

Virtual (Online) Capacity Building Program:
**“Accelerate SMEs Advancement Program for Revitalizing MSMEs -
New Approaches & Strategies to enhance SMEs Growth & Competitiveness”**

6-17 September, 2021 (10 Webinars)

Course Overview

The world's economy is increasingly becoming interconnected and MSMEs are looking at international trade for access and supply to foreign markets. The emergence of new business platforms and the openness of the economy has allowed MSMEs to become global companies.

It is therefore, considered necessary to urgently address the specific requirements of micro, small and medium enterprises relating to identifying opportunities pertaining to international trade for entrepreneurs and MSMEs, along-with the regulatory challenges impeding their growth and sustainability.

COVID-19 pandemic has impacted businesses, financial markets and economies all over the world, including India, and has impacted the business operations of micro, small and medium enterprises and exposed many of them to financial distress. Micro, Small and Medium enterprises are critical for India's economy as they contribute significantly to its gross domestic product and provide employment to a sizeable population.

During the last decade of the 21st century, a growing number of small & medium sized enterprises (SMEs) were established. It is a recognized major business trend that, SMEs will generate an even greater number of jobs than big industry. Furthermore, MSME sector has been consistently registering higher growth rate than overall growth of the industrial sector.

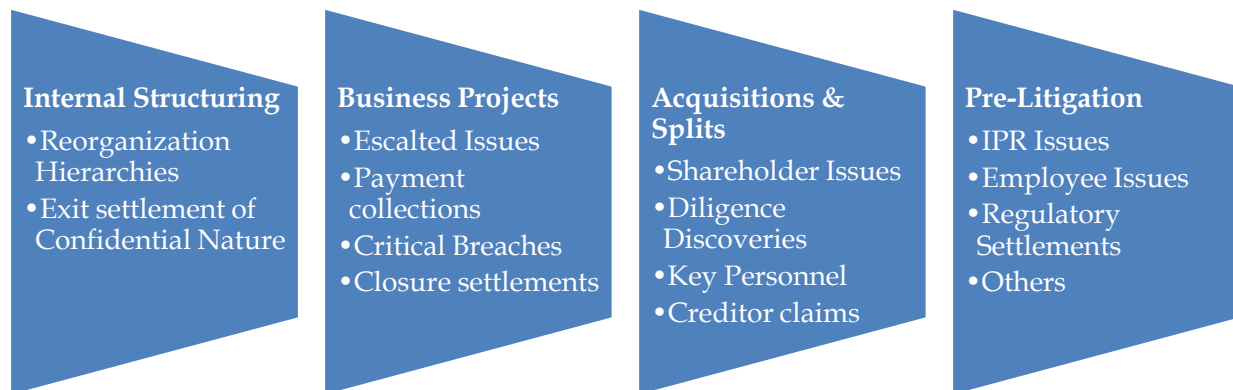
It is considered expedient to provide practical solutions to enable a thriving environment for growth of MSMEs for ensuring quicker, cost-effective and value maximizing outcomes for MSMEs, in a manner which is least disruptive to the continuity of their businesses

IICA's **Accelerate SMEs Advancement Program** focuses on five major aspects to be considered when setting objectives for enhancing SMEs Growth & Competitiveness

1. Promoting Competitiveness and productivity in the MSME space
2. Making the MSME sector innovative, improving technology and depth.
3. Strong presence in exports
4. Enhancement of Core Business Capabilities of MSMEs to enable them to become self-driven.
5. Improved managerial processes in Commerce & Industry Departments / Directorate of Industries, MSME - Development Institutes (DI), as well as in Industry Associations/Chamber of Commerce & Industry / BMOs

SMEs should fine tune internal business operations especially working capital management, regulatory risk and rationalizing the business and financial structure.

Activities & Issues



The support agencies for the MSMEs are largely state owned and looking to the diverse nature of the MSMEs, this program will provide insights from the ground level and equip the state agencies and their nodal officers to further educate and support MSMEs teams in-house and sensitize them as per the nature of their business.

State Directorate of Industries / Industry Department have a vital role to play on the lines of major aspects described above and thus can facilitate the achievement of the country's goals for its MSME sector. BMOs/industry associations provide platform for their members to come together to analyze the constraints in the environment that must be addressed. BMOs/industry associations, that are democratic in their governance, transparent in their functioning and represent their industrial sector, or perhaps all industry, satisfactorily (that is, have large membership) can be invaluable partners of State Governments in the development and implementation of plans for growth of MSME sector.

To improve the MSME ecosystem, the said program (spread over 10 online sessions/webinars) aims to abreast participants representing National & International Organizations, Economic Development Corporations, Trade Promotion Organizations, Multilateral & Unilateral International Agencies Department of Industries & Commerce, Investment Agencies, Chambers of Commerce & Industry, Banks & Financial Institutions with effective engagement techniques with MSMEs, existing & Prospective Entrepreneurs in areas like Perfecting the business plan and business verticals, preparedness and planning for improved control systems, Governance Overview, and opportunities in Regulatory issues like Companies Act, 2013, Goods and Service Tax (GST), Supply Chain, Enterprise Risk Management (including latest Reforms and policy changes), raising equity capital, maximizing value & wealth creation.

Keeping these imperatives in mind, Indian Institute of Corporate Affairs through its Centre for MSME is organizing Virtual (Online) Capacity Building Program: "Accelerate SMEs Advancement Program for Revitalizing MSMEs - New Approaches & Strategies to enhance SMEs Growth & Competitiveness" scheduled during 6-17 September, 2021 (10 Webinars).

Revitalizing MSMEs for Make in India (\$ 4.8 T opportunity by 2025)

Make in India
\$ 4.8 T opportunity by 2025

\$ 300 B AUTO	\$ 115 B AUTO COMP	\$ 82 B AVIATION	\$ 100 B BIOTECH	\$ 112 B CAPITAL GOODS
\$ 400 B CHEMICAL	\$ 640 B CONSTRUCTION	\$ 130 B DEFENCE	\$ 400 B ELECTRONICS	\$ 320 B FOOD PROG.
\$ 350 B IT & BPM	\$ 30 B LEATHER	\$ 30 B MEDIA & ENT.	\$ 80 B MINING	\$ 110 B OIL & GAS
\$ 55 B PHARMA	\$ 150 B PORTS	\$ 142 B RAILWAYS	\$ 260 B RENEWABLES	\$ 150 B ROADS
\$ 40 B SPACE	\$ 223 B TEXTILES	\$ 125 B THERMAL POWER	\$ 419 B TOURISM/ HOSP.	\$ 7 B WELLNESS

India is therefore an important market for Multi-nationals & Foreign Companies looking to engage in new business and diversify into India's potential roadmap of 5 trillion markets for business

Approach

- Indian Institute of Corporate Affairs has been designed with a vision of providing a platform for dialogue, interaction and partnership between governments, corporate, investors, civil society, professionals, academicians and other stake holders in the emerging 21st century environment.
- IICA endeavors to actively participate in processes and activities that seek to harmonize activities and resources of Government, helping and supporting the Enterprises at National & International level.
- The program initiative at IICA, as a multi-stakeholder approach, endeavors to trigger a strategy for a new wave of SMEs leveraging the benefits of the entrepreneurial conducive ecosystem for India's growth.
- This will complement the work that the Indian Government and Private Sector institutions are doing in assisting the industry.

Pedagogy & Training Methods

The program has been divided into 10 modules of 2.5 hours each spread over two weeks. This program can be conducted **Through - Intensive Webinar / Online Sessions.**

- Dedicated 10 online Webinars.
- A certificate of Participation will be awarded to the participants after the successful completion of the program by IICA.

Objectives

- The programme aims to provide participants with strategic thinking skills and administrative techniques for stimulating local entrepreneurs to invest in and manage new businesses and industries that will efficiently compete in national and international markets.
- The programme would enable MSMEs for better approaches & decisions, improved resources utilizations, reduce financial operational & strategic risks associated with products/services at the beginning of the process.

- Business & Industry leaders from participating organizations will get the detailed picture of business environment and policy supports and become more aware of the challenges and be better prepared to face them.
- Comprehensive information about the Govt. Policies, Ease of Doing Business initiatives, loans, grants, waivers and more.
- Understanding of innovative methodologies for business aspect from Finance, Operation, Marketing through interactive sessions with subject experts.
- This Program would enable MSMEs fine tune internal business operations especially working capital management, regulatory risk and rationalizing the business and financial structure.

What do we want to achieve?

- Enhance MSME contribution to GDP from about 30% to 50% and in exports from 49% to 60%.
- Generate employment levels to the extent of 5 crore additional jobs in MSME sector in 5 years.
- Increasing share of MSME contribution across key public & private industry sectors
- Fulfilling increasing domestic demand, growth in exports, indigenization and import substitution

What have we achieved?

- Indian SME - 63.38 million enterprises
- Industrial output - 45%
- Exports - 48.5%
- Industrial units - 95%
- Employment - 110 million (4 times higher than large enterprise)
- Products - more than 8000
- Indian SME Market Value - \$ 5 billion

What impedes the growth?

Policy & Regulation

- High regulatory compliance burden
- Lack of quality control standards
- Difficulties in exiting the market

Information & Capabilities

- Lack of knowledge, marketing facilities and information about latest technologies
- Lack of innovation capabilities
- Lack of awareness about Government policies

Inadequate Industrial Infrastructure (Land, Electricity & Transport)

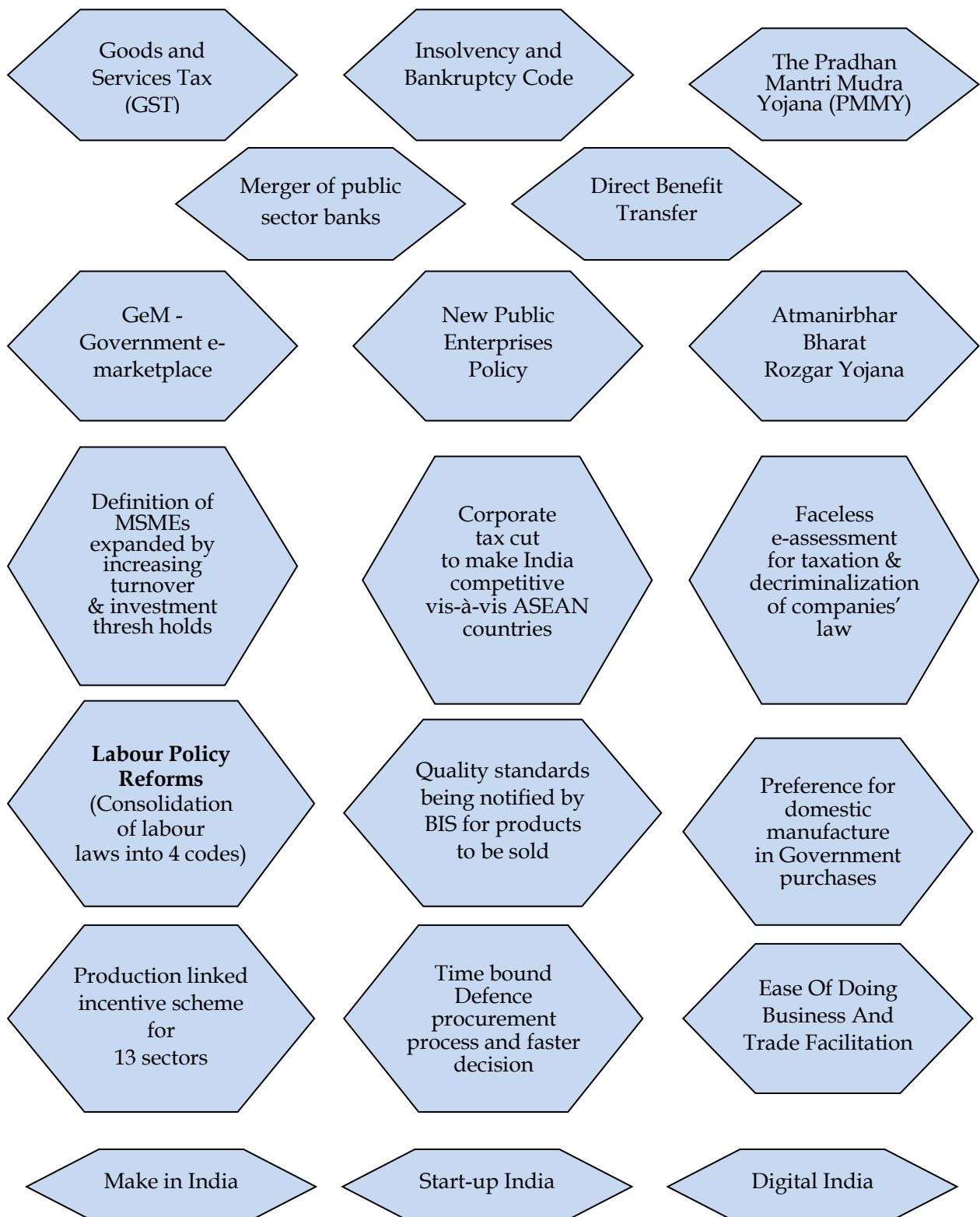
- Cost of Credit & Finance
- Technology
- Very low share of high-tech exports
- Marketing & Procurement
- Labour (Skill Development)

Target & Expected Participation

- Department of Industries & Commerce of various State Governments.
- State Investment Agencies, Banks & Financial Institutions.
- International Organizations like ZDH/SEQUA, GIZ, UNIDO, IGEP Foundation etc.
- Chamber of Commerce & Industry Association / BMOs
- Economic Development Corporations, Trade Promotion Organizations, Multilateral & Unilateral International Agencies such as UNDP, ADB, NDB, OECD, SAARAC DEVELOPMENT FUND etc.

- Ministry, Central & State PSUs, DC-Handicrafts, DC-Handlooms, DC-MSME, NSIC, BSE-SME, National Stock Exchange, SIDBI, Invest India etc.
- Academic Institutions & Policy Makers.
- Exporter Federations & Foreign Embassies
- Governance, Regulatory & Compliance Management- Consultants & Advisors
- Public Authorities & Government Organizations
- Existing & Prospective Entrepreneurs.
- CEOs, CFOs & Directors
- MSME Clusters.

Economic Reforms will strengthen MSMEs competitiveness



Content / Coverage

Masterclass (1) – 6 September, 2021 (Monday)

<p>2:30 pm – 5:00 pm (10 minutes break during the webinar)</p>	<p>Time to change: MSMEs transformation – aligning MSMEs to the Mega trends & Industrial Revolution 4.0 (IR 4)</p> <ul style="list-style-type: none">• Assessment of MSME Landscape & Make in India• Key Concerns & Challenges for MSMEs• Enabling Environment including EoDB for Growth of MSMEs• Recent Budget (FY 2021-22) Announcements for MSME Eco-system• Enabling Infrastructure, Liquidity & Risk Management for MSMEs• Market turbulence & the way out for MSMEs - choosing the right business• Modern Insolvency & Bankruptcy code for SMEs in India• Roadmap for the Future & Trends to watch in MSME Eco-system
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Masterclass (2) – 7 September, 2021 (Tuesday)

<p>2:30 pm – 5:00 pm (10 minutes break during the webinar)</p>	<p>Business Plan Preparation</p> <ul style="list-style-type: none">• Essentials of Business Plan• The process of business planning• Types of business plans• In-depth analysis for business planning• Business plan structure and content• Business plans delivery & presentation• Current Traction – What have you achieved so far – Product, Customers, Revenues etc.
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Masterclass (3) – 8 September, 2021 (Wednesday)

<p>2:30 pm – 5:00 pm (10 minutes break during the webinar)</p>	<p><u>Increasing MSMEs participation in Global Trade</u></p> <p>How to develop a strategy to participate in Global Trade</p> <ul style="list-style-type: none">• The World is open for small business• Why think of Imports or Exports• Basics of International Trade<ul style="list-style-type: none">○ Risks and its Management○ Payment mechanisms○ Classification of products and services• Tariff and Non – Tariff Barriers in Trade• International Trade Agreements• Warding off Dumping and other trade threats from foreign companies• Sourcing and Marketing strategies <ul style="list-style-type: none">• Understanding Government Policies for International Trade• Utilising International Trade Agreements for your business• Indirect Taxation system on Imports and Exports in India• Foreign Trade Policy of India<ul style="list-style-type: none">○ Duty Exemption Schemes○ EPCG Scheme○ Other Incentive Schemes• Schemes and Duty Concessions for Imports
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Masterclass (4) - 9 September, 2021 (Thursday)

2:30 pm - 5:00 pm (10 minutes break during the webinar)	Capital Raising Options for MSMEs <ul style="list-style-type: none">• Conventional methods like Bank/Financial institutions Loan etc.• Non-conventional methods like Private Equity, Venture Capital, Angel Investor, BSE SME platform / NSE Emerge etc• Fundraising & Investment due diligence - Do's & Don't for Start-ups & SMEs• Attracting & Accelerating business partners and investment partners, angel investors, venture capital firms
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Masterclass (5) - 10 September, 2021 (Friday)

2:30 pm - 5:00 pm (10 minutes break during the webinar)	Entrepreneurship and Innovative SMEs in a Global Economy : Contemporary Issues <ul style="list-style-type: none">• Creating systems and procedures for MSMEs• Professional & life skills to build robust businesses• Drive & communication skills• Negotiation• Creative decision making• Innovation & Entrepreneurship• How to create effective organization structure for MSME
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Masterclass (6) - 13 September, 2021 (Monday)

2:30 pm - 5:00 pm (10 minutes break during the webinar)	Optimizing the Digital Innovation Eco-system for MSMEs <ul style="list-style-type: none">• Enhancing SMEs digital competitiveness - the key to win the future
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Masterclass (7) - 14 September, 2021 (Tuesday)

2:30 pm - 5:00 pm (10 minutes break during the webinar)	Understanding Key Concepts of National Goods and Services Tax (GST) <ul style="list-style-type: none">• Input Credit under GST• Reverse Charge in GST• GST Deposit & GST Annual Return E-invoicing (including E-way bills & GST Compliance & its automation) <ul style="list-style-type: none">• E-invoicing overview• Steps for smooth implementation of E-invoicing• Key challenges observed in implementation of e-invoicing system by Companies• Automating GST Process (e-invoicing, e-waybill & GST compliances)• E-invoicing validations• E-invoicing FAQs
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Masterclass (8) - 15 September, 2021 (Wednesday)

2:30 pm - 5:00 pm (10 minutes break during the webinar)	Accounting Standards for small & medium sized enterprises (SMEs) in India <ul style="list-style-type: none">• Fundamentals of Financial Management.• A Practical approach of Working Capital Management with techniques for control and management of Working Capital, Cash Management & Treasury Management.• Managing Working Capital Crisis• Managing Excess Working Capital• Techniques for evaluation of Financial Health and performance from Entrepreneur perspective.• Techniques to evaluate the performance as per the norms of Bank/Financial Institutions.
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Masterclass (9) - 16 September, 2021 (Thursday)

2:30 pm - 5:00 pm (10 minutes break during the webinar)	Corporatization & Compliance management for MSMEs <ul style="list-style-type: none">• How you can cash in on the boom in one-person enterprise• Limited Liability Partnership (incorporated under the LLP Act, 2008) & various rules made there under• Incorporation of a company & requirement of a public company• Requirements for Pre-incorporation & Post-incorporation• An understanding of overall compliance structure in India and how to effectively manage compliances• Major differences between Company, Proprietorship and Partnership• Major differences between Public & Private company
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Masterclass (10) - 17 September, 2021 (Friday)

2:30 pm - 5:00 pm (10 minutes break during the webinar)	How SMEs in India can become World Class destination for multinationals <ul style="list-style-type: none">• Integration of growing manufacturing sector (including MSMEs integration) into Global Value Chain• Linkages of Least Developing Countries (LDCs) and Developing Countries (DCs) into India's Global Value Chain (GVCs)• Supply Chain Management for Global competitiveness
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Schedule of Webinar/Online Sessions

Webinar	Date	Timings
Masterclass 1	6 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 2	7 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 3	8 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 4	9 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 5	10 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 6	13 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 7	14 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 8	15 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 9	16 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)
Masterclass 10	17 September, 2021	02:30 pm - 5:00 pm (10 minutes break during the webinar)

Registration

Mode of Training	Intensive Online Sessions / Webinar series
Date & Timings	6-17 September, 2021 (10 Webinars) 02:30 pm - 05:00 pm
Program Fee	INR 29,500/- (INR 25,000/- + GST) per participant <ul style="list-style-type: none">• 5% discount for 2 to 4 attendees from one organization• 10% discount for 5 or above attendees from one organization

Payment Mechanisms:

NEFT Details:-

S. No.	Particulars	Details
1.	Name of the Beneficiary	Indian Institute of Corporate Affairs
2.	Account Number	604810210000007
3.	Type of Account	Saving Account
4.	Name & Address of Bank Branch	Bank of India, Electronic Niketan, CGO Complex, Lodhi Road, New Delhi-110003
5.	NEFT IFSC Code	BKID0006048

- **Demand Draft:** The programme fee may also be paid through a demand draft drawn in favour of “Indian Institute of Corporate Affairs” payable at New Delhi.

List of our Key Clients & Sponsoring Organizations

SME's & CORPORATES			
1)	Daksha Imaging Technologies Pvt. Ltd.	2)	Mohali Industries Association
3)	M/s IAC Electricals Pvt. Ltd.	4)	Rangсутra Crafts India Ltd
5)	M.P. Small Scale Industries Organization (MPSSIO)	6)	Udaipur Chamber of Commerce and Industries (UCCI)
7)	Sirohi Agro Foods Pvt. Ltd.	8)	Evonne Industries Pvt Ltd.
9)	BeriUdyog Pvt. Ltd.	10)	Hind Pharma
11)	SavioTexcone Pvt. Ltd.	12)	Vindas Chemical Pvt. Ltd
13)	T.C. Agro Food Industries	14)	M/s. Yamuna Cable Accessories Pvt. Ltd.
15)	Gautam Buddha University	16)	M/s Pooja International
17)	Orica	18)	Bayer Bio Science Pvt. Ltd.
19)	Primo Foods Pvt. Ltd.	20)	Neetee Clothing Pvt. Ltd.
21)	Devans Modern Breweries Ltd.	22)	Chelsea Mills
23)	Royal Enfield (A Unit of Eicher Motors Ltd.)	24)	Elcomponics Sales Pvt Ltd
25)	Goodie International Pvt. Ltd.	26)	Hyundai Motor India Engineering Private Limited
27)	Bookmyooh.com	28)	SGA Power Systems (P) Ltd
29)	Bovian Health Care Pvt. Ltd.	30)	Sakata Seed India Pvt Ltd.
31)	R.S Infraprojects Pvt. Ltd.	32)	Unicon Human Power Pvt. Ltd.
33)	mtandt Rentals Limited	34)	FIS Payment Solutions & Services India Pvt. Ltd.
35)	Jotwire India Pvt Ltd	36)	Financial Software & Systems Pvt. Ltd.
37)	Oasis Electronics	38)	Glassco Laboratory Equipments Pvt. Ltd
39)	Indian Industries Association	40)	LIC of India
41)	GKB Rx Lens Pvt. Ltd	42)	Ranvik Exports Pvt. Ltd.
43)	Adkindia LLC	44)	BIORx Venture Advisors Pvt. Ltd
45)	Visa Info World Pvt Ltd	46)	Parihar Enterprises
47)	Apex Cluster Development Services Pvt Ltd	48)	VLCC Personalcare Ltd.
49)	Japan Art Press	50)	Vaishno Merchandise Pvt. Ltd.
51)	WEBTEL ELECTROSOFT PVT. LTD.	52)	ManavRachana University
53)	Amity University	54)	Rus Exim Pvt. Ltd.
55)	IPE Global Limited	56)	Oxford University Press
57)	Council for Leather Exports	58)	Satvastu Consulting Group
59)	Indian Industry Experts Network	60)	Okhla Garment & Textile Cluster
61)	R Bhargav& Associates	62)	Federation of Madhya Pradesh Chambers of Commerce and Industry
63)	JCB India Limited	64)	IL&FS Clusters
65)	Cresigns Studio	66)	Federal Bank

67)	AVQI	68)	PC Solutions Pvt. Ltd.
69)	IKIGAI	70)	Ambuja Overseas
71)	Karvy Financial Services Ltd.	72)	Ignited Business Network
73)	SMBConnect	74)	Suparna Herbs (India) Pvt. Ltd.
75)	Confederation of Horticulture Associations of India	76)	Marvelaa
77)	Top Surveying (India) Pvt. Ltd.	78)	AICOSMIA
79)	WWSO	80)	Weaverbird Engineering & Technology
81)	Buzzaria	82)	Adastra
83)	Personalive IT Solutions	84)	ennovationsTechserv Pvt. Ltd.
85)	Regnant Group	86)	IamSMEofIndia
87)	Parashvanaath Insurance Solutions	88)	G Next Media Pvt. Ltd.
89)	The NorthCap University	90)	Al-AzharTechnocrafts (P) Ltd.
91)	Quality Services & Training Pvt. Ltd.	92)	SatyugDarshan Technical Campus
93)	Solution Platter	94)	Power2SME
95)	NSE Emerge	96)	BRICS International Forum
97)	BRICS CCI	98)	CMAI Association of India
99)	Indian Startups	100)	Swan Industries Pvt. Ltd.
101)	Combustion Research Associates	102)	City Union Bank Ltd.
103)	Securico Electronics India Ltd.	104)	Change Alliance Pvt. Ltd.
105)	Bayer Vapi Private Limited	106)	Bayer BioScience Private Limited
107)	Bayer CropScience Limited	108)	Bayer Seeds Private Limited
109)	Mytrah N4 Electric Pvt. Ltd.	110)	Jaipuria Institute of Management
111)	Yutaka Autoparts India Pvt Ltd	112)	PTC India Financial Services Limited
113)	HDFC Bank Ltd.	114)	Yes Bank
115)	M/s Resync Auto Solutions Private Limited.	116)	SKG Consultants
117)	Global FoodTech Consultants	118)	Nandani Medical Laboratories Pvt. Ltd.
119)	DiasparkInfotech	120)	Dubey Associates
121)	Margdarshan Management & Measurement Pvt. Ltd.	122)	Super Tech Environmental Services
123)	Royal Sundaram General Insurance Co. Limited	124)	NETAFIM Irrigation India Pvt. Ltd.
125)	NavkarTehtexPvt Ltd	126)	Popular Vehicles And Services Ltd
127)	Fiitjee Limited	128)	Bluetown India Private Limited
129)	Goods And Services Tax Network	130)	Royal Norwegian Embassy

INDUSTRY ASSOCIATION / CHAMBER OF COMMERCE & INDUSTRY

131)	All India Printing Ink Manufacturers Association	132)	All India Association of Industries
133)	EBN Learning Private Limited	134)	Indian Industries Association
135)	Marathwada Association of Small Scale Industries & Agriculture (MASSIA)	136)	Mahratta Chamber of Commerce, Industries and Agriculture (MCCIA)
137)	Electronics Association, Nagpur	138)	Electronics City Industries Association
139)	Mohali Industries Association	140)	Bahadurgarh Chamber of Commerce and Industry (BCCI)
141)	Bombay Chamber of Commerce and Industry	142)	eMERG (Engineering Manufacturer Entrepreneurs Resource Group)
143)	Chamber of Industrial & Commercial Undertakings (CICU)	144)	Automotive Component Manufacturers Association of India
145)	IamSMEofIndia	146)	Federation of Buying Agents
147)	Indian Society of Lighting Engineers (ISLE)	148)	LEDMA

STATE COMMERCE AND INDUSTRY DEPARTMENTS

149)	Department of Industries, Govt. of Himachal Pradesh	150)	Department of Industries, Govt. of Arunachal Pradesh
GOVERNMENT, PSUs & AUTONOMOUS			
151)	Ministry of MSME	152)	DC-MSME, New Delhi
153)	Directorate of Industries, Uttarakhand	154)	Office of Development Commissioner (Handicrafts)
155)	Bridge and Roof Co. (India) Ltd.	156)	HEC Ltd.
157)	Haryana Power Generation Corporation Ltd.	158)	The Institute of Company Secretaries of India
159)	RITES Ltd.	160)	State Bank of Hyderabad
161)	Central Bank of India	162)	Cochin Special Economic Zone (CSEZ)
163)	Indian Institute of Public Administration	164)	Regional Centre for Biotechnology
165)	State Bank of India	166)	DGS&D
167)	SIDBI	168)	Oriental Bank of Commerce
169)	NSKFDC	170)	GAIL Training Institute
171)	District Industries Centre, Lunglei, Mizoram	172)	National Highways & Infrastructure Development Corporation Ltd
173)	Indian Railways Institute of Signal Engineering and Telecommunications	174)	Unique Identification Authority of India (UIDAI)
175)	Green Gas Ltd.	176)	Bank of Maharashtra
177)	Rail Vikas Nigam Ltd.	178)	DSIIDC
179)	National Handloom Development Corporation Ltd.	180)	Indian Renewable Energy Development Agency Limited
181)	Syndicate Bank	182)	The Jammu & Kashmir Bank Ltd.
183)	Vijaya Bank	184)	United Bank of India
185)	Utkarsh Micro Finance Ltd.	186)	AU Small Finance Bank Ltd.
187)	NLC India Limited	188)	BHEL
189)	NEPA Ltd.	190)	Cochin Shipyard Ltd.
191)	Agriculture Insurance Company of India Ltd	192)	Mangalore Refinery and Petrochemicals Ltd
193)	IFCI Limited	194)	Western Coalfields Ltd.
195)	Maharashtra Industrial Development Corporation	196)	The New India Assurance Co. Ltd.
197)	MSTC Ltd.	198)	Canara Bank
199)	National High Speed Rail Corporation Ltd.	200)	Hindustan Petroleum Corporation Limited
201)	Power Grid corporation of India Limited	202)	Directorate of Industries (Pune)
203)	Kerala state Rubber Co-operative Ltd	204)	RailTel Corporation of India Ltd.
205)	Employees Provident Fund Organisation	206)	NMDC LIMITED
207)	Ministry of Skill Development And Entrepreneurship	208)	Mahanadi Coalfields Limited
209)	Power Finance Corporation Ltd	210)	Central Mine Planning & Design Institute Limited
211)	National Cooperative Development Corporation	212)	Eastern Coalfields Limited
213)	United India Insurance Co. Ltd.	214)	Bharat Dynamics Ltd.
215)	Steel Authority of India Ltd	216)	Container Corporation of India
217)	Ministry of Finance, Department of Expenditure	218)	MOIL Limited
219)	Rashtriya Chemicals & Fertilizers Ltd.	220)	India Government Mint
221)	Security Paper Mill	222)	SJVN Limited
223)	National Aluminium Company Limited	224)	ECGC Ltd
225)	Indian Oil Corporation Limited	226)	National Atlas & Thematic Mapping Organisation
227)	Handicrafts Development Corporation	228)	Goa Shipyard Ltd.

	of Kerala Ltd.		
229)	Inland Waterways Authority of India	230)	Broadcast Engineering Consultants India Ltd
231)	Physical Research Laboratory	232)	The Automotive Research Association of India
233)	MECON Limited	234)	GSPL India Gasnet Ltd.
235)	Pension Fund Regulatory and Development Authority	236)	THDC India Ltd.
237)	Indian Port Rail & Ropeway Corporation Limited	238)	General Insurance Corporation of India
239)	Chennai Petroleum Corporation Limited	240)	Mumbai Metro Rail Corporation Ltd.
241)	Chennai Metro Rail Limited	242)	Kholongchhu Hydro Energy Limited
243)	Bharat Petroleum Corporation Limited	244)	Oil India Ltd.
245)	Ministry of Development of North Eastern Region	246)	Engineers India Limited
247)	Airport Authority of India	248)	Mazagon Dock Shipbuilders Limited
249)	New Space India Limited	250)	Land Ports Authority of India
251)	Uttarakhand Tourism Development Board	252)	India Infrastructure Finance Company Limited
253)	Department for Promotion of Industry and Internal Trade	254)	The Institute of Chartered Accountants of India
255)	Pawan Hans Ltd.	256)	Ministry of Tribal Affairs
257)	Jawaharlal Nehru Port Trust	258)	Antrix Corporation Ltd
259)	Numaligarh Refinery Ltd.	260)	South Eastern Region Pipelines
261)	Hindustan Steelworks Construction Limited	262)	Chennai Mathematical Institute
263)	Narcotics Control Bureau	264)	Oil Industry Development Board
265)	Balmer Lawrie & Co. Ltd	266)	NABARD
267)	Indian Overseas Bank	268)	RailTel Corporation of India Ltd
269)	Bharat Electronics Ltd.	270)	Indian Oil Corporation Ltd.
271)	REC Ltd.	272)	Damodar Valley Corporation
273)	Bhakra Beas Management Board	274)	Ministry of External Affairs
275)	Bangalore Metro Rail Corporation Limited	276)	The Institute of Secretariat Training & Management (ISTM)
277)	Ministry of Housing and Urban Affairs	278)	Kochi Metro Rail Limited
279)	Town and Country Planning Organization	280)	Agriculture Insurance Company of India Ltd
281)	National Buildings Organisation (NBO)		

Program Director & Facilitator



Mr. Rajesh Batra
Head-Centre for MSME and IP&CC
Indian Institute of Corporate Affairs
(Ministry of Corporate Affairs)

Rajesh Batra is currently responsible for several development activities through Capacity Building measures by taking serious initiatives in Entrepreneurship Education, Information, Research and Consultancy, Collaboration for Policy Facilitation, professional endeavors for institutional strengthening, Sector guidelines and advocacy to develop best practices for SMEs.

Over the last 29 years, he has worked in different verticals / domains including 15 years of operational experience in public sector financial organization i.e. The National Small Industries Corporation Limited (NSIC) & Indian Institute of Corporate affairs (IICA), established by Ministry of Finance & Corporate Affairs, extensively in the Policy development work, Business Strategy, Project Management, Imports, Programme management, Procurement / Supply Chain Management (SCM) and Business development. His work required focused attention to the credit analysis, fixing of credit limits for clients, disciplined approach to the collections and recovery, wherever practicable particularly combining critical competencies to fine tune internal operations especially working capital management, regulatory risk and rationalizing the business and financial structure as well as in areas such as promotion, development and financing of Micro, Small and Medium Enterprises as well as Agriculture Rural Industries segments, SME competitiveness enhancement and institutional strengthening.

He was appointed Sole Arbitrator under the Arbitration & Conciliation Act 1996 by the Chairman-cum- Managing Director of NSIC Limited for adjudication of disputes and differences between NSIC Ltd. and Private Business units. Besides, as a member of core team, he worked closely to lead / oversee the matters related with large scale implementation of Activity Plan / Programmes including govt. grant monitoring and administration under the Centrally Sponsored large Schemes of Govt. of India.

Rajesh has done his masters in commerce and postgraduate management courses in the areas of Foreign Trade and Marketing. Currently, Rajesh is with Indian Institute of Corporate Affairs (IICA) as Head, Centre for MSME since 25th April 2014. He is working very closely with the industry and with different GOI offices at the Ministry level, State bodies, industry associations/chambers of commerce, entrepreneurship development institutes, SMEs, national and international supporting partners and banks/financial institutions to ensure capacity building at both ends: at the government level as well as at the industries. He gets invited to speak and chair sessions by organizations such as Ministry of MSME and its constituent institutions, Industry Associations and other leading Institutions as well as for select interaction meeting.

Before joining IICA - an autonomous institution under the Administrative Control of Ministry of Corporate Affairs, Government of India, he was working as Dy. General Manager with India's apex SME development organization - The National Small Industries Corporation Ltd. (NSIC) - The Premier Mini - Ratna Government of India Enterprise under Ministry of Micro, Small & Medium Enterprises.



Rajesh Batra is conferred with "National Award for Excellence in the field of Public Services - MSMEs taking into Global Arena" by H.E. Governor of Mizoram on 7th February, 2020

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Head Centre for MSME
Indian Institute of Corporate Affairs,
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Mr. Rajesh Batra

Head - MSME and IP&CC, Chief Administrative Officer & Chairman
- Internal Monitoring, Committee Projects in IICA, New Delhi, Delhi,
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