MSME and business development
3. Driving the Services Sector in the North
4. Leveraging human resources – skill development, education, employability, employment and entrepreneurship
5. Sustainable agriculture
6. Sustainability - energy, water and environment

Reviving Manufacturing

11 April, New Delhi

Mr Amitabh Kant, Secretary, Department of Industrial



Richard Rekhy, CEO, KPMG; Amitabh Kant, Secretary, DIPP; and Zubin Irani, Chairman, CII (NR) and President, Building & Industrial Systems (India), United Technologies Corporation; at an interaction in New Delhi

Policy and Promotion (DIPP) interacted with CII (NR) members to discuss how Manufacturing, especially in the North can be upscaled, and how growth rates can be revived. The positioning of the North as an attractive investment destination was also discussed. He suggested the removal of procedural bottlenecks, development of industrial townships with complete eco systems, and labour reforms, to make doing business easier.

Study Mission on Skill Development

23-24 April, Delhi



CII Skill Mission Members at the Maruti Suzuki Training Academy in Gurgaon

A skill mission was organized to empower youths through soft skills, functional and technical skills and to explore industrial best practices and tie-ups. The mission visited world-class skill centres such as the ITI Vivek Vihar, Don Bosco Technical Institute, Okhla, and Maruti Suzuki Training Academy, Gurgaon.

Manufacturing Study Mission

29-30 April, Pune

The mission visited Fiat India Ltd, Forbes Marshall and Tata Motors, in Pune, to enable the participants to observe best practices in manufacturing and automation, and understand the technological strengths of global market leaders.

Chandigarh

Happening Weekends

5 April, Chandigarh

Taking a step to promote

Chandigarh as a Weekend City, and to celebrate the spirit of voting, CII and Chandigarh Tourism jointly launched a campaign called 'Happening Weekends of Chandigarh.'

The 'Festival of Elections' was celebrated in the city from 5 -11 April to motivate the tricity residents, especially the youth, to vote.





Festival of elections: Celebrating 'Happening Weekends of Chandigarh' in Chandigarh

MSME Funding

30 April, Chandigarh

The conference provided a common platform for MSMEs and financial institutions to resolve the issues hampering the growth of Micro, Small & Medium Enterprises (MSMEs) in the Northern Region. MSME need to divert their focus from a wealth creation model to a value creation model, said Mr Ajay Thakur, Head – SME, Bombay Stock Exchange Ltd. He urged MSME to get listed on the stock market to raise funds easily and compete globally.



MSME Conference in Chandigarh

Development of Industry in Chandigarh

30 April, Chandigarh

In a Meeting with Mr Anil Kumar, Home Secretary-cum-Secretary, Industry, Chandigarh Administration, issues like the Industrial Policy for Chandigarh and development of MSMEs were discussed.

Delhi

Industrial Development in Delhi

23 April, New Delhi

In a special interaction, Mr Amit Yadav, Commissioner-cum-Secretary, Industries, Government of NCT of Delhi, described the Delhi Government's initiatives to improve the industrial environment in the State and to work on the 'Ease of Doing Business.' As Delhi's economy is driven by the Services sector, the Government will launch a Knowledge Industries Park here, he said.



Amit Yadav, Commissioner-cum-Secretary, Industries, Delhi

Delegation from Germany

23 April, New Delhi

A delegation from the German Federal State of Thuringia met CII members to discuss opportunities for investment in Thuringia and Delhi. An MoU



Delegation from Thuringia, Germany, in New Delhi

was also signed between the CII Delhi State Office and the State Development Corporation of Thuringia, Germany.

Haryana

Seminar on Green Growth

28 April, Gurgaon

Various issues of energy management, innovative technologies, and upcoming global trends in field of Green energy, were discussed during the seminar. Mr R N Prasher, Chairman, Haryana Electricity Regulatory Commission, requested the State Government to provide suitable measures for connectivity with the grid, and called for sale of electricity by distribution companies through net metering.



R N Prasher, Chairman, Haryana Electricity Regulatory Commission

Punjab

Awareness Session on Drug De-addiction

24 April, Nawanshahr

The session was held to create awareness among the youth about the devastating effects of consuming drugs. Various physical and psychological health hazards of drugs were discussed and the importance of a healthy and drug-free lifestyle was highlighted.



Awareness Session on Drug De-addiction in Nawanshahr

Rajasthan

Interaction on Skill Development

4 April, Jaipur

An interaction with Mr M L Mehta, Chairman, Rajasthan Skills and Livelihoods Development Corporation Ltd,

explored the possibility of establishing sector-specific skill development centres to provide skilled manpower for Industry.



Interaction on Skill Development in Jaipur

7 QC Tools

10 April, Jaipur

The programme offered a good understanding of the seven tools of Quality Control, which include Check Sheet, Stratification, Pareto Chart, Cause and Effect Diagram, Histogram, Scatter Diagram, Graph and Control Chart, to improve the quality of products and processes. The session also explained the concept of brainstorming, and the benefits of quality circles.

Session on Companies Act 2013

24 April, Jaipur



Session on Companies Act 2013 in Jaipur

Mr Shailendra Agrawal, Principal Secretary, SSI, Rajasthan, described the Government policies and schemes for MSMEs. During the open session, he addressed issues raised by industry members regarding the Industry Facilitation Council, the MSME package, VAT-related issues and other general problems.

Uttarakhand

Rice Exports

3 April, Dehradun

A meeting was held with Dr Ranbir Singh, Principal Secretary, Agriculture, Uttarakhand, on the exemption of mandi fee on the export of rice from Uttarakhand, as envisaged in the Rice Export Policy.



Manu Kochhar, Chairman, CII Uttarakhand, and Director, Shree Girish Associates Pvt Ltd and Dr Ranbir Singh, Principal Secretary, Agriculture, Uttarakhand, in Dehradun

Industry Meet

21 April, Rudrapur

The meeting was held to strengthen Industry in the

Kumaon region. CII initiatives in Kumaon, including the formation of Core Groups on Power, Pollution and State Taxes, were discussed.

Skill Gaps in Pharma Sector

28 April, Dehradun

The workshop was held to identify skill gaps in the Pharmaceutical sector in the State and develop Industry - Academia linkages. Leading pharmaceutical companies from Uttarakhand, including Jubilant Life Sciences, Akums Drugs & Pharmaceuticals, Rhydburg Pharmaceuticals; and Natco Pharma, participated in the session.

CII (NR) Chairman's Members' Meet

30 April, Dehradun

Mr Zubin Irani, Chairman, CII (NR) and President, Building & Industrial Systems (India), United Technologies



Members' Meet in Dehradun

Corporation, shared the agenda and broad focus area of work of the CII Northern Region for the year 2014–15 with members and the media. He also released the 'CII Suggestions for Agenda for Economic Development of Uttarakhand.'

Western UP

Manufacturing Study Mission

17-18 April, Delhi

The mission visited Honda Motorcycle & Scooter India Pvt Ltd, Gurgaon, Maruti Suzuki India Pvt Ltd, Gurgaon, SMC Pneumatics (India) Pvt Ltd, Noida and Minda Corporation Ltd, Noida, to understand the technological strengths of the global market leaders.



Manufacturing Excellence Mission members at Honda Motorcycle & Scooter India Pvt Ltd, in Gurgaon

South

Certificate Programme for Trainers

3- 5 April, Kochi

CII and the Nettur Technical Training Foundation (NTTF) jointly organized a Certificate Programme for Trainers, providing exposure to technical skills, teaching skills, soft skills and entrepreneurship development skills. The participants also got exposure to hands-on-training, trainer assessment and certification.

World Health Day Celebrations

7 April & 23 April, Chennai

7 April, Coimbatore

In Chennai, the Indian Women Network of CII organized awareness campaigns on Blood Donation, Health Screening and Organ Donation, as part of the World Health Day Celebrations, in association with the



IWN Blood Donation Camp in Coimbatore

Landsteiner Lakshmi Memorial Trust, Kauvery Hospitals, and the Mohan Foundation, respectively.

Indian Women Network Coimbatore Zone organized a Blood Donation Camp to mark World Health Day, in association with Shanthi Social Services, and IMA Masonic Rotary Midtown Mahaveers Blood Donation Trust.

Export Documentation

10 April, Chennai

A workshop on Export Documentation described various procedural aspects of export documentation besides market-oriented frameworks involved in global business, EXIM policies governing international trade, etc.

Investing in Iowa, USA

11 April, Chennai

Ms Victoria Nwasike, from the Iowa Economic Development Authority, USA, showcased the State as an excellent place for investment and bilateral trade, especially in Manufacturing, R&D, Biotech, IT, Bank, Pharmaceuticals, Healthcare and Education.



Victoria Nwasike, Iowa Economic Development Authority, USA

Kaizen Practices for Excellence

22 April

A webinar presented various Kaizen best practices

for manufacturing excellence, along with insights on employee engagement and motivation towards Kaizen implementation.

CSR Online Series for NGOs

16, 23 & 30 April

A 'CSR Online Educational Series Exclusively for NGOs,' focused on the fundamentals of CSR, the CSR mandate of the Companies Act 2013, corporate- NGO partnerships in CSR, and establishing organizational credibility. The topics included business responsibility and sustainability, international standards and norms for CSR and disclosure, CSR policy and reporting, and the scope for NGO partnerships, as also accountability, transparency and NGO accreditation.

Technology in Security Systems

25 April, Chennai



Conference on 'Technological Advancement in Security Systems' in Chennai

The conference on 'Technological Advancement in Security Systems' stressed on the need for modernization and upgradation of security infrastructure with advanced technologies to address the challenges of security-related threats. Lt Gen Jagbir Singh, SM, VSM, General Officer Commanding, ATNK&K Area was the Chief Guest, while senior Coast Guard and Police officers also participated in the conference.

World IP Day Celebrations

26 April, Chennai

To mark World Intellectual Property (IP) Day, the Tamil Nadu Technology Development and Promotion Centre of CII, with the Intellectual Property Office, Chennai, organized a session on 'Steering IPR in an Innovation Driven Economy.' The session discussed ways to formulate an effective framework for all forms of IP, and stressed the importance of innovation, protection and commercialization to strengthen the knowledge



Session on 'Steering IPR in an Innovation Driven Economy' in Chennai

economy. Mr Justice M M Sundresh, Madras High Court, delivered the keynote address.

Andhra Pradesh

Faculty Mission to L&T Metro Rail

11 & 15 April, Hyderabad



Faculty members at the L&T Metro site, in Hyderabad

CII Andhra Pradesh organized the visit of around 40 faculty of TEQIP institutions to L&T Metro Hyderabad, to acquaint them with the latest developments in engineering and technology being used in the Hyderabad Metro Rail Project.

CXO Speak Session

15 April, Hyderabad

In a CXO Speak session, Ms Uma Rao Ganduri, Director, People and Organization, Mars India, addressed faculty members from various colleges on the need to engage students in leadership initiatives, and to impart skills relevant to the current economic scenario.

Corrosion Challenges in Industry

15 April, Visakhapatnam

The session on Corrosion Challenges presented case studies on industry best practices in corrosion management.

Industrial Development of Andhra Pradesh

24 April, Hyderabad

Dr. Rajat Kumar, Commissioner, Industries and



Vanitha Datla, Vice Chairperson, CII Andhra Pradesh, and Executive Director & CFO, Elico Ltd; **Dr. Rajat Kumar**, Commissioner, Industries, Andhra Pradesh, and **Suresh Chitturi**, Chairman, CII Andhra Pradesh, and Vice Chairman & MD, Srinivasa Hacheries Ltd, at a Round Table on Industrial Development in Andhra Pradesh

Commerce, Andhra Pradesh, made a presentation on the industrial prospects for residuary Andhra Pradesh and Telangana, at a round table discussion organized by CII.

War on Waste

24 April, Visakhapatnam

A Training Programme on 'War on Waste-Improving Profits through Lean Tool Applications' discussed the elimination of hidden wastes in Manufacturing and Service Industries through value stream mapping and other lean tools.

Leadership and Motivation

26 April, Vijayawada

A workshop on 'Leadership and Motivation' for CEOs, supervisors, managers and team leaders, included group discussions, role play, group presentations and team building exercises.

Karnataka

Technology Leadership Talk

25 April, Mysore

CII Mysore, in association with the institution of Engineering and Technology, Bangalore, organized a Technology Leadership Talk. Mr Hein De Keyzer, CEO, Cognistreamer NV, Belgium, spoke about how innovation management has become a global requirement today, and has dramatically changed industry's mindset into a non-conservative framework.



Hein De Keyzer, CEO, Cognistreamer N V, Belgium

Kerala

Value-added Agriculture & Food Processing

29 March, Kochi

CII Kerala, jointly with the Government of Kerala, organized a 'Made in Kerala - Conference and Exposition on Value-added Agriculture & Food Processing' to

explore Public Private Partnerships for developing the 'Made in Kerala' brand for agriculture products and food processing. The event also focused on hi-tech farming, value addition and branding of products.



E K Bharat Bhushan,
Chief Secretary,
Kerala

Discovering the Power Within

9 April, Kochi

The Indian Women Network of CII organized an invigorating session on 'Discovering the Power Within,' led by Ms Lucile Paul Chevance and Mr Jaison N Jacob, international trainers.



All-women Walkathon in Coimbatore

Puducherry

Meeting with Chief Minister

25 April, Puducherry



N Rangasamy, Chief Minister of Puducherry, with a CII delegation in Puducherry

A CII Puducherry team, led by Mr I Syed Sajjadh Ali, Chairman, CII Puducherry, and MD, Electrical Sector, India, (APAC Region) Eaton - Cooper Bussmann India Pvt. Ltd called on Mr N Rangasamy, Chief Minister of Puducherry, to brief him about CII initiatives for the economic development of the State.

Tamil Nadu

Mission to Kudankulam Plant

5 April, Kudankulam

CII Salem District organized a 32-member mission to the Kudankulam Nuclear Power Plant, to update them on the latest technology and safety measures being implemented at the plant.

All-Women Walkathon

11 April, Coimbatore

Indian Women Network Coimbatore Zone organized an All-Women Walkathon, engaging over 750 women, to create awareness on the power of voting.

Voting Awareness Campaign

12 - 24 April, Madurai

CII Madurai Zone and Young Indians Madurai organized a Voter Awareness Campaign, by putting up banners and distributing hand-outs on the importance of voting.



Voter Awareness Campaign in Madurai

Members' Get-together

12 April, Erode

Addressing a Members Get-together, Mr SKM Shree Shivkumar, the new Chairman of the CII Erode Zone, and MD, SKM Egg Products Export (I) Ltd, spoke on the various CII initiatives being taken up in Erode this year.

Cost & Profitability Management

16 April, Madurai

A workshop on Cost and Profitability Management provided innovative techniques and tools on effective cost management for the Manufacturing and Services sectors. Total Cost Management tools like Activity Based Costing (ABC), Activity Based Management (ABM), and Target Costing (TC) were introduced.

Quality Mission

17 April, Thoothukudi

CII Thoothukudi organized a Quality Mission to Theva



Mission Members at SesaSterlite Ltd, Thoothukudi

and Co, and SesaSterlite (I) Ltd, to learn the best practices followed in the seafood processing and copper smelting industry, respectively.

Career Opportunities for Students

22 April, Thoothukudi
A conference on Career Opportunities presented prospects for students in various industry sectors, and also shared the expectations from



Conference on Career Opportunities for students in Thoothukudi

industry on industry-ready talent.

CII Tiruppur District Council

28 April, Tiruppur

CII Southern Region launched the Tiruppur District Council to extend its services to industries in Tiruppur. This is CII's 4th District Council in Tamil Nadu. Mr Raja M Shanmugham, MD, Warsaw International, and Dr Velusamy Marappan, CEO and MD, Myco Group of Companies, have been nominated as the Chairman, and Vice Chairman, respectively.



Launch of the CII Tiruppur District Council in Tiruppur

West

Kaizen Competition: Regional Finals

10 April, Vadodara

At the Regional Finals of the Kaizen Competition, presentations were made by the winning kaizen teams of the State-level competitions held in Maharashtra, Madhya Pradesh and Gujarat.

Winners in Large Scale category:

- 1: Case New Holland Construction Equipments Ltd, Madhya Pradesh
- 2: Vishay Components India Ltd, Maharashtra
- 3: V E Commercial Vehicles Ltd, Madhya Pradesh



Winning team from Case New Holland Construction Equipments Ltd at the Kaizen Competition in Vadodara

Winners in Small & Medium Scale category:

- 1: Sharda Motor India Ltd, Maharashtra
- 2: S B Reshellers Pvt Ltd, Maharashtra
- 3: Mangla Enterprises Pvt Ltd, Madhya Pradesh

Delegation from Serbian Film Industry

28 – 30 April, Mumbai

CII Western Region organized meetings for a visiting Serbian Film Industry delegation with Yash Raj Films, Reliance Big Entertainment, Zee Entertainment, National Film Development Corporation of India, Whistling Woods International and Motion Pictures. The delegation was in India to interact with film and TV production houses for business collaboration and production of films, TV serials, documentaries and advertisements, etc.

Interaction on Peru

29 April, Mumbai

An interactive session with Mr Javier Paulinich Velarde, Ambassador of Peru, and Mr Luiz Miguel Cabello Arroyo, Economic Commercial Counsellor, explored ways to facilitate bilateral trade and commercial linkages between Indian and Peruvian businesses.



CII Members at the Offsite meeting in Chorla Ghat

Goa

Offsite Meeting

5 - 6 April, Goa

CII Goa organized an offsite meeting for its State Council Members and Past Chairmen, with their families, in the picturesque Swapnagandha valley, to create a focus plan for the year 2014-15.

Gujarat

Maintenance Planning and Scheduling

9 April, Bhavnagar

The workshop equipped local industries with know-how on how to plan and get maintenance jobs done as per schedule. It discussed tools, techniques and strategies for good maintenance.

Workshop on Design of Experiments

16 April, Vadodara

Design of Experiments (DOE) refers to the process of planning an experiment so that appropriate data will be collected and analyzed by statistical methods, resulting in valid and objective conclusions. The statistical DOE allows efficient performance of an experiment, with unambiguous and repetitive results. A small number of experimental runs leads to significant improvements in processes.

Supply Chain Management

17 April, Vadodara

Supply Chain Management is a cross-functional

approach to manage the movement of material in and out of the organization towards the end-consumer. The workshop discussed best practices toward achieving effective supply chain management, with the focus on gaining competitive advantage to improve service levels while driving down costs. Part of this process is to get the 'fat' out of supply chains, because in today's world, 'organizations don't compete, supply chains do.'

Programme on Kaizen

19 April, Rajkot

The session apprised the participants on the concept of kaizen, which calls for continual efforts at improvement. Concepts like 5S, 3M, and 8 Wastes were also discussed.

Madhya Pradesh

Interaction on Labour Issues

10 April, Bhopal

An interaction with Mr M K Varshaney, Principal Secretary, Labour, Madhya Pradesh, was organized to discuss issues related to labour faced by industry in the State. These included the proposed increase in minimum wages, and the rise in retirement age from 58 to 60 years for industrial workers. CII members suggested that the rise in minimum wages should be deferred till the economic situation stabilizes, and that the increase in retirement age should not be made compulsory for the private sector.



Interaction with M K Varshaney, Principal Secretary, Labour, Madhya Pradesh, in Bhopal

Inventory & Warehouse Management

22 April, Gwalior

The programme was conducted by the CII Institute of Logistics, Chennai, to help material managers maintain a consistent flow of material for production, and accuracy of inventory.

Madhya Pradesh Real Estate Summit 2014

26 April, Indore



Conference on Real Estate, in Indore

CII Madhya Pradesh organized a conference on Real Estate in partnership with the Confederation of Real Estate Developers' Associations of India (CREDAI) with the theme of 'Shaping a Better Tomorrow.'

Conclave on Evolving CSR

30 April, Bhopal

The Conclave educated industry members on the Corporate Social Responsibility (CSR) rules notified by the Ministry of Corporate Affairs in Section 135 of the Companies Bill, 2013, which make it mandatory for corporates to initiate CSR effectively.

Maharashtra

Challenges of Food Security

7 April, Mumbai

While India has come a long way in addressing food security, economic access to food remains a challenge for a large section of the population.

At a round table on food security, Dr Swapan Dutta, Deputy Director General (Crop Science), Indian Council of Agriculture Research (ICAR), Ministry of Agriculture,



Round table on 'Addressing Challenges of Food Security' in Mumbai

highlighted the role of Research and Development in ensuring food security, and in increasing productivity. He suggested that India should take a lead role in creating awareness on, and in developing bio-fortified food crops. Mr Davor Pisk, COO, Syngenta AG, also participated in the round table.

Seminar on Foreign Trade Policies

17 April, Aurangabad

The seminar was organized to make small, medium and large scale industries aware about the latest Government incentives and foreign trade policies, to help them avail the benefits to accelerate the growth of their businesses.

26th QC Circle National Competition

22 April, Mumbai



Winning Team from Tata Motors Ltd, Pune, at the 26th National QC Circle Competition in Mumbai

The competition brought together Quality Control (QC) Circle winning teams from the regional-level competitions held in the Eastern, Western, Northern and Southern Regions. The top three national winners of the 26th QC Circle Competition were teams from Tata Motors Ltd, Pune (Western Region), Godrej & Boyce Mfg Co Ltd, Mohali, (Northern Region), and Brakes India Ltd, Padi, Chennai (Southern Region).

Project Management 2020

22 April, Mumbai

The 3rd Regional Conference on Infrastructure Project Management - Project Management 2020 - A Comprehensive Approach to



3rd Regional Conference on Infrastructure Project Management in Mumbai

Managing Projects,' discussed the key aspects of project management and project delivery techniques from 'design to handover,' and the importance and integration of capital procurement in the project delivery process.

Pune Zone

SME Cluster Meetings

2 April, City Corporation Ltd
10 April, Thermax Ltd
10 April, Infosys Ltd
14 April, Volkswagen Pvt Ltd

CII Pune organized a series of sessions on SME Cluster Meetings: 'Voice of Membership-Be Heard' in four different clusters around Pune, namely Ranjangaon Hadapsar, Pune Central, Hinjewadi and Chakan. The exercise was undertaken to engage CII SME members to understand their needs and draw up an Action Plan. Around 44 SME members from 32 member companies were involved in the discussions.

CII Foundation Finishing School

4 April, Pune

The CII Foundation Finishing School, conducted in association with Symbiosis, is a component of CII's Affirmative Action (AA) agenda to enhance the

employability of undergraduate and post-graduate SC / ST students. Thirty-five students passed out from the 22nd batch, which was sponsored by Tata Capital.

Ties with Nordic Countries

16 April, Pune



Interaction on 'Enhancing India's Trade and Investment Opportunities in Nordic Countries of Europe' in Pune

Ms Fredrika Ornbrant, Consul General of Sweden in Mumbai, and Mr Sigvald Hague, Deputy Chief of Mission, Norwegian Embassy, were the guests of honour at an exclusive interaction on 'Enhancing India's Trade and Investment Opportunities in Nordic Countries of Europe.'

Opportunities in Thuringia, Germany

24 April, Pune

The interaction focused on the various trade and investment opportunities that exist for Indian Industry in Thuringia.

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