



Confederation of Indian Industry

Enhancing Competitiveness of MSMEs Western Uttar Pradesh Annual Report 2011-12



Mayank Gupta
Chairman
CII Western UP Zonal Council

Chairman's message

With the wholehearted support of our members and focused efforts, the Western UP Zonal Council has been able to consolidate on initiatives undertaken in the previous year and focus on new ones.

In line with the Zonal Council theme – “Growth Agenda for Western UP”, we could accelerate in many areas of direct impact to the membership at large. It has been a year wherein we have focused on engaging with all our stakeholders and more importantly, the members. The substantive increase in membership goes to reaffirm the increasing confidence of the industry in our activities. I would like to extend my heartiest welcome to all the new members and wish them a long lasting association with CII.

This year, we started some new initiatives. A highly successful conference on Logistics Infrastructure was organized to highlight the importance of logistics for rapid industrial growth of the State. The upcoming DFC project has the potential to transform UP into a national logistics hub. The recommendations of the conference have been presented to the Government. Resolution of issues of industry members was another priority area where we made progress. Interactions with key Government officials on issues related to ESIC and Sales Tax were organized.

To improve the competitiveness of member companies, workshops were organized on Cost Management, Compliance Management and Innovative Financing Options for SMEs, besides a Quality Circle Competition. To make members aware of business

opportunities, sessions on BSE SME Exchange & Intellectual Property Rights were held. Overall, it has been a year of consolidation and beginning of initiatives in several new areas.

I would like to take this opportunity to thank my core group conveners, Mr Ashish Malhotra, Mr Amitab Hajela and Mr Sankalp Shukla for their support and guidance. I gratefully acknowledge the co-operation and support received from the Chairman and Deputy Chairman CII Northern Region. A special thanks to the Past Chairmen & Vice Chairmen of the State for their constant counsel. I would like to extend my sincere thanks to all the members of Western UP for their active participation and assistance. I must also bring on record my appreciation for the Western Uttar Pradesh Zonal Office team for their unrelenting efforts towards the Confederation's missions.

I am confident that the Council will continue to play a vital role of an enabler to encourage business and enterprise in the state. I wish them success.

Mayank Gupta
Chairman
CII Western UP Zonal Council



Growth Agenda for Western UP

10 March 2011, Noida

Mr R M Khanna, Chairman, CII Northern Region & Managing Director, Stanley Engineering Pvt Ltd said, "Western UP can leverage advantages of two mega upcoming projects – the Yamuna Expressway & DMIC, which will open new avenues for industrial development in this area. Clearly, these two mega projects, coupled with some forward

looking state level reforms, can make Western UP the centre of development."

The session also discussed soft infrastructure issues like skill and education. UP with the highest number of youth, must invest in the skill set of its young population to enhance their employability.



Eminent panelists during the discussion



Mr Anand Kumar, Principal Secretary, Ministry of Railways, Government of India at the conference

Conference on Logistics Infrastructure

16 September 2011, Noida

The Conference focused on making UP an attractive investment destination and highlighted the potential of the Dedicated Freight Corridor to transform UP into a national logistics hub. Being strategically located en-route both the Western and Eastern DFCs, UP has the potential to attract large scale investment from public as well as private entities, it was stated.

The key recommendations of the conference were:

- Create Multi Modal Logistics Park at Dadri and Kanpur
- Improve Road Transport Network
- Incentivize usage of inland waterways
- Develop a robust PPP policy framework for State run projects
- Robust policies and State led incentives for encouraging establishment of industrial hubs along with the Eastern and Western DFCs

The proposals were presented to Mr D S Mishra, Principal Secretary to Chief Minister, Government of UP & Chairman, Noida Authority.

Engaging with Government

Interaction with Ms Aparna Upadhaya, Sales Tax Commissioner, Noida

15 July 2011, Noida

Discussions were focused on the increase in Entry Tax on iron and steel from 1% to 5%, which impacted the competitiveness of the industry in UP.



CII delegation with Ms Aparna Upadhaya

Interaction with Mr Sanjay Sinha, Director, Employees State Insurance Corporation (ESIC), Noida

8 December 2011, Noida

A CII delegation brought to his notice the problems being faced by the industry due to lack of clarity on e-filing of ESIC Contributions and non-acceptance of challans at various SBI Branches.



CII delegation with Mr Sanjay Sinha, Director, ESIC, Noida

Interaction with Mr Rajendra Agarwal, Hon'ble MP from Meerut, Uttar Pradesh

4 November 2011, Meerut

Discussions focused on issues related to the development of Meerut and also on leveraging agriculture resources of the region for industrial development. Mr Rajendra Agarwal impressed upon the need to bring in investment in the Food Processing sector, and suggested to

- Strengthen the supply chain management & logistics for the Agro Processing facilities through PPP model
- Encourage private sector initiative in Production, Marketing & Distribution to increase efficiency of the food distribution system – backward & forward linkages
- Remove fruits, vegetables and other perishables from the purview of APMC Act

Competitiveness



Awareness Session on Intellectual Property Rights

20 April 2011, Meerut

The sensitization workshop emphasized on the need for SMEs to constantly innovate products, processes and services to survive in a globalized economy and highlighted the need to safeguard products from being copied through creating trademarks/product identity.

Dr Shashi Rana from Intellectual Property Facilitating Center, UP Council of Science & Technology and Mr Yashwant Dev Panwar from TIFAC, Govt. of India addressing the audience



20 April 2011, Meerut



20 May 2011, Noida

The sessions on innovative financing for SMEs aimed at expansion, modernization and establishment of new projects.

20 April 2011, Meerut / 20 May 2011, Noida



Mr Harpreet Singh, Counsellor, CII – AVANTHA Centre for Competitiveness addressing a training programme on Enhancing Competitiveness through Cost Management

24 June 2011, Noida

Webinar on aligning HR Practices with Organisational Goal

26 July 2011, Delhi

Mr Pravesh Vaid, Counselor, CII Avantha Center for Competitiveness was the faculty member for the Webinar. The event was well attended & well received by CII Members.



Mr Lakshman Gugulothu, CEO - BSE SME Exchange addressing session on raising equity capital through BSE SME platform

2 September 2011, Noida

Panel Discussion on Up-Scaling Infrastructure Development

19 October 2011, New Delhi

A Road Show to brief the city's real estate and construction community on EXCON - Asia's largest exposition for construction equipment was organized by CII at Bangalore from 23-27 November, 2011.

At the onset, a panel discussion on up-scaling infrastructure development was also organized where talking about the Government's role, Mr Rakesh Misra, Engineer in Chief, PWD, Govt. of NCT of Delhi emphasised that construction companies should focus on safety regulations and guidelines. Mr Vikram Sharma, MD & CEO, Kobelco Construction Equipment India Pvt. Ltd, underscored the importance of mechanisation and timely implementation. Talking of Government policies, he stressed on the need for Single Window Clearance.



Mr Rakesh Misra, Engineer in Chief, PWD, Govt. of NCT of Delhi & other panelists during the session



Winners of 24th Quality Circle Competition: Preliminaries
30 September 2011, Noida



Mr Rakesh Dhamani, CFO, Continental Carbon India Ltd. addressing session on Compliance Management : 22 December 2011, Delhi

Study Mission on Practicing Quality for World Class Manufacturing

16-17 February 2012, Chennai

The objective of the Mission was to showcase the excellent work being done by the companies in developing & practicing quality and to provide an insight on the practical aspects of implementing best practices to ensure quality across different sectors.

A team of 30 members visited Hyundai Motor India Ltd, Wheels India, Sundaram-Clayton Ltd & Wabco India in Chennai.

Training Programme on how to Bring out the Best in your Team Member

16 February 2012, New Delhi

The Training Programme focused on self awareness, ideas to develop & manage the team members.

The session was conducted by Mr Vijay Michihito Batra from Think INC & was well attended by 40 participants.

Affirmative Action - 4Es

EMPLOYABILITY
EDUCATION
EMPLOYMENT
ENTREPRENEURSHIP

Members enthusiastically embraced CII's action plan on Affirmative Action by signing CII Code of Conduct

The following member companies adopted CII's voluntary Code of Conduct on Affirmative Action

- Continental Carbon India Ltd
- Chopra Retec Rubber Products Ltd
- Deki Electronics Ltd
- Ecomen Laboratories Pvt Ltd
- HCL Infosystems
- ISGEC
- Jakson Engineers Ltd
- Jasper Engineers Pvt Ltd
- Jubilant Life Sciences
- Jubilant Foodworks Ltd
- Jubilant Enpro
- Jubilant Industries
- Motor & General Sales Ltd
- Merino Industries Ltd
- National Automotive Components
- Statcon Power Controls Ltd
- Technip KT India Ltd
- Yash Papers Ltd
- Zep Inftratech Ltd

Initiatives of Member Companies

Dharampal Satyapal Ltd as part of its programme, distributed free school kits to underprivileged children. In 2011, the activity reached out to more than 5,800 children covering about 71 primary schools.

HCL Infosystems Ltd recruited 600 diploma engineers from economically & socially backward sections.

Jubilant Life Science Ltd created 4 vocational training centers to train 1250 candidates every year. The company plans to train more than 2500 youth a year.



Membership Connect

In order to strengthen the membership base in Meerut, a Road Show was organised on 20 April, 2011. Representatives from over 20 companies attended the event.

32 new companies were brought on the CII Member's list during 2011-12, taking the strength in Western UP to 253.

CII Western UP BEAT, a monthly newsletter kept membership updated on CII activities and agenda in the region.



Confederation of Indian Industry

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