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**LEADING  
SMEs  
OF INDIA  
2015**

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LEADING  
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2015

# Leading SMEs of India 2015

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## Leading SMEs of India 2015

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# Preface

Small and Medium Enterprises (SMEs) are considered as the building blocks of the Indian economy. Micro, small and medium enterprises of the country collectively employ nearly 100 million people and account for 40% of India's workforce. Further, this sector contributes significantly to the country's industrial production and exports. It also plays an important role in the socio-economic development of the country and helps in achieving inclusive economic growth.



Keeping in mind the critical role of the SME sector, Dun & Bradstreet and The Karur Vysya Bank Limited have come together for the awards initiative, titled, **"Karur Vysya Bank - Dun & Bradstreet SME Business Excellence Awards 2015"**. The main objective of this initiative is to create a platform for recognizing the efforts of Indian entrepreneurs in making their businesses successful and share their success story with the world. Accordingly, the theme for this year's initiative is ***"It's Time to let the World Know"***.

The awards are also a testimony to the role of several initiatives that are helping SMEs to grow faster. These include several government initiatives such as Credit Linked Capital Subsidy Scheme, Cluster Development Programme and Prime Minister's Employment Generation Programme among others. But realizing the full potential of the SME sector will require significant efforts in areas like access to finance, infrastructure expansion, skill development, technical & managerial capacity building, ease of doing business and simplification of laws & procedures. This is only possible with focused efforts of all the stakeholders working together and we are confident that we are moving in the right direction.

The publication **'Leading SMEs of India 2015'** features the award winners of **"SME Business Excellence Awards 2015"** along with other high performing SMEs of the country. The achievements of these high performing SMEs will encourage other enterprises to achieve higher business excellence in the coming days.

Finally, I would like to thank all participants for their active participation and making **"SME Business Excellence Awards 2015"** a great success. I hope you will enjoy reading **'Leading SMEs of India 2015'**, and we look forward to receiving your valuable feedback and suggestions.

Kaushal Sampat  
President & Managing Director - India  
Dun & Bradstreet



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The small and medium enterprise (SMEs) is an emerging sector that plays a critical role in the development of the country by way of its contribution towards employment and economic progress. Karur Vysya Bank is happy to be associated with Dun & Bradstreet in recognizing the cream of SME entrepreneurs of the country.

This is a very significant and landmark year for Karur Vysya Bank (KVB) as it completes 100 years in July, 2016. Our long innings in the industry has been embellished by our strong commitment to ensure customer ecstasy. This commitment has been instrumental in driving us towards providing need based and timely finance to our customers.

SMEs and small traders have always been our niche customers for whom specialized products catering to their needs are delivered by the bank. Added to this, simplified processing and assessment procedures, competitive pricing, concessional charges, quick turnaround time and a single point contact at the branch level are key factors that have made our products and services popular with our customers. Channel finance options by way of cash management services and supply chain finance for both dealers and vendors help smooth credit flow to the SME sector.

KVB has been investing in a big way in technology to provide seamless service to its customers through different alternate delivery channels. Customers can access their accounts and transact safely through our Net and Mobile banking platforms, including transfer of funds through RTGS / NEFT / IMPS.

Besides, KVB has special offerings for the corporate sector by way of account features that support the requirements of both the corporate and its employees. KVB also has a reloadable card which enables efficient disbursement of salary and incentives to the employees.

KVB is committed to supporting the SME sector with more customized products that will take care of the unique requirements of different sectors. KVB is positioning itself as a specialized SME Bank to make it unique and first of its kind in the industry dedicated to the sector.



**K. Venkataraman**  
Managing Director & CEO  
Karur Vysya Bank




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# Executive Summary

Dun & Bradstreet India in association with The Karur Vysya Bank Limited reinforces its commitment towards the development of small & medium enterprises (SMEs). As a sign of this commitment, we feel immense pride in launching the sixth edition of the premier publication “**Leading SMEs of India 2015**”. Dun & Bradstreet’s global footprint will ensure that the success stories of high performing SMEs and Mid-Corporate businesses will reach to all relevant stakeholders across the globe.



The publication profiles 26 award winners of “**Karur Vysya Bank - Dun & Bradstreet SME Business Excellence Awards 2015**” and also features 74 high performing businesses that participated in the awards process which have shown strong performance and potential for the future. These high performing 100 SMEs and Mid Corporates (i.e. the Select 100) are used for the purpose of our analysis presented in the publication. They belong to a range of sectors including Engineering & Machinery, Chemicals & Pharmaceuticals, IT & ITeS, Professional & Business services and Textiles & Garments among others.

## Key highlights of the performance of the Select 100:

- Aggregate total turnover of the Select 100 enterprises grew by around 19% in FY15. Within the Select 100, 51% of the enterprises had a turnover above ₹ 500 mn
- More than two-third (68%) of enterprises were involved in export of goods and services. This is significant, since it demonstrates that business excellence is often accompanied by the ability to sell products and services globally
- Aggregate net profit of the Select 100 grew by around 20% in FY15
- Net Profit Margin (NPM) has improved from around 4% in FY13 to 5% in FY15. Around 42% of the Select 100 enterprises recorded NPM of more than 5% in FY15
- Nearly 41% of the Select 100 enterprises recorded Return on Equity (RoE) above 20% in FY15

Dun & Bradstreet India will continue to keep a track of the developments in the SME segment and seek to support the growth of this segment through its future endeavours. We are confident that this publication will serve as a reliable source of reference to the SMEs. We look forward to receiving your feedback and suggestions.

Pawan Bindal  
Director  
Dun & Bradstreet India

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# Methodology

**‘SME Business Excellence Awards 2015’** is a joint initiative of The Karur Vysya Bank Ltd and Dun & Bradstreet for recognizing and felicitating leading SMEs and Mid Corporates in India. This edition of awards covers ten sectors - Chemicals & Pharmaceuticals, Electrical & Electronic goods, Engineering & Machinery, Food processing & Agro Products, IT & ITeS, Plastics & Plastics Products, Professional & Business services, Textiles & Garments, Transportation & Logistics and Travel, Tourism & Hospitality. Further, the awards initiative also features three theme based awards including Best Global Business, Best Woman Entrepreneur and Emerging category.

The awards, in conjunction with the publication **‘Leading SMEs of India 2015’**, highlight the achievements of leading SMEs and Mid Corporates in their respective categories.

## Eligibility Criteria

Companies with a total turnover of less than ₹ 5,000 mn in FY15 were short-listed for this project. According to the MSMED Act 2006, SMEs in the manufacturing sector are those with investment in plant & machinery less than ₹ 100 mn while those in the services sector will include investment in equipment less than ₹ 50 mn. In addition to this definition, Dun & Bradstreet added another parameter where companies in the manufacturing sector with FY15 turnover of less than ₹ 1,000 mn and companies in the services sector with FY15 turnover of less than ₹ 500 mn are classified as SMEs.

The Mid Corporate category includes companies exceeding the investment threshold or the turnover threshold of the SME, as defined above. Therefore, all companies (in manufacturing / services sector) that exceed the investment threshold of SME, as defined above and whose turnover is Not more than ₹ 5,000 mn for FY15 will be eligible under this segment.

## Shortlisting Process

- We have reached out to SMEs and Mid Corporates across the country using a variety of channels such as through print and online medium, industry associations, Dun & Bradstreet internal database etc. Through this, we have sought basic financial details of SMEs and Mid Corporates for FY15 and FY14.
- We have shortlisted companies with strong financial performance based on these financial details sourced as mentioned above.
- Further, shortlisted companies were requested to provide additional financial and qualitative information along with required documents such as audited financial statements, presentation and other documents to “Make their Own Case” for excellence. We received very detailed and quality nominations through this exercise.
- Dun & Bradstreet used a proprietary model (employing a combination of quantitative and qualitative parameters) to analyze various detailed submissions by companies and to shortlist probable winners in various award categories. Further, the short-list of probable winners was duly scrutinized by a very eminent panel of industry leaders and experts. The final award winners were duly selected by the jury panel after a consideration of a variety of factors of excellence.

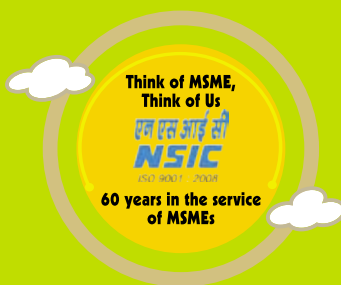
The publication, '**Leading SMEs of India 2015**' profiles 26 award winners of '**SME Business Excellence Awards 2015**'. These awards winners have demonstrated exemplary performance in their respective fields. These winners are also duly profiled in the publication so that their success stories are known to the entire world. These award winners are profiled in a section titled "**SME Business Excellence Awards 2015 - Winners**".

In addition to the award winners, the publication additionally features 74 companies that participated in the awards process and that have shown strong performance and potential for future. These 74 businesses are featured in a section titled "**Featured SMEs**".

A standardized format has been used for reporting information on the companies. Each company featured in the publication has been allotted a unique identification number (D-U-N-S<sup>®</sup> - Data Universal Numbering System). This will help readers locate and obtain full-fledged information reports on these companies from the Dun & Bradstreet database.

'**SME Business Excellence Awards 2015**' and '**Leading SMEs of India 2015**' will encourage other emerging SMEs to showcase their contribution by their active participation in its future editions. We would be pleased to receive your invaluable feedback and suggestions, which we can incorporate in the next edition. Your satisfaction remains our major goal in Dun & Bradstreet's journey towards excellence.





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# Messages from Jury Members

M V Tanksale

Chief Executive, Indian Banks' Association



Small and medium enterprises (SMEs) are regarded as significant growth drivers of the economy. In addition to nurturing the entrepreneurial talent, SMEs also play a critical role in achieving a balanced approach for the socio-economic development of the country by generating employment for millions of people across the country. The time has now come to support these enterprises whole heartedly for graduating to the next level which is aptly reflected in the theme 'It's Time to Let the World Know'. I think it is time to encourage entrepreneurship by incentivizing the entrepreneurial spirit. With the government's recent mantra of "Make in India", initiatives need to be taken to encouraging import substitution.

In this context, I think this is a timely and commendable step for realizing the potential of small and medium enterprises of the country. The time has now come for the SMEs to focus more on product and process innovations, adopt best business practices for optimizing resources to become more globally competitive and create quality products.

The coming together of The Karur Vyaasa Bank Limited and Dun and Bradstreet reflects the serious commitment of the key stakeholders of the country's businesses to support the small and medium enterprises. My compliments to this meaningful initiative and heartiest congratulations to the award winners of 'SME Business Excellence Awards 2015' which, I am confident, will serve as a platform for all SMEs to perform better in the coming years."

Mr Sanjeev Nandwani, ITS

Development Commissioner: Falta SEZ, Ministry of Commerce and Industry, Govt. of India



SMEs are considered as the building blocks of the Indian economy. SMEs contribute to around 40% each to the manufacturing output and to the country's total exports, employing nearly 100 million people, creating 1.3 million jobs every year and producing more than 6,000 quality products across various sectors for the Indian and international markets. The Indian SMEs need to be encouraged to grow and sustain their business. SMEs of today are going to be large corporations of tomorrow. SMEs hence need to focus on the use of technology, improve business processes and produce quality products to increase their competitiveness in the international markets. My compliments to The Karur Vyasa Bank Limited and Dun & Bradstreet for jointly undertaking this initiative and providing SMEs the much needed platform and support. I congratulate all the winners on their achievement and wish them success in the years to come.

Mr Prabhakar Dalal

Ex - Executive Director & Ex - Senior Advisor, Exim Bank of India



I am absolutely gratified and delighted at having been associated, as a Jury member, with the Karur Vyasa Bank - Dun & Bradstreet's SME Business Excellence Awards 2015. SME sector has indeed been playing a pivotal role in nation-building, in terms of creating job opportunities for millions and majorly contributing to India's GDP and exports. The need, therefore, for recognising champions from among the SME sector for their innovative ideas and their skillful execution and for excellent business and financial performance, cannot be overemphasized. Nominations were invited on a pan-India basis from the SMEs across the country using a variety of channels including print and online medium, which led to huge participation from SME units and Mid Corporates. To select 26 champions from this long list was not an easy task, to say the least. It was also a stimulating experience for the Jury comprising 3 members with combined work experience exceeding 100 years, to debate and then to select the best in different segments and categories. Selecting the best women entrepreneurs and emerging global entrepreneurs was additionally a satisfying experience. Hearty congratulations to the winners!



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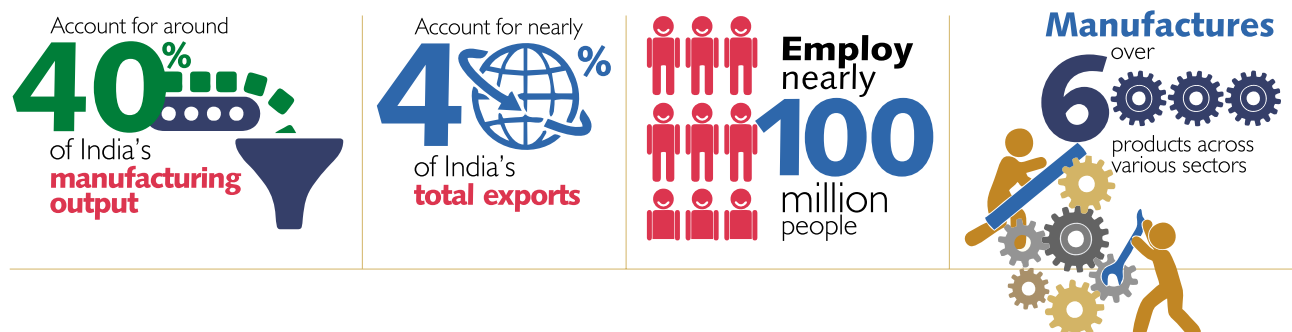
# MSMEs IN INDIA

Dun & Bradstreet

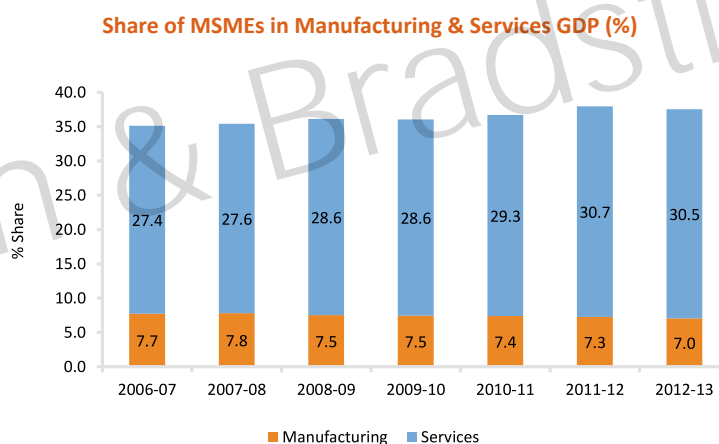
# MSMEs in India

## National Importance

Micro, small and medium enterprises (MSMEs) are often recognized as the growth engine of an economy. They play a crucial role in the economic and social development of the country. As per World Bank estimates, MSMEs in India account for more than 80% of the total industrial enterprises.



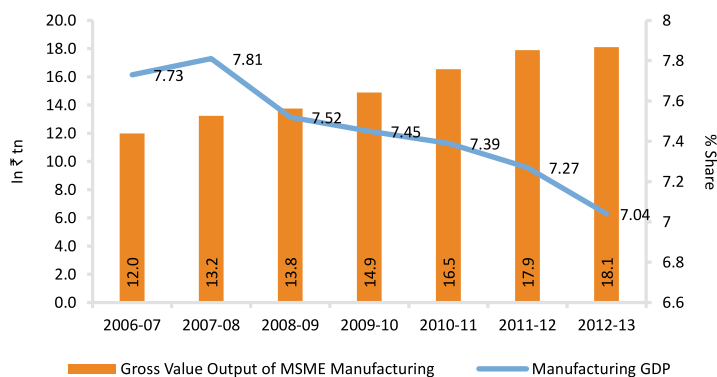
MSMEs contributed around 37.5% of India's overall GDP (manufacturing + services) in FY13. Of this, around 30.5% is contributed by the services sector and the remaining by the manufacturing sector. The chart below highlights the seven year trend in share in GDP:-



Source: Ministry of Micro, Small and Medium Enterprises

In terms of value, the gross output of MSMEs stood at ₹ 18,099.76 bn (at 2004-05 prices) in FY13, registering a CAGR of 8.6% since FY07. Although the gross value output of manufacturing MSME units register consistent growth, its share in all-India manufacturing output and GDP has dropped from 7.73% in FY07 to 7.04% in FY13.

### Contribution of MSME in Manufacturing

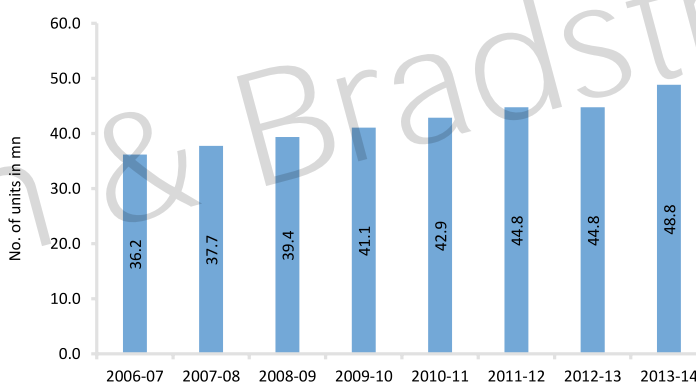


Source: Ministry of Micro, Small and Medium Enterprises

### Wide spread presence

MSMEs are widely spread across the length and breadth of the country. As per the provisional numbers from the Ministry of MSME, nearly 49 mn working MSME enterprises existed as of FY14. During FY14, MSMEs have grown by about 9% y-o-y, which is the highest in the last seven years. This truly proves that the MSME Sector is emerging as one the most dynamic and pervasive sector of the economy.

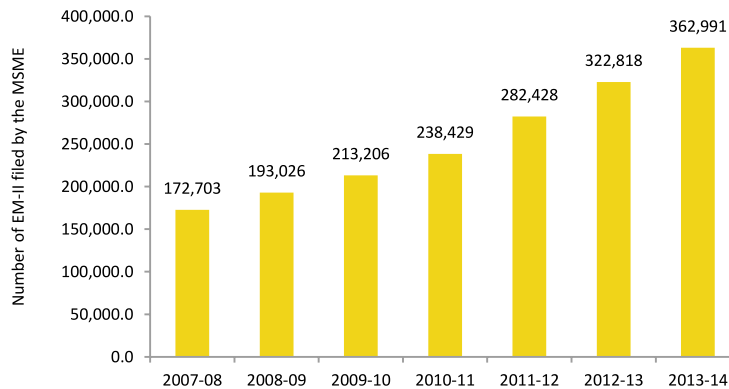
### Total No. of Working Enterprises



Source: Ministry of Micro, Small and Medium Enterprises

The growth in MSME units in the country clearly outlines the growing interest in this sector. Over the years, MSME has shown consistent growth in terms of number of Entrepreneur Memorandum Part-II (EM-II) filed. In 2007-08, the District Industries Centers (DIC) across the country registered 172,703 new MSMEs which increased to 362,991 MSMEs during 2013-14. Establishment of MSMEs has shown a CAGR of 13.2% from 2007-08 to 2013-14.

### Number of EM-II filed by the MSME



Source: Ministry of Micro, Small and Medium Enterprises

In terms of state-wise spread, Tamil Nadu received the highest number of EM-II registrations at 116,393 in 2013-14, followed by Gujarat at 58,627. However, in terms of growth, Delhi stood the highest at 36.3% between FY09 to FY14. This clearly indicates that the government's efforts of encouraging innovation and entrepreneurship on a PAN-India basis are receiving positive response.

### Top 10 states as per highest growth in EM-II registrations

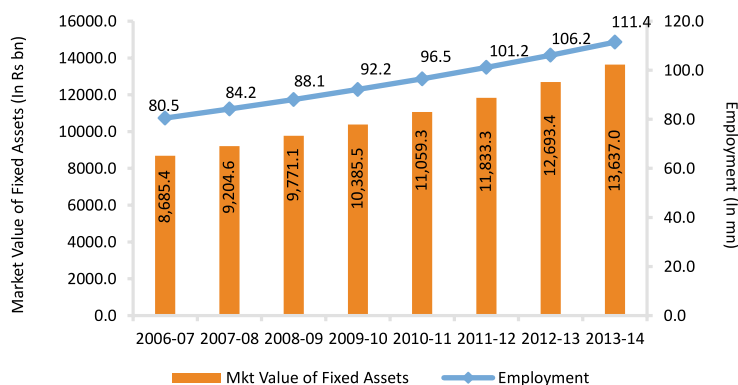
States	CAGR in MSMEs (%) (2009-10 to 2013-14)
Delhi	36.3
Tamil Nadu	29.4
Jharkhand	27.9
Gujarat	26.8
Goa	17.3
Andhra Pradesh	14.4
Uttarakhand	12.9
Punjab	12.4
Odisha	12.1
Maharashtra	11.2

Source: Ministry of Micro, Small and Medium Enterprises

### Productivity

Historically, MSMEs have shown potential to create employment in the country. Wide spread presence of MSMEs also highlights a balanced rise in employment. Employment in the MSME sector grew by 5% in 2013-14. In aggregate terms, MSMEs offered employment to 111.4 mn people in 2013-14 compared to 80.5 mn in 2006-07. Similarly, the fixed investments in this sector has shown consistent growth and stood up from ₹ 8,685.4 bn in 2006-07 to ₹ 13,637 bn in 2013-14, growing at a CAGR of nearly 7% in the last seven years. These growth numbers clearly indicate that the MSME landscape in India has gone through a transformation. Further, with growing opportunities and increasing competition from multinationals, MSMEs are increasing capacity and enhancing productivity.

### Productivity in MSMEs

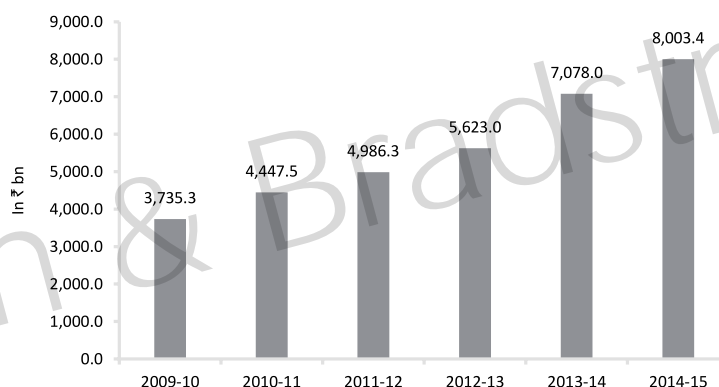


Source: Ministry of Micro, Small and Medium Enterprises

### Credit Accessibility

According to RBI, total outstanding credit to the MSE sector rose to ₹ 8 tn in 2014-15 from ₹ 3,735.3 bn in 2009-10. Outstanding bank credit to MSEs during the last six years registered a staggering CAGR of 16.5%.

### Outstanding bank credit to MSE

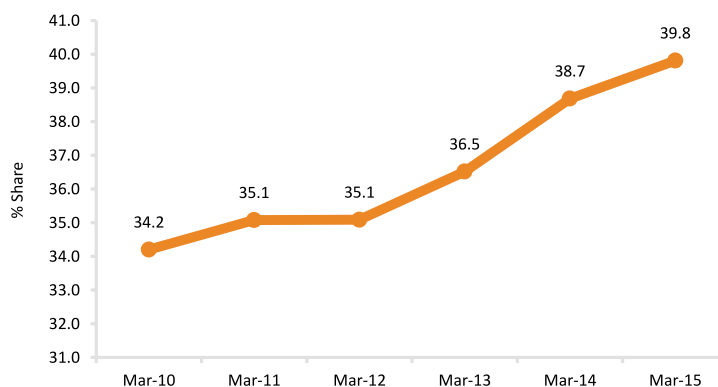


Source: RBI

Additionally, the share of MSE lending in the overall priority sector lending of scheduled commercial banks (SCBs) has increased from 34.2% in Mar-2010 to around 40% in Mar-2015.

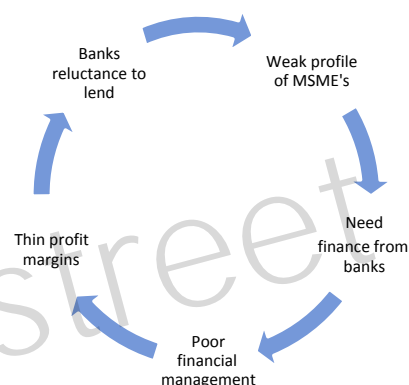
SIDBI has so far contributed to the corpus of 75 venture capital funds which has catalyzed investment of more than ₹ 5.6 bn to more than 472 MSMEs.

### Y-o-Y Share of MSE lending in total priority lending



Source: RBI

While the banking regulators and banks continue to make the financial system more and more SME friendly, lack of adequate working capital continues to be the biggest challenges deterring MSME growth. In the MSME context, finance encompasses equity capital, loans for fixed asset investment and working capital for meeting cash flow gaps. Availability of finance is a key enabler for economic activity and the growth of entrepreneurship in the country. The very weak credit profile of MSMEs restricts large-scale lending to the sector by banks and other financial institutions. Several regulatory & institutional initiatives have been taken to promote availability of finance to MSMEs thereby breaking the viscous circle of MSME financing.



Easing access to finance for the MSME sector is crucial for increase in employment, growth in exports and development of a manufacturing base, as envisaged in the GoI “Make in India” initiative. The Ministry of MSME is also implementing a host of schemes to address MSME issues related to credit, infrastructure development and technology upgradation among others. Some schemes include; Credit Guarantee Scheme, Credit Linked Capital Subsidy Scheme, Performance and Credit Rating Scheme, Cluster Development Programme, National Manufacturing Competitiveness Programme and Prime Minister’s Employment Generation Programme.

The Union Budget 2014-15 also proposed to review the MSMED Act 2006, owing to the changing patterns in the industrial sectors and overall macro-economic inflationary challenges.

### Highlights of Proposed MSMED (Amendment) Bill, 2014

Basis the announcement made in the Union Budget 2014-15 for reviewing the MSME definition for providing a higher capital ceiling, the Ministry of MSME released a draft document on the proposed amendments to the MSMED Act, 2006 in Feb 2015. The draft incorporates a new section on a change in definition for MSMEs, i.e. the MSMED (Amendment) Bill, 2014. The proposed change in the definition of MSMEs is mentioned herewith:

Classification	Manufacturing Enterprise*	Service Industries**
Micro	Doesn't exceed ₹ 50 lakh	Doesn't exceed ₹ 20 lakh
Small	More than ₹ 50 lakh but does not exceed ₹ 10 cr	More than ₹ 20 lakh but does not exceed ₹ 5 cr
Medium	More than ₹ 10 cr but does not exceed ₹ 30 cr	More than ₹ 5 cr but does not exceed ₹ 15 cr

\*Investment limit in Plant and machinery

\*\*Investment limit in equipment

Source: Ministry of MSME

The proposed bill doubles the investment cap on both manufacturing and services MSMEs. It is in consultation stage and the Ministry of MSMEs with other government authorities is expected to take a view on modifications required to the MSME definitions on a timely basis.

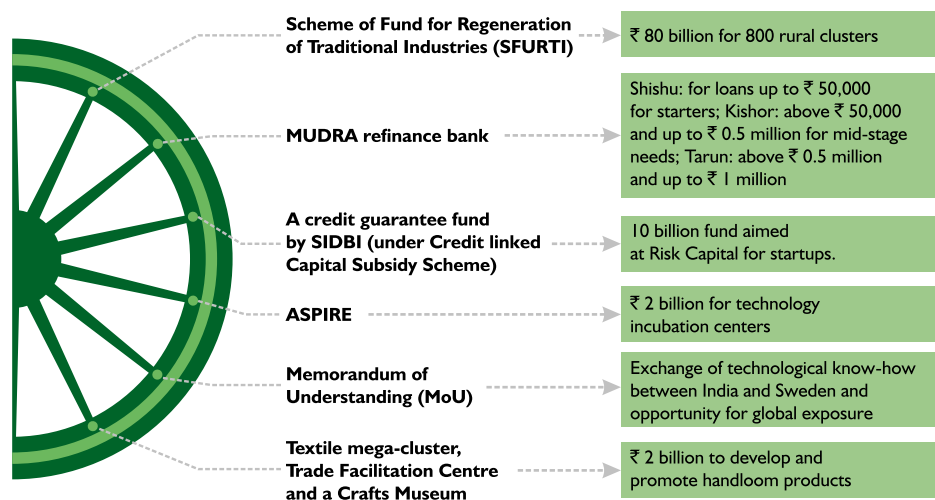
### SWOT Analysis



Realizing the potential of the MSME sector will require significant efforts in areas like access to finance, infrastructure expansion, skill development, technical & managerial capacity building, alignment of goals of industrial research institutions, ease of doing business and simplification of laws, rules & procedures.

### Recent Government Initiatives

Recognizing the need for a scheme for advancement and development of innovation, rural industry and entrepreneurship, the government and the Ministry of MSME has taken certain initiatives. A few are listed below:



## Global MSME Definitions & Successful MSME structural models

The MSME markets across the globe vary in type of form and size. Hence, there is no universal definition for classifying MSME units. Countries across both the developed and emerging economies define MSMEs on the basis of some common factors including; investment on plant and machinery; headcount and production volume/turnover. The definition provided by World Bank illustrates criteria's parallel to those followed by majority of the countries. It broadly classifies MSMEs as enterprises with a maximum of 300 employees, USD 15 mn in annual revenue and USD 15 mn in assets. As per this definition, a firm has to meet at least two of the three requirements to qualify as Micro, Small or medium enterprise.

### Few countries with MSME classification as per Employee size/Asset size/Turnover

Country	No. of Employees		
	Micro	Small	Medium
Brazil	0-9	10-49	50-249
France	1-9	10-49	50-249
Germany	1-9	10-49	50-249
Malaysia	<5	Mfg. 5-50 Agri and Servc. 5-19	Mfg. 51-150 Agri and Servc, 20-50
Russian Federation	1-15	16-100	101-250
United Kingdom	1-9	10-49	50-249
United States	1-9	10-99	100-499

Source: IFC, MSME Country Indicators

In a bid to increase investments in MSMEs and make them globally comparable, India has started to look into its decade old MSME definition as initiated in the last Union Budget 2014-15.

The table below interprets and highlights a few successful and efficient MSME models implemented by developed and developing countries.

Country	Salient Features of the MSME Business Model
United States of America	<p>The Small Business Administration (SBA) in the US operates as a single apex authority for SMEs. It is a nodal, independent Federal government agency in the US which 'aids, counsels, assists and protects the interests of small businesses. It does not provide direct loans to small businesses, rather it sets guidelines and provides repayment guarantee for these loans. Its institutional set up includes the Small Business Administration (SBA), Export-Import Bank, Small Business Lending Fund and Office of US Trade Representative. Some of its offerings include; 7(a) loan programme, 504 Certified Development Companies (CDC) Guarantee programme, Microloans to intermediary lenders, Export loans through banks, Equity financing and Government contracts to small businesses among others.</p> <p>In FY14, SBA approved around 58,000 loans that supported more than 51,000 companies. It offered USD 29 bn of loans to support small businesses, with an average size of USD 0.5 mn.</p>
Germany	<p>In Germany, MSMEs are referred as 'Mittlestand'. More than 99% German firms are Mittlestand, contributing 52% of economic output. The Federal Ministry for Economic Affairs and Energy, BMWi, is the apex body responsible to support the sector. It offers direct and indirect support in the form of financial incentives and promotion of investments, boosting market opportunities abroad, better utilization of pool of skilled labour and enabling regional development for SMEs. Some of its funding programs include; INVEST, that provides subsidy up to 20% of investment to private investors to acquire shares of 'innovative' companies and hold them for three years, and EXIST, that supports the preparation of innovative start-up projects at universities and research institutions.</p> <p>The MSME structure in Germany operates mainly through The Business Membership Organization (BMO) model. Through this model associations or chambers registered with BMWi perform registration, certification and inspections of the businesses in the MSME sector.</p>



Country	Salient Features of the MSME Business Model
Mexico	<p>Mexico follows the Nacional Financiera (NAFIN) productive chains model for enabling access to working capital for its SMEs. NAFIN is a Mexican state-owned development bank that offers SME suppliers with automated reverse factoring through its 'Cadenas Productivas' (productive chains) programme, linking "small suppliers" to "big buyers". This model enables risky enterprises to use their receivables from big buyers to secure working capital finance, thereby transferring an SME's credit risk to their lower-risk customers.</p> <p>In 2004, the NAFIN's market share in the factoring market rose to 60% from 2% in 2001.</p>
China	<p>China's MSME business model is similar to India's MSME framework. Different clusters have been formed along rivers and in inland regions of China, marked with features such as 'one product, one town' type of centralised operation, specialization through creation of specific professional divisions and market-oriented interaction. Government departments have established credit guarantee systems and offer tax incentives to encourage their establishment and growth. Credit risk compensation fund is offered to commercial banks in case its nonperforming loan (NPL) on small and micro enterprise credit exceeds a certain percentage. Other initiatives include; tax reduction and income tax waivers, special fund for technological SMEs for R&amp;D expense and other government support such as financial aid, subsidies for loan interest and capital investment among others.</p>

It is evident from the illustration above, that MSMEs across all major developed and developing economies have flourished backed by government support and an efficient MSME framework. These entities are undisputedly key contenders and frontrunners in any country's story of economic growth and transformation. Hence it is imperative to support MSME growth by institutional infrastructure for advocacy, technical research, refinancing platforms and easy access to services. India too has a well-established MSME framework with institutions like the SIDBI, ECGC and Exim Bank offering direct and indirect support to MSMEs in the country. It is however, crucial to enhance the scope of these vital institutions to strengthen the MSMEs operating in the country.

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## Indian School of Business

**LEADING SMEs  
OF INDIA 2015 –  
THE STORY OF EXCELLENCE**

# Leading SMEs of India 2015

## – The Story of Excellence

India has high entrepreneurial potential and the SME sector has been a key engine of economic growth, job creation, wealth distribution and effective mobilisation of both capital and manpower resources. Due to their smaller size and entrepreneurial spirit, SMEs are quickly adaptable to changes, use innovation as a key competitive strategy and have high growth prospects.

Dun & Bradstreet India's publication, "**Leading SMEs of India 2015**" is to recognise the success of high performing SMEs and Mid-Corporates that participated in the SME Business Excellence Awards. Through this publication, we are highlighting the success stories of 26 Award Winners (across various categories). We are also listing another 74 businesses (SMEs & Mid-corporates) that participated in the awards process and have shown strong performance and potential for future. Together, these 100 'Leading SMEs of India' constitute a sample of outperforming businesses that have excelled in the challenging economic conditions over the past few years.

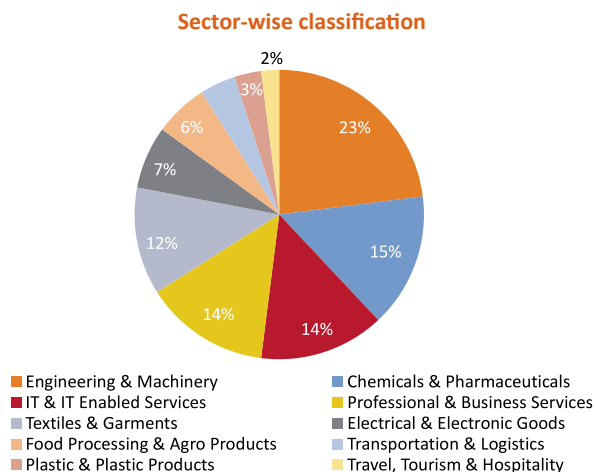
The performance of these leading SMEs & Mid-Corporates (collectively called "the Select 100" for the purposes of this section) are the focus of our analysis and findings presented here. This 'Select 100' belongs to a range of sectors such as chemicals & pharmaceuticals, textiles & garments, food processing & agro-products, electrical & electronic goods, engineering & machinery and IT-ITeS amongst others.

### Some of the major findings pertaining to the Select 100 include:-

- Majority (66%) of the Select 100 are manufacturing enterprises
- Majority (62%) of Select 100 are "Private Limited" entities. Private Limited enterprises dominate both manufacturing and services sector with 51.5% and 82.4% representation respectively
- Engineering & machinery, chemicals & pharmaceuticals and IT/ITeS are the three prominent industries with around 52% enterprises operating in these industries
- Aggregate total turnover of the Select 100 grew by ~ 19% in FY15
- More than two-third (68%) of enterprises were involved in export of goods and services. This is significant, since it demonstrates that business excellence is often accompanied by the ability to sell products and services globally
- Aggregate export revenue accounted for 31.4% of the aggregate total turnover of Select 100 in FY15
- Aggregate export revenue grew by 14.8% in FY15
- Aggregate net profit of the Select 100 grew by ~ 20% in FY15
- Net Profit Margin (NPM) has improved from around 4% in FY13 to 5% in FY15
- Return on Assets increased from around 7% in FY14 to 7.5% in FY15
- Majority (59%) of Select 100 enterprises recorded Return on Equity (ROE) below 20% in FY15

### Engineering & Machinery, Chemicals & Pharmaceuticals and IT & IT enabled services accounted for more than half of the featured enterprises

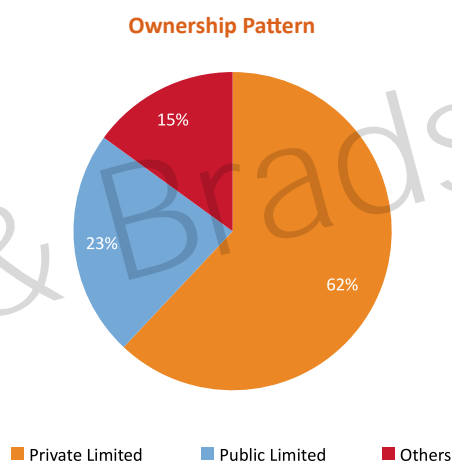
According to the study, majority (66%) of the Select 100 are manufacturing enterprises. About 23% enterprises of Select 100 operates in the engineering & machinery, 15% in chemicals & pharmaceuticals industry and 14% each operates in IT/ITeS and professional & business services sector.



Source: Dun & Bradstreet Research

### Private Limited enterprises dominate both manufacturing and services sector

The study further revealed that 62% of the Select 100 are classified as private limited enterprises whereas 23% of them are public limited enterprises and the balance 15% are partnership / proprietorship firms. Majority of both manufacturing (51.5%) and services (82.4%) enterprises are private limited.



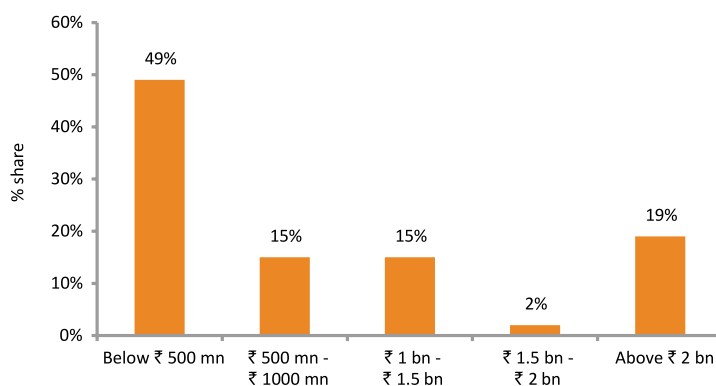
Source: Dun & Bradstreet Research

### Around half of Select 100 are part of turnover below ₹ 500 mn

Within the Select 100 there were 49% enterprises in the turnover below ₹ 500 mn bracket. About 19% enterprises have turnover above ₹ 2 bn while 15% each falls under the income bracket of ₹ 500 mn - ₹ 1,000 mn and ₹ 1bn - ₹ 1.5 bn. Further, it was noticeable that 68% of services enterprises fall under the income bracket of below ₹ 500 mn with major representation from the IT/ITeS industry.

A significant number of enterprises across all the industries barring electrical & electronic goods and plastic & plastic products have turnover below ₹ 500 mn. Electrical & electronic goods enterprises have major representation (43%) in turnover bracket of above ₹ 2 bn while two-third of plastic & plastic products enterprises falls under the turnover bracket of ₹ 500 mn - ₹ 1000 mn.

### Revenue break-up of Select 100



Source: Dun & Bradstreet Research

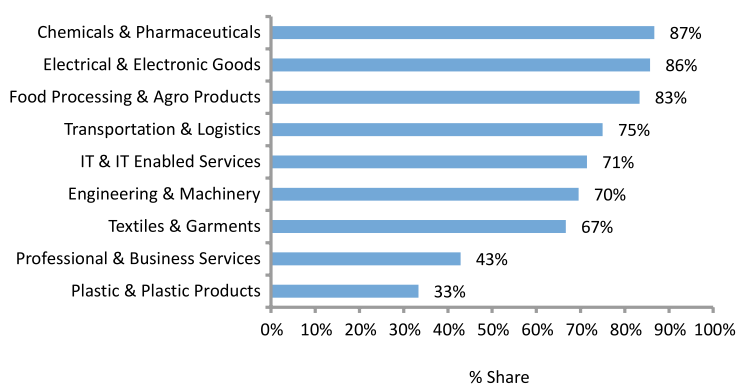
Select 100 displayed a healthy performance in terms of turnover growth. The Select 100 have recorded an aggregate turnover growth of 18.8% in FY15. Even as their growth performance is commendable, the growth in turnover has marginally slowed down in FY15 as compared to FY14 which has seen growth of 23.8%.

### Nearly two-thirds of the Select 100 are involved in export of goods and services

Of the Select 100, nearly two-thirds (68%) were involved in export of goods and services. Enterprises engaged in manufacturing activities seem to be more export oriented than service providing enterprises. Of all the service providers, 56% of the enterprises were engaged in export activities in FY15. In contrast, of all the manufacturing enterprises, 74% of the enterprises were engaged in export activities in FY15.

The survey further revealed that more than 80% of enterprises operating in industries namely chemicals & pharmaceuticals, electrical & electrical goods and food processing & agro-products were engaged in export of goods. Other industries where majority of enterprises undertake export operations include transportation & logistics, IT/ITeS, engineering & machinery and textile & garments.

### Sector-wise exporting enterprises (%)



Source: Dun & Bradstreet Research

Aggregate export revenue accounted for 31.4% of the aggregate total turnover of enterprises covered in the study in FY15. The export contribution has decreased marginally from FY14. However, the export revenue contribution in aggregate total turnover of Select 100 suggests that these enterprises are focused on the export business. In fact, 33% enterprises were seen to be sharply focused on exports, with majority of their revenue being derived from exports in FY15.

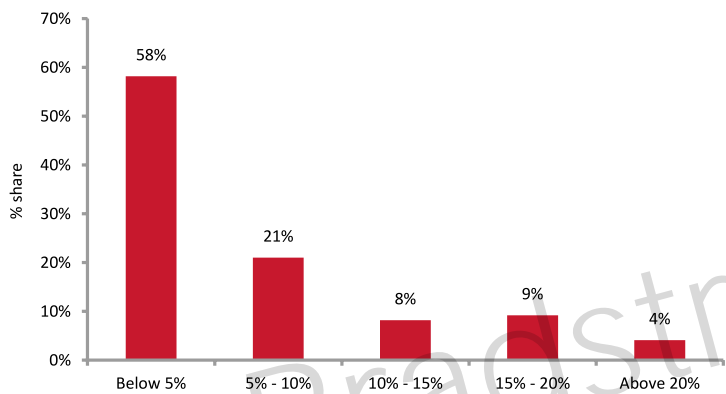
The Select 100 demonstrated decent growth of 15% in export turnover in FY15. However, the export turnover growth in FY15 decelerates compared to the export growth displayed in FY14.

**Majority of the Select 100 registered NPM below 5%**

Aggregate net profit of the Select 100 grew 20.2% in FY15 in tandem with the aggregate turnover growth. Aggregate NPM (net profit as a percentage of total turnover) also improved consistently since FY13 from 3.99% in FY13 to 4.9% in FY14 to 5% in FY15.

Majority (58%) of Select 100 enterprises recorded NPM below 5% followed by 21% enterprises which recorded NPM between 5% and 10%. Only 4% of the Select 100 recorded NPM above 20%. A significant number of both manufacturing (63.6%) and services (46.9%) enterprises reported NPM of below 5%. Very few enterprises (17%) recorded NPM between 10% and 20%, majority of which were manufacturing enterprises.

**NPM break-up of Select 100**



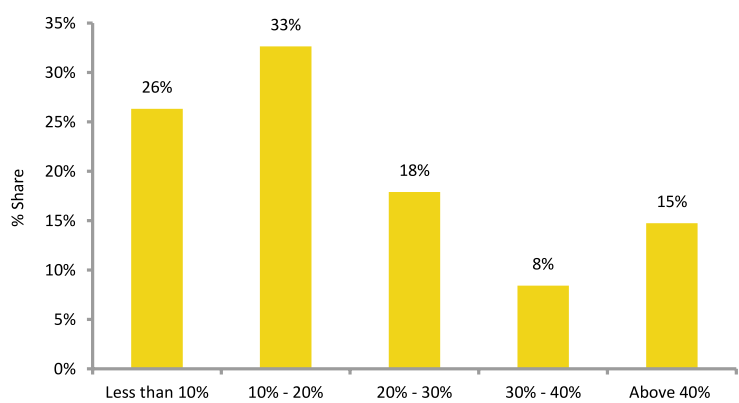
Source: Dun & Bradstreet Research

**Nearly 60% enterprises recorded ROE of 20% or less**

Availability of adequate capital is one of the key factors required to encourage the SMEs to exploit opportunities. SMEs need risk capital for growth and expansion, working capital, innovation and intangible financing, acquisitions, R&D, marketing and so on.

Aggregate equity of the Select 100 grew 27.3% in FY15. Majority (59%) of Select 100 enterprises recorded RoE (Return on Equity) below 20%. A significant number of enterprises (33%) recorded RoE between 10% and 20% followed by 26% enterprises which recorded RoE of less than 10%. A significant number of manufacturing (40%) enterprises reported RoE between 10% and 20%.

**RoE break-up of Select 100**



Source: Dun & Bradstreet Research

In line with ROE, majority (59%) of Select 100 enterprises recorded Return on Capital Employed (ROCE) below 20%. A significant number of enterprises (39%) recorded RoCE between 10% and 20%. Almost half of manufacturing (48%) enterprises reported RoCE between 10% and 20% while a significant number of services (22.6%) enterprises reported RoCE less than 10%.

#### **Borrowings of Select 100 increased by around 13%**

Aggregate borrowings of Select 100 grew 13.3% in FY15. One of the reasons for the increase in borrowing of these enterprises is the enhance banks' credit to the MSME sector. According to the RBI guidelines, all loans granted to the MSMEs are classified as a part of priority sector lending and all scheduled commercial banks are required to extend 60% of total MSME sector advances to micro enterprises.

#### **SME platforms to help MSMEs raise capital**

SMEs in India have traditionally preferred to raise funds either through family sources or through commercial banks. In 2012, BSE and NSE launched SME platforms for SMEs to have a new avenue for raising capital in an efficient manner. As on Nov 2015, there were 107 SMEs listed on the BSE SME Exchange with total market capitalisation of ₹ 69 bn. The enterprises listed on NSE SME Exchange (Emerge) stood at 6.

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- Encourage innovation and entrepreneurial spirit.

**Since the launch of BSE SME PLATFORM  
117 companies have been listed on it.**

### **Salient features of BSE SME PLATFORM**

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## INTERVIEW SECTION

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ARCEE AUTOMATIONS

## ARCEE Automations

**Kishor Arur**  
Partner

**With the development of cutting edge technology in the field of Artificial Intelligence (AI) and Robotics, what opportunities do you see for the Indian SMEs in the next five years? How does ARCEE Automations plan to tap those opportunities?**

With the emphasis on providing zero defect solutions to customers, industries and enterprises will increasingly need to depend on Artificial Intelligence (AI), which is used extensively in Image Processing and Pattern Matching, as well as Robotics, for inspection, quality control, and traceability of their end products. Auto and FMCG sectors are the two fields which make intensive use of these technologies. ARCEE Automations has been already serving these areas and will continue to tap the expanding needs of these sectors.

Currency note inspection and grading is another AI application area that has very good potential for country-wide deployment. ARCEE Automations is already working on an indigenous solution in this segment.

**What are the major challenges faced by SMEs in getting finance for their businesses? How can they overcome these challenges?**

The situation has vastly improved from what it was when we started operations in 1995. However, when it comes to bank loans, strict adherence to tight debt-equity ratios and meeting collateral requirements are some of the biggest challenges faced by SMEs, especially first generation entrepreneurs. Receivables management is another big challenge

faced by SMEs, if the project execution cycle is delayed and payments do not come on time, interest rate payments can badly affect the margins.

We believe that rather than resorting to sale of equity to VC funds and the like, SMEs would be better off by putting more 'skin in the game' and focusing on their areas of strength instead of attempting too much diversification, in order to limit their borrowings until they have reached a certain 'critical mass'.

**What are your views on the Government's initiatives, specifically 'Start-up India; Stand up India' in terms of entrepreneurship development and job creation?**

The ecosystem of the entrepreneurs (the supply chain) has to develop strongly to produce competitive end products. Basic infrastructure facilities which are available in western countries should be made readily available to drive the growth that will make job creation feasible.

**Will the Government's initiatives to digitize India, with the focus being on SME sector, help them to evolve and adapt to the technological changes?**

Yes. Firstly, most of the SMEs are part of the supply chain to bigger corporate houses and with digitization they will be able to better align their systems and processes with those of their customers.

Secondly, digitizing of the government's regulatory mechanisms will reduce third party/intermediaries' intervention in getting statutory

approvals. Speedy clearance when all the paperwork is correct without any delay will be feasible and there will also be increased transparency in the policies, processes and procedures.

**With the rising costs of inputs, how does ARCEE Automation strategize to increase their productivity and reduce their cost of production?**

Currency exchange fluctuation is one of the biggest problems affecting our input costs, since we import several of the key components. Although, hedging is one of the options to handle this, it has its limitations. Building the ecosystem of the supply chain indigenously is the best way to reduce the cost of production.







*ArcGate*

**Arcgate**

**Kunal Bagla**  
CEO

**What are the various services offered by Arcgate? How are they different from your competitors?**

Arcgate helps fast growing startups in the US move at a nimble pace by outsourcing critical large-scale initiatives to collect, clean, organize and enrich big data. Our proprietary Startup Big Data Outsourcing Accelerator toolkit provides a mature and tested outsourcing framework to help companies improve data precision and quality by enriching content at scale and low cost. Our Big Data solutions combine technology, people and process to help startups analyze data and make timely decisions. With a decade of experience working with more than 75 startups, we understand the needs of high growth companies better than most outsourcing vendors.

We are taking a new platform based approach to provide key outsourcing services to an untapped market segment of funded startups in the US. We feel that this opportunity has been completely missed by larger outsourcing vendors in India and other countries. We currently have less than 1% of the target addressable market as our customer. Thus the upside potential is enormous and we strongly believe that we can convert our business into a leading IT & ITES service delivery provider in the next five years.

**Which service line offered by you is expected to drive major growth in the future?**

We expect strong demand and growth

for our Data Enrichment and Big Data Analytics services in the marketplace. Our team of more than 1300 human experts combined with our technology expertise in social, big data, cloud and mobile is helping startups make sense of data growing at an unprecedented volume and speed. Our analytics service helps to transform data into insight to help clients make more informed, smarter decisions.

**What are your future plans? How do you see your company evolving in the next five years?**

Our focus on big data technologies, mobility and cloud is where companies worldwide are innovating and investing. Thus, we feel that we are in the right space, going after the right target market and with 10 years of experience have the operational expertise to grow exponentially in the coming years. We plan to grow to a team of 5000 big data experts providing cutting-edge data analytics products and services in the next 5 years. Most of our customers have continued using our services year over year which proves our sustainable model and is a testament to our high quality personalized service. We have not raised any outside funding to grow the business to this level and we feel that we will be an attractive investment option for Private Equity investors in 2016. We are also actively working on executing our strategy to have a local presence in the US market through dedicated business development associates and joint ventures with other companies.

**Can you outline some of the major initiatives undertaken by your company in the past one year for business expansion?**

We have invested in creating a highly secure, scalable and modern infrastructure, which can support more than 2,500 employees in a 24x7 operation. We plan to continue growing our capabilities in terms of delivery centers, people and processes over the next year.

We attend and sponsor several technology and media industry conferences and events in our target markets in the US - Silicon Valley, New York and Boston. We have a high quality team of Business Development Associates in the US who network at these events and increase our brand awareness. We also have close association with leading Venture Capital and Private Equity firms in the US, most of who have invested in our customers.

We have the systems, people, and methodologies to effectively help startups leverage "globally distributed, capital efficient teams". We have developed frameworks that enable us to build software and deliver services more efficiently. Our heavy investment in technology allows dramatic speed to market through automation. Our proprietary delivery frameworks and platforms deliver cost reduction and increase customer retention by rapidly identifying and eliminating errors in the business processes.



### How will Big Data analytics help SME's to tap new markets?

Cloud computing has allowed companies of all sizes to leverage big data analytics to understand customer, sales and social data in a cost effective manner that was unthinkable a few years back. Data analytics has created new opportunities that SME's can tap into to come up with innovative new products and service offerings in every industry. SME's can also leverage analytics in their internal operations to forecast trends from historical data and make smarter decisions.

### In recent times, Omnichannel Business Model is being adopted by the SME sector. What opportunities and challenges do this type of a business model present to a SME?

There are huge growth opportunities for SME's adopting the Omnichannel Business Model that provide the

customer with a seamless experience across the various channels that they use to interact with an organization. Once customers, employees, partners and other stakeholders have easy and quick access to the right data across desktop, phone, mobile and other channels, it opens up opportunities for improved sales, customer service and operations.

However, the integration between different channels on the back end is challenging from a technology and process perspective. Thus SME's should make a firm commitment towards making this initiative successful in their organization.

### How do you see this present economic scenario? And how is it affecting your business?

Arcgate is at the forefront of the two key trends shaping the technology and Internet industry today: big data

and mobile. We believe we have built the foundation to position us as the dominant outsourcing partner for emerging startups worldwide. Our innovative services for startups around mobile and social trends have introduced the Indian IT and ITES services to an untapped market segment. Even in this tough current economic environment, startups with solid business models have raised sufficient funds for the execution of their plans. Thus we are actually experiencing tremendous growth in our business as startups look to partner with an experienced outsourcing vendor to help them manage their back office processes in a mature, intelligent and scalable manner.





## CORE Energy Systems Private Limited

**Nagesh Basarkar**

Chairman & Managing Director

### **Please share with us the story of your company from its inception till date. What was your main inspiration behind forming the company?**

I had ideated on starting my own business while pursuing engineering. This required me to have industry exposure with relevant experience and have practical knowledge on all areas of business, people management, processes & systems, etc. Thus, I worked for 4 years in one of the leading Fertilizer & Petrochemical Company. To start my business, I approached my friends for raising the seed capital. In 1998, I raised ₹ 300,000 from seven friends within a span of 3 days. This gave me further confidence as my friends showed the trust on my capabilities of becoming a successful entrepreneur.

#### **Inspiration to start a Business**

Just like every graduate, all my batch mates including myself were focused on getting a job in large corporates after completing engineering, as large corporates were good paymaster and had thousands of employees on their rolls. They were proud to be working for these companies because of the brand image and work culture of the company with attractive salary package. I used to dream about becoming an employer one day and generating employment and wealth for thousands of employees and also contributing to the economic growth of the nation.

My Father was an inspiration who molded my thinking of becoming an entrepreneur. He was a mill worker and after the strike broke out in the

mill, he decided to start his own business. I got complete support from my parents, when I decided to leave a lucrative job and start my own business. Even my wife is a constant support and motivation in my journey which gives me the courage and energy to take up challenges associated with running business. I firmly believe that family ecosystem does play a vital role in the initial phase of startup and growth of the business.

### **What are the key business strategies that you had adopted in the past in order to achieve this outstanding performance?**

It is all about being inspired, and at the same time motivating & inspiring the team to think and deliver outstanding results.

We have developed advanced engineering systems and packages for niche industries that are currently facing the challenges of getting suppliers.

We have alliance with several internationally reputed manufacturers and organizations in the form of joint venture, consortium partners, representations agreement with the intention to increase the market share and also the product offerings. We are currently also exploring international markets.

### **Can you please highlight some of the milestones achieved by your company?**

- In 2002, we received our first order from the Nuclear Industry for BARC.

- In 2004, the company became a private limited company from a partnership firm.
- In 2007, became one of the first companies to start the Operation & Maintenance services for the nuclear industry in India.
- In 2010, SERCO, a FTSE 100 company from UK, signed an MOU with CORE to jointly offer nuclear services in India
- In 2012, qualified as an approved vendor for several critical systems of nuclear project.
- In 2012 & 2013, featured in India's top 100 SMEs.
- In October 2015, the company is approached by 2 investors to take equity participation in CORE for ₹ 30 mn
- In December 2015, Company's Board of Directors passed the resolution of becoming Public Limited company from a Private Limited.

### **What are the various services offered by your company? According to you, what are the differentiators that let you stand out among competition?**

We design, manufacture, integrate & supply wide range of engineering systems and packages for the process industry focusing specifically on nuclear, oil & gas and the defense industry. CORE has the ability to build-to-design as per the customer specifications; no matter how complicated the project is, CORE will deliver the complete package which is optimized, certified, installed, and



performance guaranteed for use anywhere in the world.

We offer high end services to the client such as Operation and Maintenance of the entire facilities which are completely managed by our highly trained and skilled team, 24/7 to operate in sectors like nuclear, oil & gas, and petrochemicals industry.

Our key differentiators are the expertise in providing cost-effective customised solutions for projects, irrespective of the project's size or complexity.

We offer Project-in-a-Box Solution, which is a site-ready setup Skid Mounted Integrated Packages & Systems to commission the system within minimum stipulated time and cost.

Due to the value additions done by CORE, the entire supply chain is benefitted from OEM'S to the Clients. The OEM'S can focus on building their standard equipment while all non-standard engineering, fabrication, integration, assembly & documentation can be taken care by CORE. CORE is committed to deliver the final Engineered Package Systems meeting stringent specifications and application of the clients by fully complying with their requirements.

**How do you think that your company stands out in the current market competition? What is your USP? Could you highlight for us some initiatives that have been taken within the company that has directly or indirectly**

**helped the company become more competitive? For instance, people training and career development, technology investments, etc.**

We have strategic partnerships with large multinational companies who are market leaders in their segment. We have indigenized various components in the Engineered Packages that are being supplied for the critical applications, fully meeting the design and specification, thus becoming cost-effective and competitive.

We motivate our employees to take higher responsibilities and give them exposure to interact with the clients & business partners. We have also adopted a unique reporting structure which ensures that an employee is able to handle multiple functions across our business verticals to enhance our productivity and optimize cost. It also benefits the employee as he develops a multifunctional skill which boosts his career. This has been a key to our business model.

Information Technology (IT) is one of the key to the success of the business in our industry. Thus we aggressively invest every year to ensure we have the latest technology, hardware and software. Our IT infrastructure is one of the best available in the industry and can be compared with large corporates. This allows our employees to work seamlessly and deliver results from any locations irrespective of the physical boundaries. We focus majorly on Business Analytics and MIS systems to give us real time indication on our organizational performance.

**What are the key business strategies that you plan to adopt to boost business in this domain?**

We manufacture a wide range of Engineered Systems & Packages for defense, nuclear and other niche industries under MAKE IN INDIA Initiative. We are currently setting up a manufacturing facility in Dombivali and also investing heavily to expand our O&M business.

**Where do you see your company, your business in the next five years? How do you plan to expand your business further?**

The company aims to assume a leadership position in India in Operation & Maintenance services. Our topline is projected to grow exponentially- 10 times of our current revenues. Our business will see substantial growth in defense for the Engineered Package Systems.

With the current capabilities and proven track record of successful completion of project along with financial strength, we have developed a prequalification to bid for EPC contracts. Therefore, in the next 5 years we will have carved our presence amongst the leading EPC Contractors in India undertaking infrastructure projects. This will contribute substantially to our revenues.





**DHOOT TRANSMISSION**  
Harnessing Safety through wires

## Dhoot Transmission Private Limited

**Rahul Dhoot**  
Managing Director

### What further steps can be taken by the Government to assist SME's involved in the manufacturing processes?

First and foremost important step government can take is providing industrial land easily available to SMEs and a single window system for all government compliance. Following are some of the steps which government should take for strengthening the manufacturing process:-

- Create a Technology Acquisition Fund to enable SMEs to acquire technologies wherever available.
- Facilitate creation of a mechanism to effectively link up the SMEs with the technology providers and users of the products.
- Currently, small scale industries with annual turnover of upto ₹ 15 mn are exempt from excise duty. This monetary limit needs to be substantially raised.
- Raise monetary limits provided for auditing and maintenance of accounts for small enterprises under Income Tax Act.

### What opportunities do you see for Indian SMEs in the next five years? How are you planning to tap those opportunities?

The SME sector in India is flourishing with the immense support from the Government. The government is coming up with MSME policy soon and the sector is upbeat that the government will address glitches faced by this sector. With the launch of campaigns like Make in India, Digital India and Swachh Bharat Abhiyan, the sector will get the needed impetus as the success of Make in India stems

from the SME sector.

The Government has been contemplating on the implementation of the GST. Once the GST is implemented there will be a single marketplace which will break tax barriers between states, bringing in a uniform tax code across the country.

### What are the major challenges faced by SMEs in getting finance for their businesses? How can they overcome these challenges?

One of the major issues in the financing of SMEs in the Indian context is the information asymmetry facing banks and the efficacy of measures such as credit scoring for SMEs. To overcome these finance related issue SME's can come together forming a cluster and initiate talks with financial institutions for group financing by which the cluster can support its member for lack of security that financial institutions require as security.

### How is the "Make in India" initiative helping the SME sector involved in manufacturing process?

Some of the measures under Make in India include:

#### Green Technology & Practices:

- A 10% one-time capital subsidy for units practicing zero water discharge.
- An incentive of ₹ 0.2 mn for all buildings which obtain a green rating under the IGBC/LEED or GRIHA systems.

#### Technology Development:

- SMEs will be given access to the patent pool and/or part of

reimbursement of technology acquisition costs up to a maximum of ₹ 2 mn for the purpose of acquiring appropriate technologies up to a maximum of 5 years.

#### Industrial Training & Skill Upgradation Measures:

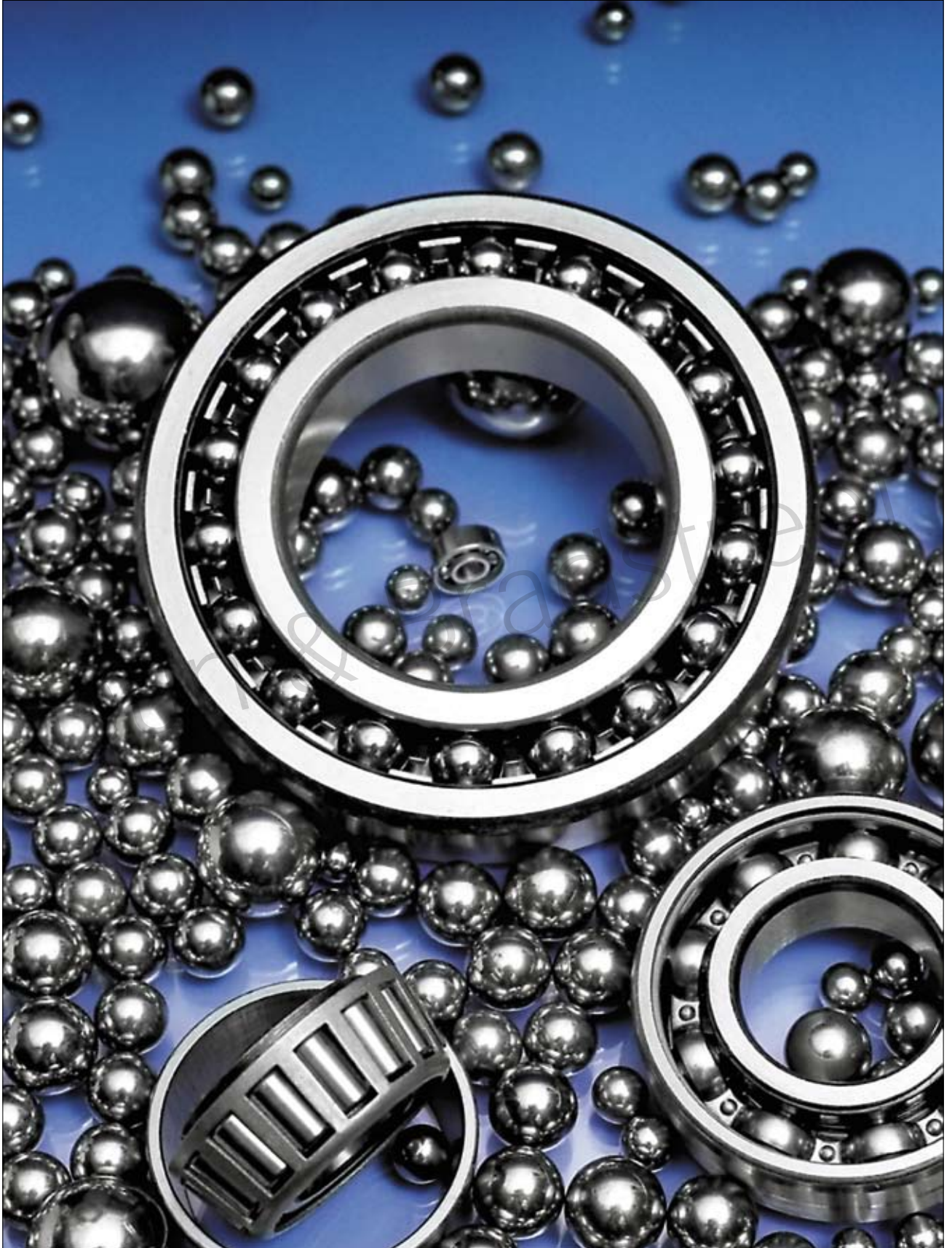
- Relevant vocational and skill training through establishment of ITI in PPP mode.
- Establishment of instructors' training centre in each NIMZ.

### Dhoot Transmission provides turnkey green solutions for the automotive industry. With digitization of business, how will it help in increasing the productivity of ecofriendly processes?

Green manufacturing has become an important strategic tool that companies operating in the automotive industry are increasingly using to differentiate themselves from their competitors. Automobile companies are utilizing various green practices which results in cost savings and help companies in increasing its competitiveness in the market.

The main focus is on saving energy, water and lowering emissions. The JIT and modular consortium have helped them a lot to streamline their production systems and reduce their environmental impact. To have more efficient production assembly lines, the automotive industry deployed robots and automation. Automobile companies are using green buildings, green supply chains, reverse logistics and innovation as the way forward.







**V B Mahendra**  
Director

## Encon Thermal Engineers Private Limited

### **Please share with us the story of your company from its inception until date. What was your main inspiration behind forming the company?**

Encon's journey began during the 1970's when the country was facing with petroleum crisis, as no foreign country was willing to provide petroleum oil to India. The industrial units which were dependent on this raw material were forced to purchase at a very high price. During this period of scarcity, the Indian Government established 'Petroleum Conservation Research Association' (PCRA) to conduct energy surveys for the industry and identify the areas where energy could be saved.

Several entrepreneurs tried new ways of production using latest technology available during that time. Encon was formed to fill this vacuum in 1978. We started advising to various businesses on the ways and methods to reduce energy consumption as well as providing equipment for the same.

Today, Encon offers start to end innovative and cutting edge solutions to various businesses to save energy. During the last four decades, Encon has come out with over 19 new concepts/innovations into the field of energy conservation/conversion out of which couple of them has been awarded at national level.

### **What are the key business strategies that you had adopted in the past in order to achieve this outstanding performance?**

We give lot of attention on R&D and it is one of our major factors to excel.

We have our own well-equipped R&D and a team of efficient and qualified engineers. We invest huge money in the developments of new models and designs. Through, continuous efforts in R&D, we have been regularly inventing new models conforming to industry requirements.

Further, our clients are one of the key reasons for our outstanding performance. They approached us with their issues. Most of the times, it was a new challenge, a new case study, new diagnostic services done, a new utility and we strived to provide them with optimum solutions. We have had about 19 innovations in totality that provide solutions for conserving energy in different arena of Steel plants, Herbal medicine making, Automotive units and Transformer & Distribution (T&D). In fact, we were the first ones to convert coal-fired furnaces to gas-fired furnaces when the natural gas was given to TAJ Trapezium (Agra, Firozabad). Whenever there was a new challenge, we endeavored to provide innovative solutions. That's how we got our first assignment from the government of India. The Ministry of Science and Technology signed the development of gas burner with us. We, in collaboration with Indian Institute of Petroleum (IIP), developed the gas burner for the country and this was patented.

### **Can you please highlight some of the milestones achieved by your company?**

- Development of Recuperator with indigenous material

- Conversion of Wood cum coal fired boiler from the furnace oil
- Development of Ovens, energized by gas heating elements
- Development of fuel efficient furnaces
- Development of Industrial oil Burners
- Development of Gas heating element

### **What are the various services offered by your company? According to you, what are the differentiators that let you stand out among competition?**

We help our clients to buy the right products rather than selling them. We ensure that our customers understand what they require and then we strive to provide them with the most energy efficient products that match their requirements. Most of the times, there are big gaps in the understanding of products. Rationalization of solutions is the way we work. We are working with Tata Steels, Tata Motors, JSW, SAIL plants, DCM, AREVA, Alstom and Primetals to name a few.

In one of our innovations, there is ladle heating stations where the stepwise improvement has brought down the consumption of oil from 12 litres to 2 litres per tonne of LML. They are doing the same duty with 10% of energy. That's how we differentiate from others.



**How do you think that your company stands out in the current market competition? What is your USP? Could you highlight for us some initiatives that have been taken within the company that has directly or indirectly helped the company become more competitive? For instance, people training and career development, technology investments, etc.**

In 2009, we got a trial order from Danieli. The client had initially planned to give the order to China, but after considerations from our supplies to Bhilai steel plant, they gave the job to us on turnkey basis. To ensure quality, they would send a quality inspector from Italy periodically without notice and a representative from SGS was placed at our plant to improve our culture and attitude. This pushed us to meet international quality standards. Today we have the latest machinery to meet the quality standards as that of higher international standards. We brought the highest quality fabricators. We have all our personnel trained, right from welders to technicians. We have our quality checks at each and every level.

**What are the key business strategies that you plan to adopt to boost business in this domain?**

Now that we have established ourselves in the efficient heating technologies used in the Steel melting shops & forming shops, T&D industries, Automotive industries and Herbal medicine industries among others. Now we are looking at expanding our verticals viz:-

- o Renewable energies like Solar and Nano Hydro technologies. Air cleaning systems for which tie-up with established German partners is already formed.
- o Most of our allied clients such as Steel plants, Automotive industries and T&D industries need these solutions for sustainable development.
- o We are also looking for technical or investment partners who believe in our philosophy, our vision, and mission, which would accelerate our growth.

**What is your take on 'Make in India' initiative started by the Indian Government and its acceptance by PSUs and Indian consultants?**

'Make in India' is a great initiative started by the Government. In order for this initiative to succeed, lot of changes are required in the mindset of the people. We, as Indian creed, should have respect and believe in Indian innovations and the capability of Indian manufacturer. It becomes painful and nearly impossible to do business with PSUs and such like organizations when they have different measuring rods in accepting Indian produced and the foreign produced products/technologies. Although, operational and performance parameters and guarantees with proven track record are the same.

**Do not undermine Indian minds!**

Reverend Aryabhata, Dr. CV Raman, Dr. APJ Abdul Kalam were all Indian minds. So to make this program successful, let us all have a lot of introspection and self-esteem elevation.





## Indus Net Technologies Private Limited

**Abhishek Rungta**  
Founder & CEO

### Kindly share with us the brief profile of your company.

Founded in 1997, Indus Net Technologies is a premiere full-service digital consulting and services company. Having client base of more than 10,000 and serving across 40+ countries with major focus on the UK, the US and Australian markets.

We provide digital strategy consulting, web application development and deployment, mobile app development, digital marketing and cloud infrastructure management services.

We work with medium to large enterprises around the world (India, the US, Europe, Africa, and Singapore) and help them generate high ROI (Return on Investment) from our digital strategy. Our clients include startups as well as established Fortune 500 companies, majorly from the following sectors:

- Banking, Financial Services and Insurance
- Media, Publishing & Entertainment
- Retail, FMCG & E-Commerce
- Real Estate
- Government

Some of our clients are – Ageas, Santander, Tesco Bank, John Lewis Insurance, Axis Bank, State Bank of India, SBI General Insurance, United India Insurance, Bridgestone, Mattel, Cashpoint, Money Mart, MyGov, National Informatics Center (NIC) and ELCOT to name a few.

Our strength lies in our strong team of 600+ professionals, who work from India (Kolkata, Delhi, Mumbai, Chennai), the UK, the US and Singapore.

Some of the very popular projects which we have worked on recently are the MyGov app (launched by Honourable Prime Minister, Sri. Narendra Modi), Ministry of Tourism Portal, Incredible India app, Lok Sabha website and Smart City app for New Town (Kolkata).

### What makes you different from several hundred digital service companies, which are serving this highly fragmented market?

As a team, we put in our heart and soul in every project we do. We work with commitment, passion, care, love, flexibility and client's best interest in our heart. We think, as a technology company, a dedicated brain is a given. But, one need to put heart into something, to make it big.

We have a partnership approach. We become part of our client's business – in their good and bad time. We work as a team to make the most of the leverages they have, and find solutions to the problems they face.

We strongly believe in – If our client wins, we win.

We also bring 18 years of experience and international best practices, which we have learnt, followed and adapted through our journey.

Besides this:

- We operate in all major metros of India and thus can provide seamless pan-India servicing to our clients.
- We have the most extensive service range under one roof, making us a full-service provider. Thus, you do not need to co-ordinate between multiple agencies to get a simple project done.
- Our major delivery hubs are in Kolkata and Chennai, which helps us rationalize the costs and hence enable us to pass the benefits to our clients.

Last, but not the least, we are fundamentally a digital company since inception; hence carry the DNA for digital. It is unlike many companies, who jumped into the bandwagon when the buzz of "Digital" became loud.

### How much of your business comes from India? What is the importance of Indian market for Indus Net Technologies?

We are a company, which was born in Kolkata, but grew up in London.

When we started operations as a single person company in Kolkata, we did not find much traction. We entered the overseas market, in an emerging domain of small business outsourcing of digital services. As a pioneer, we kept on innovating and stayed at the leading edge of the industry. Word of mouth helped us grow faster than we envisioned.

In 2010, we decided to enter back into the Indian market. We started working with the government. It was not easy, but we adapted. Then in 2013, we started exploring private companies. The response so far has been exceptionally good.

Today, 15% of our business comes from India. We envision that by 2018, 25% of our business will come from India. To serve our Indian clients, we have opened our offices in all the major metro cities. We will soon expand to Tier-2 cities to ensure that medium-sized enterprises in every major city of India can enjoy our service.

**Which service line offered by you is expected to drive major growth in the future?**

Our mobile services are driving major growth for us. It is expected to continue, as most brands are in process of deploying their mobile strategy.

We are highly optimistic in capturing a sizeable market share under this segment.

**What are your future plans? How do you see your company evolving in the next five years?**

Indus Net Technologies is growing at a rapid pace. We expect to continue doing so, and do meaningful and impactful projects around the world. We are signing multi-year contracts, doing performance-based partnerships and setting up joint ventures aggressively.

We expect to be anywhere between 3x to 5x of our current size within 2020. To achieve this, we will be setting up win-win partnerships in multiple geographies and continue to scale our growth team.

We also plan to create and launch products to leverage our client base.

**Can you outline some of the major initiatives undertaken by your company in the past one year for business expansion?**

In last one year, Indus Net Technologies has focused primarily on the Indian, South East Asia and Middle East market. On service side, we focused more on mobile technology.

We have consciously changed the business model to serve medium to large enterprises and built strong resilience in our operational model to provide a competitive advantage to this segment of business. Also, we have moved up the value chain with a consulting based approach.

Last, but not the least, we have spent a considerable time and effort in strengthening the company from inside and providing it a firm base on which it can launch its ambitious growth plan.

**Which are some of the major technology trends in which Indus Net Technologies is investing for the future?**

**OTT**

Over The Top (OTT) is evolving rapidly and is set to disrupt the media business in a big way. It allows channels to broadcast content over the internet. On the other hand it allows consumers to consume content on multiple devices i.e. mobile, laptop, TV, etc. with a single subscription, any-time, any-where – without any set top box.

It solves many problems and opens many avenues including: 1) Anyone can become a media company – yes, even one single person sitting in a remote corner of the world, 2) It solves the payment and distribution problem of the content creator, 3) Users have the flexibility of selecting their preferences and paying for what they are consuming, 4) Users can take their entertainment with them, wherever they are and 5) It allows

users to decide if they wish to see commercial or if they are happy to pay for a premium content.

**IoT**

The Internet of Things (IoT) is the network of physical objects or “things” embedded with electronics, software, sensors, and network connectivity which enable these objects to collect and exchange data.

Over time, a very strong eco-system has developed around Internet of Things (IoT). Today, we can see simple and practical devices, which are used by end consumers. There are more complex solutions, which are being applied in manufacturing, energy, medicine and smart cities. As people and technologists realize the potential of connected device and automation that can be achieved, more interesting applications and use cases will evolve.

IoT devices are producing huge volume of data, which cannot be understood or comprehended easily without proper analytics. This will push the big data revolution forward.

**Big Data**

As we get more and more information, we need to mine the meaning out of it. We need to identify trends and patterns to take correct decisions. The data can come out of a teller machine in a bank, a network of 10,000+ POS systems for a retailer or temperature data of a heat sensor in a factory furnace. Again, at times, the data is static and in some cases they are streaming for real time action.

This whole explosion in data is giving rise to the use of big data and related technologies.



## Interactive Manpower Solutions Private Limited

**Amit Somaiya**  
CEO

**Please share with us the story of your company from its inception till date. What was your main inspiration behind forming the company?**

Interactive Manpower Solutions Pvt. Ltd (IMS) was incepted in 2006. Looking at the shortage of the talent across the global market, we found that talent acquisition would be one of the most challenging areas for HR leaders in the new millennia. As a result, the founders Mr. Ashok Vithlani and Mr. Amit Somaiya incepted IMS in early 2006. The soul focus of the business was to create a niche service around talent acquisition and cater to the recruitment and staffing industry within the global markets.

**Can you please highlight some of the milestones achieved by your company?**

Earlier, IMS found a formidable partner in Empresaria Group Plc, a UK based staffing group, and they joined hands to expand the vision of the above business model. In a span of 10 years, IMS caters not only within UK markets (the first market it started servicing) but it has expanded across North America, Australia and East-West Africa. IMS currently caters to 130 global recruitment and staffing firms through its team of more than 500 professional recruiters. During this journey:

- Silicon India has rated IMS as the “Best SMEs in Offshore Recruitment Services” category during 2015.
- IMS has been the proud recipient of the “Outsourced Solutions Provider” Award in Australia conferred by

Recruitment International, during the year 2014.

- IMS has also been honored as “Best Company” in Asia Pacific region for two years in a row 2013 and 2014 by Empresaria Group Plc UK.

**What are the various services offered by your company? According to you, what are the differentiators that let you stand out among competition?**

IMS provides outsourced/offshore recruitment services to recruitment and staffing firms. The services revolve around providing either the entire recruitment life cycle or clients can choose to avail specific activities or a combination of activities within recruitment.

These services are highly specialized, customized, and follow global delivery standards.

The main USP of IMS is its people. IMS believes in coaching and mentoring its talent. We invest in our people, train them, mentor their leadership abilities, and as a result achieve superior client engagement and delivering of services.

**Where do you see your company, your business in the next five years? How do you plan to expand your business further?**

Currently IMS has three office locations with a staff of more than 500 recruiters servicing more than 130 clients across three different continents, operating 24x7. This is expected to grow to over 650 people in the next two years. IMS sees itself of having a

recruitment team of more than 1000 within the next 5 years servicing over 500 different recruitment and staffing firms having multilingual capabilities.

**What further steps can be taken by the Government to assist SME's involved in the service industry?**

There are a lot of benefits made available by the Union and State government to the SME sector. Unfortunately much of this information is not readily available to the public at large as a result most of the facilities/benefits remain underutilized.

It is therefore important to disseminate this information to the larger audience within the business investors.

Secondly, it is critical to increase the ease of doing business within India. Bureaucracy is rampant, and export oriented companies persistently face challenges in availing prescribed tax benefits as well as tax refunds. This is an area where the government could focus on to inspiring more investment within the SME sector.





## Logicash Solutions Private Limited

**Vipin Jain**  
CEO

### According to you, how will the Government of India's Digitization initiative benefit SMEs?

Digitize India Platform (DIP) is an initiative of the Government of India under the Digital India Programme to provide digitization services for scanned document images or physical documents for any organization. Digitization helps SME in streamlining, faster communication, increase in collaborations, reduce logistic costs and minimize manpower costs. SMEs those are participating in any government tenders require lot of documentation. Currently, same information is submitted every time in several forms and same supporting documents are submitted to various departments in physical forms, so with digitization reduction in manual intervention, paper work and time are saved resulting in increased margins.

### What opportunities do you see for Indian SMEs in the next five years? How are you planning to tap those opportunities?

SMEs are going to become the backbone for various businesses in India. There are plenty of opportunities for the SME's. SMEs can provide extended services for banks. SMEs can work as offline showrooms for online product-showcasing, and provide services as logistic partner for big businesses. SME's can also become vendors for major setups.

### Coming to how Logicash tap those opportunities are:

- We can provide COD facility to the

emerging Ecommerce companies.

- We can provide trained cashiering services for SME reconciliations.
- We can serve their cash logistic needs.
- We want to engage SMEs for selling our future services like cash centers.
- We are keen to customize our services in order to cater the SME sectors by most relevant ways.

**LENS, developed by Logicash, is a system for both Multi-Vendor monitoring and comprehensive management. How will the application help an SME in managing its operations, performance and resource profitability in the scenario of increasing competition?**

LENS is designed & developed by the long industry experienced team of Logicash. Looking at the industry dynamics, the intelligence is built such that it helps Logicash to be proactive in dealing with operational issues, thereby delivering customer satisfaction.

### Features and Benefits for SMEs:-

- Resource Planning
- Integrated with various vendors & customers application for real time capture of information on multiple platforms
- Service Level Agreement Monitoring
- Automated Reconciliation
- Maker & Checker Concept
- Process Automation

- Various alerts & Notification
- Mobile Application
- Various Operational Reporting

**Logicash, as a cash management solution provider has proposed to set up "Cash Centers" through-out the country which will act as one-stop points for the host of financial and retail services. How will this help improve the infrastructure for credit provision and in availing government schemes for SME's?**

Logicash, with vision to make the services within the vicinity has proposed "Cash centers". These cash/credit centers will act as a deposition and delivery centers, which have their reach far and wide. It is like a miniature bank branch available off bank hours, but deals in certain capped amount of cash transfers, utility bill payments, credit card payments, and centralized address for individual shipment deliveries. There are new banking licenses being issued, but opening up a new bank branch is a costly affair, it also requires a huge set up and time. With these cash centers and with their extensive reach along with Logicash's logistics expertise; government schemes, bonds and credit provisioning can be done made available in no additional set up, costs and in a given frame of time. In future, we have plans of making these centers for referendums, opinion polling and even voting if government permits.



## Swiss Garnier Life Sciences

**M S Theivendran**  
Managing Director

### **Please share with us the story of your company from its inception till date. What was your main inspiration behind forming the company?**

We thought of doing something different, out of the various options that were available with us, we chose to enter in the pharmaceutical industry – by identifying an opportunity in manufacturing innovative and novel drug delivery system formulations. I had the opportunity of visiting USA while working in ONGC and foresaw that India would soon get Health Insurance Products like in USA, which actually gave me a base to start a Pharmaceutical Unit at Chennai.

Then, we thought of starting another unit in April 2005, to augment capacity and to take advantage of tax concession and thus we started Swiss Garnier Life Sciences at Himachal Pradesh, to cater the needs of contract manufacturing in the domain of Pharmaceuticals and Nutraceuticals. We had a modest turnover of ₹ 170 mn during the first year of operation. In addition we have created two more manufacturing facilities one in the name of Swiss Garnier Biotech and another in the name of Swiss Garnier Genexia Sciences at Sikkim. With our sustained efforts and by constantly increasing our customer base we have achieved a sales turnover of ₹ 2130 mn by March 2015.

### **What are the key business strategies that you had adopted in the past in order to achieve this outstanding performance?**

In order to keep our growth

momentum, we follow strategies which includes, complete business transparency, trustworthiness and building relationships with customers on sound business ethics like quality to the core, timely delivery and adherence to latest quality assurance systems regardless of commercial consequences. Of course, innovative products, improved product safety and quick response to the market demands are some of the key factors contributing to our good performance in the market.

In order to enhance product quality & productivity and to overcome spurious and fake drug issues, we have constantly invested in Technology upgradation and innovations.

To increase our business, we have developed formulations like SAME, Multi enzyme syrups and capsule for the first time in India and by manufacturing products in life style segment.

We have created a separate facility for food supplements and OTC products to take care of our customer needs.

All our operations are integrated by ERP software and VPN connectivity.

**How do you think that your company stands out in the current market competition? What is your USP? Could you highlight for us some initiatives that have been taken within the company that has directly or indirectly helped in the company become more competitive? For instance, people training and career development, technology investments etc.**

We firmly believe that our ability to innovate and adhere to time schedule gives an edge over our competitors.

We have created a strong in-house R&D to develop various innovative dosage forms like Tablet in Tablet, Effervescent tablet, Tablet in Capsule and Capsule in capsule.

We believe that our Human Resources are the greatest strength to achieve our goals and hence we constantly expose our people to various training programs and seminars to upgrade their skills.

We constantly invest in Technology eg., we were the first contract manufacturing company to import specialized pouch filling machines from Korea to supply sachets to our clients without eye marks to avoid duplication.

The Secret of our Success lies on our adaptability to market, constant upgradation of Technology and our highly motivated & dedicated team.



## TEMA India Limited

**Haresh K Sippy**  
Managing Director

**From a humble beginning in 1975, started as LEO ENGINEERING WORKS, to now being renamed as TEMA India Ltd, to being awarded as BEST GLOBAL BUSINESS at the “Karur Vysya Bank – Dun & Bradstreet SME Business Excellence Awards 2015”. In this regard, please narrate your growth story.**

My journey has indeed been a long one, with several ups and downs in the life that has made it the more challenging and without which I would just stagnate. I needed to be threatened off and on, to come out of my comfort zone. Only a conflict forces that come to my mind is to work. I truly believe, conflict is the father of creativity. This is what I have learnt over the years.

It all started when I was in the engineering college and grabbed an opportunity to substitute an imported ‘Sampling Bomb’ (a small vessel used for collection of hydrocarbons samples for testing in the Esso (present day HPCL) Petroleum Refinery laboratory. The only change I made was to replace the needle valve with a teflon seated valve. This became a great success. This is how Leo Engineering Works was born. A small scale unit in the backward MIDC zone catering to the downstream, oil and gas sector. This was the period when all Heat Exchangers were imported.

We progressed from fabrication of parts of fired heaters and heat exchangers to complete heat exchangers replacing the imported ones and later from mechanical design and fabrication drawings to thermal designs. We were the first in

India in the early 1990s to completely computerize, designs and fabrication drawings by using in-house developed software.

We pioneered in Monel weld lining on carbon- steel tube sheets and torque expansion of Titanium tubes in Cu-Ni tube-sheets. We gradually covered most of the metallurgies involved in high temperatures and corrosive services.

We were awarded a patent for Screw Plug exchangers that are used in critical services which are high pressure, high temperature, corrosive, dirty and hazardous. During recession, we utilised our time and resources to put up a new facility for future growth. We were passion driven, this kept us positively occupied and focused, there was no looking back, we were committed to growth.

**What makes you specialise in just one product the “Shell and Tube Heat Exchangers”?**

This is not just one product as there are millions of products in one. It's like fish, which unlike any other meat comes in enormous variety.

Heat exchangers are the most challenging equipment as they have the maximum nuisance value in any process plant. It is a static equipment but there are myriad movements inside. This makes it the most challenging equipment to design and manufacture. The variables are so many that sometimes it is impossible to define or confine in a formula or correlation. With sustained focus we built in core expertise to manufacture

all the variants of this type from the tiniest to the largest.

**What gives you the competitive edge over other players in the business?**

TEMA is the only company in the world to fall in the SME segment in our line of products. The other company in our line of business in India is of a size of ₹ 1000 bn.

Globally eight companies manufacture Screw Plug Heat Exchangers, our proprietary technology reduces the cost of the Screw Plug Heat Exchanger and hence we have an edge.

We are the first Indian company to manufacture FPSO exchangers and power plant equipment in the Super Critical Range.

**Where you want TEMA in the next five years?**

I want TEMA to be a Global leader in the process equipment manufacturing, with a turnover of ₹ 10 bn in the next five years. Our expansion strategy is deeper market penetration in the existing markets and developing new markets. Our diversification strategy is to undertake small to medium turnkey projects that are Heat Exchanger Predominant.

**What further steps can be taken by the Government to assist SMEs?**

We hope to see the labour laws made more realistic, relevant and industry friendly. Further a boost has to be given to ‘Innovate in India’ in order to ‘Make in India’ more meaningful and relevant.

# Rajkeerth Aromatics and Biotech Pvt. Ltd.

We at Rajkeerth Aromatics and Biotech Pvt Ltd are pleased to introduce ourselves as one of the leading producers of natural extracts in the southern part of the Indian Peninsula. We started this prestigious organization in 2005 and today we are known to manufacture a wide range of finest quality floral extracts, natural herbal extracts, herbal concentrates and phytochemicals. In addition to that, we are actively involved in highly progressive cultivation of best quality of natural herbs and floriculture. We are proud to be recognized as one of the most preferred wholesale high-tech herbal cultivation suppliers.

We maintain the expected industrial standards and quality controls. We are also the members of the Fragrance and Flavour Association of India (FAFAI). We have our own R&D facility at Vedanthangal, Chengalpattu District, TN,

which is equipped with modern utilities like GC (Gas Chromatography), HPPC (High Pressure Preparatory Chromatography) and other amenities.

We are also involved in the manufacturing of perfume concentrates from the flowers like *Jasmine sambac* (Arabian jasmine), *Jasmine grandiflorum* (Lean jasmine), *Polianthes tuberosa* (Tuberose), *Nelumbo nucifera* (Pink lotus). Likewise, we also produce essential oils, herbal oils, spice oils and resinoids such as *Geraniol*, *Citronellol*, *Citronellal*, *Eugenol*, *Ocimum basilicum* (Basil oil), *Artemisia pallens* (Dhavanam oil), *Rosmarinus officinalis* (Rosemary oil), *Chrysopogon zizanioides* (Vettiver oil), *Elettaria cardamomum* (Cardamom oil), *Cinnamomum zeylanicum* (Cinnamon oil), *Syzygium aromaticum* (Clove oil), *Gum benzoin*, *Labdanum* and

we also produce curcumin crystals from *Curcuma longa*.

We follow the below processes for extraction -

- Solvent extraction process
- Hydro and steam distillation
- Fractional distillation of essential oils
- Hydrogenation
- Perfume compounding
- Resinoid benzoin
- Crystallization
- Cryogenic process

We are empowered with adequate manufacturing facilities, which support us to withstand the competition. Our diligent team of professionals is the key strength of our high-quality production. We ensure to maintain highest purity and efficiency in every product that we develop. And, we always put our best efforts to ensure utmost satisfaction of our esteemed clients.







# Premier Knits Apparel (India) *Define the future*

## PREMIER PROFILE

Premier Knits Apparel (India) is a Govt recognized "STAR EXPORT HOUSE" and an "ISO 9001 : 2008" company catering to overseas market, established in 1989. It is located at TIRUPUR - THE KNITWEAR CAPITAL OF INDIA - about 50km from coimbatore city "The Manchester of South India". M. Shanmugam is the entrepreneur of the company, well experienced in the Garment field for a period of more than 2 decades. With an infrastructural capacity capable of producing and packing over 70,000 units / day, our factory is spread across 100,000 Sq. Ft. Our "Factory Standards" includes Social Accountability, Environmental Policy, Organizational chart, Infrastructure and key process for quality control.

## FACTORY IS APPROVED FOR

ISO 9001 - 2008, SA8000, WARP, GOTS, SEDEX, OEKO-TEX<sup>®</sup>, Disney, CT-PAT, ASDA Walmart



## SOCIAL ACCOUNTABILITY

Premier Knits supports and respects the protection of international human rights within the sphere of our influence, and ensures that we are not complicit in human rights abuses. Premier Knits is a Socially Accountable Company. In addition, we will comply with our policies, national and international law, and respect any international instruments and their interpretation on social accountability. We will strive continually to improve the ways in which we promote, communicate and manage social accountability with our employees, our customers, our suppliers and the community at large. We will ensure that this policy is reviewed periodically, communicated and is accessible to all staff including directors, executives, managers, supervisors, and staff, whether directly employed, contracted or otherwise representing the company and is publicly available, upon request. Premier Knits will continue to encourage all suppliers and to comply with the same standards.

## OUR PRODUCTS

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# SME Business Excellence Awards 2015 - Winners

## Sectoral Award Category

Sector	Category	Company Name
Chemicals & Pharmaceuticals	SME	Hexagon Nutrition Private Limited
	SME	VAV Life Sciences Private Limited
	Mid-Corporate	Swiss Garnier Life Sciences
Electrical & Electronic Goods	SME	Encardio-Rite Electronics Private Limited
	Mid-Corporate	Dhoot Transmission Private Limited
Engineering & Machinery	SME	Pioneer Coldstore & Cladding Private Limited
	Mid-Corporate	Grind Master Machines Private Limited
Food Processing & Agro Products	SME	MEGAA MODA Private Limited
	Mid-Corporate	Capricorn Food Products India Limited
IT & IT Enabled Services	SME	Arcgate
	Mid-Corporate	Newgen Software Technologies Limited
Plastics & Plastics Products	SME	Captain Polyplast Limited
Professional & Business Services	SME	Green Gold Animation Private Limited
	Mid-Corporate	Ardom Telecom Private Limited
Textiles & Garments	SME	Premier Knits Apparel (India)
	Mid-Corporate	Sarla Performance Fibers Limited
Transportation & Logistics	SME	eTrans Solutions Private Limited
	Mid-Corporate	Sequel Logistics Private Limited
Travel, Tourism & Hospitality	SME	Brigade Hospitality Services Limited



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## Theme based awards

Category	Company Name
Best Global Business	TEMA India Limited
Emerging SME	Interactive Manpower Solutions Private Limited
Emerging Mid-Corporate	MAF Clothing Private Limited
	Logicash Solutions Private Limited
Best Woman Entrepreneur SME	Subasree Venkatesan (Sri Veda EmSys Solutions Private Limited)
	Dr. Francin Pinto (3-S Envo Solutions)
Best Woman Entrepreneur Mid-Corporate	Paru Jaykrishna (Asahi Songwon Colors Limited)

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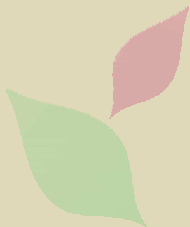
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# Leading SMEs of India 2015

Sr No	Company Name	Category	Sectors
1	3-S Envo Solutions	SMEs	Professional & Business Services
2	Aarvi Encon Private Limited	Mid-Corporate	Professional & Business Services
3	Advance Panels & Switchgears Private Limited	Mid-Corporate	Electrical & Electronic Goods
4	Ananda Aqua Exports Private Limited	Mid-Corporate	Food Processing & Agro Products
5	Anish Silk	SMEs	Textiles & Garments
6	Anshuman Tech Private Limited	SMEs	Electrical & Electronic Goods
7	ARCEE Automations	SMEs	Engineering & Machinery
8	Arcgate	SMEs	IT & IT Enabled Services
9	Ardom Telecom Private Limited	Mid-Corporate	Professional & Business Services
10	Arfin India Limited	Mid-Corporate	Electrical & Electronic Goods
11	Asahi Songwon Colors Limited	Mid-Corporate	Chemicals & Pharmaceuticals
12	Ascent Consulting Services Private Limited	SMEs	Professional & Business Services
13	AV Global Corporation Private Limited	SMEs	Transportation & Logistics
14	Blend Colours Private Limited	Mid-Corporate	Chemicals & Pharmaceuticals
15	Brigade Hospitality Services Limited	SMEs	Travel, Tourism & Hospitality
16	Cadsys (India) Limited	SMEs	IT & IT Enabled Services
17	Capricorn Food Products India Limited	Mid-Corporate	Food Processing & Agro Products
18	Capricorn Logistics Private Limited	Mid-Corporate	Transportation & Logistics
19	Captain Polyplast Limited	SMEs	Plastic & Plastic Products
20	CORE Energy Systems Private Limited	SMEs	Engineering & Machinery
21	Dhoot Transmission Private Limited	Mid-Corporate	Electrical & Electronic Goods
22	Dolphin RFID Private Limited	SMEs	IT & IT Enabled Services
23	Eden Food Products	SMEs	Food Processing & Agro Products
24	Elin Appliances Private Limited	Mid-Corporate	Electrical & Electronic Goods
25	Encardio-Rite Electronics Private Limited	SMEs	Electrical & Electronic Goods
26	Encon Thermal Engineers Private Limited	SMEs	Engineering & Machinery
27	eTrans Solutions Private Limited	SMEs	Transportation & Logistics
28	Everest Instruments Private Limited	SMEs	Electrical & Electronic Goods
29	EVIO Private Limited	SMEs	Professional & Business Services
30	Gislen Software Private Limited	SMEs	IT & IT Enabled Services



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Sr No	Company Name	Category	Sectors
31	Go Go International Private Limited	Mid-Corporate	Textiles & Garments
32	Green Gold Animation Private Limited	SMEs	Professional & Business Services
33	Grind Master Machines Private Limited	Mid-Corporate	Engineering & Machinery
34	Hari Om Roofing Industries	SMEs	Engineering & Machinery
35	HD Fire Protect Private Limited	Mid-Corporate	Engineering & Machinery
36	Hexagon Nutrition Private Limited	SMEs	Chemicals & Pharmaceuticals
37	Indfrag Limited	Mid-Corporate	Chemicals & Pharmaceuticals
38	Inductus Consultants (P) Limited	SMEs	Professional & Business Services
39	Indus Net Technologies Private Limited	SMEs	IT & IT Enabled Services
40	Innovative Health Care (India) Private Limited	SMEs	Food Processing & Agro Products
41	InspirOn Engineering Private Limited	Mid-Corporate	Engineering & Machinery
42	Interactive Manpower Solutions Private Limited	SMEs	Professional & Business Services
43	Ishan Netsol Private Limited	SMEs	IT & IT Enabled Services
44	J S Auto Cast Foundry India Private Limited	SMEs	Engineering & Machinery
45	J. K. Infra - Utilities Private Limited	SMEs	Professional & Business Services
46	Jaipur Rugs Company Private Limited	Mid-Corporate	Textiles & Garments
47	Jash Engineering Limited	Mid-Corporate	Engineering & Machinery
48	Kalashree Engineering	SMEs	Engineering & Machinery
49	Kanpur Texel Private Limited	SMEs	Textiles & Garments
50	Kiran Global Chems Limited	Mid-Corporate	Chemicals & Pharmaceuticals
51	Logicash Solutions Private Limited	Mid-Corporate	Professional & Business Services
52	MAF Clothing Private Limited	Mid-Corporate	Textiles & Garments
53	Magnolia Limited	SMEs	Chemicals & Pharmaceuticals
54	Mangalam Alloys Limited	Mid-Corporate	Engineering & Machinery
55	Manohar Filaments Private Limited	Mid-Corporate	Textiles & Garments
56	MEGAA MODA Private Limited	SMEs	Food Processing & Agro Products
57	Micron Enterprises	SMEs	Engineering & Machinery
58	MindCraft Software Private Limited	SMEs	IT & IT Enabled Services
59	Newgen Software Technologies Limited	Mid-Corporate	IT & IT Enabled Services
60	Nitika Pharmaceutical Specialities Private Limited	SMEs	Chemicals & Pharmaceuticals
61	Path Infotech Limited	Mid-Corporate	IT & IT Enabled Services
62	Pioneer Coldstore & Cladding Private Limited	SMEs	Engineering & Machinery
63	PKM Metal Buildings Company Private Limited	Mid-Corporate	Professional & Business Services
64	Pravin Borkute Infraventures Private Limited	SMEs	Textiles & Garments
65	Premier Knits Apparel (India)	SMEs	Textiles & Garments
66	Prima Plastics Limited	SMEs	Plastic & Plastic Products



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Sr No	Company Name	Category	Sectors
67	Raghav Woollen Mills	SMEs	Textiles & Garments
68	Rajkeerth Aromatics and Biotech Private Limited	SMEs	Chemicals & Pharmaceuticals
69	RD Strategic eSales Private Limited	SMEs	IT & IT Enabled Services
70	Roto Pumps Limited	SMEs	Engineering & Machinery
71	Rushabh Sealink Private Limited	Mid-Corporate	Transportation & Logistics
72	S. K. Bikes Private Limited	Mid-Corporate	Engineering & Machinery
73	Sachdeva Home Furnishing Private Limited	SMEs	Textiles & Garments
74	Sai Enterprises	SMEs	Professional & Business Services
75	Santosh Limited	Mid-Corporate	Chemicals & Pharmaceuticals
76	Santosh Starch Products Limited	SMEs	Chemicals & Pharmaceuticals
77	Sarathy Geotech & Engineering Services Private Limited	SMEs	Professional & Business Services
78	Sarla Performance Fibers Limited	Mid-Corporate	Textiles & Garments
79	SASMOS HET Technologies Limited	SMEs	Electrical & Electronic Goods
80	SEE-Tech Solutions Private Limited	SMEs	Professional & Business Services
81	Sequel Logistics Private Limited	Mid-Corporate	Transportation & Logistics
82	Shera Energy Private Limited	Mid-Corporate	Engineering & Machinery
83	SIERRA ODC Private Limited	SMEs	IT & IT Enabled Services
84	Sipra Engineers Private Limited	Mid-Corporate	Engineering & Machinery
85	Smile Security & Surveillance Private Limited	SMEs	IT & IT Enabled Services
86	SoftAge Information Technology Limited	Mid-Corporate	IT & IT Enabled Services
87	Sri Veda EmSys Solutions Private Limited	SMEs	IT & IT Enabled Services
88	Sun-N-Shade Sunvisors Private Limited	SMEs	Plastic & Plastic Products
89	Swiss Garnier Life Sciences	Mid-Corporate	Chemicals & Pharmaceuticals
90	Synergy Kitchens & Hospitality Private Limited	SMEs	Travel, Tourism & Hospitality
91	TEMA India Limited	Mid-Corporate	Engineering & Machinery
92	Tempsens Instruments (India) Private Limited	SMEs	Electrical & Electronic Goods
93	Tets N Rai	SMEs	Textiles & Garments
94	Tets N Rai International	SMEs	Textiles & Garments
95	V.N.C. Electrodes	Mid-Corporate	Engineering & Machinery
96	Vasa Pharmachem Private Limited	SMEs	Chemicals & Pharmaceuticals
97	VAV Life Sciences Private Limited	SMEs	Chemicals & Pharmaceuticals
98	Vikas EcoTech Limited	Mid-Corporate	Chemicals & Pharmaceuticals
99	Wendt (India) Limited	Mid-Corporate	Engineering & Machinery
100	Willowood Crop Sciences Private Limited	Mid-Corporate	Chemicals & Pharmaceuticals



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# SME Business Excellence Awards 2015

## CHEMICALS & PHARMACEUTICALS

### Winners

#### SME

- Hexagon Nutrition Private Limited
- VAV Life Sciences Private Limited

#### Mid-Corporate

- Swiss Garnier Life Sciences

## Hexagon Nutrition Private Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i> Arun Kelkar	<i>Director</i> Nikhil Kelkar	<b>Sector</b> Chemicals & Pharmaceuticals	<b>Category</b> SME
<b>Contact Details:</b>	Website: www.hexagonnutrition.com 404A, Global Chambers, Adarsh Nagar, Off Link Road, Andheri West, Mumbai – 400053, Maharashtra			

### Business Excellence Highlights

- The company has more than 30 products from all round health and clinical requirements
- The company has manufacturing plants in Nashik and Chennai which are up-to-date with certifications namely FSSC 22000-2010, ISO 9001:2008, GMP, HACCP, SGS and Halal Certification among others

### About the Company

Hexagon Nutrition Pvt Ltd (Hexagon Nutrition) was established in 1993 with the purpose of fulfilling the nutritional needs targeting specific areas of Malnutrition, Clinical Nutrition & Wellness Nutrition. It manufactures premixes, medical nutrition, and wellness nutrition. The company provides reliable and innovative services to both domestic and international markets.

### Operations

Hexagon Nutrition provides a wide range of ready-to-use products for hospitals, doctors, and individuals based on their nutritional needs. Using the highest quality systems and machinery, company is a one stop shop for creating premixes of any range of nutrients that can be put into a wide variety of applications. Hexagon Nutrition works with a complete range of micronutrients including vitamins, minerals, and amino acids, and creates a unique blend for its clientele. Each nutrient is carefully sourced and internal experts ensure that the premix achieves the correct nutritional claims. Hexagon Nutrition also produces *Sprinkles*, which is an innovative in-home way to improve the health and well-being of woman and children by combating vitamin and mineral deficiencies. Sprinkles can be easily mixed into any food prepared at home and it does not interact with the food components or significantly change its taste. Hexagon Nutrition also produces RUTF (Ready-to-use Therapeutic Foods) and Lipid-based Nutrient Supplements (LNS).

## VAV Life Sciences Private Limited

<b>Management Details:</b>	<i>Chief Managing Director</i> Arun Kedia	<i>Director</i> Joggy George	<b>Sector</b> Chemicals & Pharmaceuticals	<b>Category</b> SME
<b>Contact Details:</b>	Website: www.vav.in 51/B, Mittal Court, 224, Nariman Point, Mumbai - 400021, Maharashtra			

### Business Excellence Highlights

- VAV is scaling up their infrastructure by setting up a state of the art manufacturing plant at Ratnagiri for high-value biopharma products like, phospholipids, which will be built to exacting European/US FDA standards
- It provides support and encouragement to students pursuing studies in research in various fields like drug delivery, liposomes, nanotechnology, skin & hair care etc

### About the Company

VAV Life Sciences Pvt Ltd (VAV) commenced its operations in the year 2003. It is an integrated life science company provides solutions in the field of active pharmaceutical ingredients (APIs), food ingredients, cosmeceuticals and nutritional supplements.

### Operations

VAV products cater to segments like food, sports nutrition, cosmetics & pharmaceutical. The company has a broad portfolio of products ranging from API's, food ingredients and nutritional supplements that cater to various applications. It has its expertise in the phospholipids and lecithin segment. VAV has exclusive global marketing/licensing rights for Taxmofin Self Nano-Emulsifying Drug Delivery System. The company exports to over 36 countries across all five continents with over 57% of its sales from European Union. The company participates in various trade fairs such as Food ingredients – Europe, ILPS, Beauty India, and Nano-Scitech, CPhI Worldwide etc, to find new customers, enhancing existing relations and educating customers and medical professionals. At their Thane/Palghar based factory they have state of art equipment and have a team of qualified professionals who ensure quality and regulatory compliance. The company pioneers in India, in terms of phospholipids offering used for the development of novel products like nano- medicines, natural emulsifier and ingredients for liposomal drug delivery system.

## Swiss Garnier Life Sciences

<b>Management Details:</b>	<i>Managing Partner</i>	<i>Partner</i>	<b>Sector</b>	<b>Category</b>
	MS Theivendran	T Rethinavalli		
<b>Contact Details:</b>		Website: <a href="http://www.swissgarnier.com">www.swissgarnier.com</a> 25, Kambar Street Alandur, Chennai- 600016, TN	Chemicals & Pharmaceuticals	Mid-Corporate

### Business Excellence Highlights

- Swiss Garnier has added two units – One in Himachal Pradesh and another in Sikkim
- Swiss Garnier introduced UPLC system in quality control to minimize chemical usage
- Adapted online ERP system to connect factory in Himachal Pradesh & corporate office in Chennai

### About the Company

Swiss Garnier Life Sciences (Swiss Garnier) was established in the year 2005 as a Contract Manufacturing Organization. Swiss Garnier is primarily engaged in the manufacturing of Healthcare products like tablets, capsules, dry powder, ointments, nutraceuticals and liquid orals. Swiss Garnier aims at serving the global community by developing and offering a range of healthcare solutions that address various problems relating to human well-being.

### Operations

Swiss Garnier is engaged in manufacturing of various pharmaceutical products such as antibiotic, anti-allergic, anti-diabetic and anti-arthritis. technological excellence formulation are developed such as ipr (instant & prolonged release) rabiprozole fast release tablets, S-adenosyl methionine-(SAME) first time in India. Swiss Garnier manufactures tablets which are plain sugar-coated, film-coated, sustained release, extended release and bi-layer types. The installed capacity is about 24 mn tablets per day. Capsules are manufactured in the wide range of hard gelatin type from '00' size to '5' size. Fully automatic P + AM India AF 90 capsule producing unit turns out 30,00,000 capsules per day absolutely untouched by human hand. Swiss Garnier has a fully automatic stainless steel unit capable of producing any type of orally administered liquid drugs with an installed capacity is 1,50,000 bottles per day. A stainless steel SS316 machine and a highly sophisticated fully automatic 6 track sachet filling SOLPAC machine imported from Korea produces 4,50,000 sachets per day. Swiss Garnier products are registered in 25 countries across the globe.





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# SME Business Excellence Awards 2015

## ELECTRICAL & ELECTRONIC GOODS

### Winners

#### SME

- Encardio-Rite Electronics Private Limited

#### Mid-Corporate

- Dhoot Transmission Private Limited



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## Encardio-Rite Electronics Private Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i> Amod Gujral	<i>Executive Director</i> Amit Gujral	<b>Sector</b> Electrical & Electronic Goods	<b>Category</b> SME
<b>Contact Details:</b>	Website: www.encardio.com A-7, Industrial Estate, Talkatora, Lucknow 226011, UP			

### Business Excellence Highlights

- Encardio-rite has provided the instrumentation for monitoring the foundation of the Burj Khalifa- Dubai, UAE
- The company is also associated in the instrumentation of one of the world's second tallest residential tower at 442 m Lodha World One at Mumbai, India
- Encardio-rite is monitoring over 600 boreholes online, all over India, for water level in states like Punjab, UP, and Assam et al

### About the Company

Encardio-Rite Electronics Pvt Ltd (Encardio-rite) was founded in 1966, with a vision of providing indigenous monitoring service solutions for civil engineering and structural projects. It offers complete solution towards safety during construction of mega civil infrastructure. The company offers optimized monitoring solution in national as well as international markets.

### Operations

Encardio-rite provides simple, safe and reliable monitoring solutions. The company's product profile includes geotechnical, structural, environmental and online system monitoring solutions with the public cloud based web monitoring service, indigenous manufacturing of data loggers and sensors. Encardio-rite provides complete solution towards safety during construction of mega civil infrastructure. Some of the most prestigious projects of the company are Dubai metro, Doha metro, Marina Bay Sand and Tehri Dam. The company's subsidiaries are in UAE, Qatar, Bahrain, Saudi Arabia, Singapore and Bhutan. It's key projects comply of dam & hydro-electric project, underground metro tunnels, high rise buildings, rail-road tunnels and building condition survey. It exports to almost 50 countries all over the world. The application areas of the company include structural monitoring, tunnels, ground water pressure, online lateral monitoring, bridges, consolidation of soft soil, seepage measurement. During 2014, it entered in markets like Saudi Arabia and Indonesia with Condor Gulf Technologies Company Ltd & PT Mulia Impex.

## Dhoot Transmission Private Limited

<b>Management Details:</b>	<i>Managing Director</i> Rahul Dhoot	<i>Director</i> Kiran Dhoot.	<b>Sector</b> Electrical & Electronic Goods	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	Website: www.dhoottransmission.com Gut no 312, Nanekarwadi, Chakan, Pune-431501, Maharashtra			

### Business Excellence Highlights

- DTPL uses 'Total Productive Maintenance' to drive efficiency in manufacturing, build high quality product, reduce lead time for development and manufacturing and bring down cost by reducing losses
- The company has started new division of electronics, stamping, moulding & wire

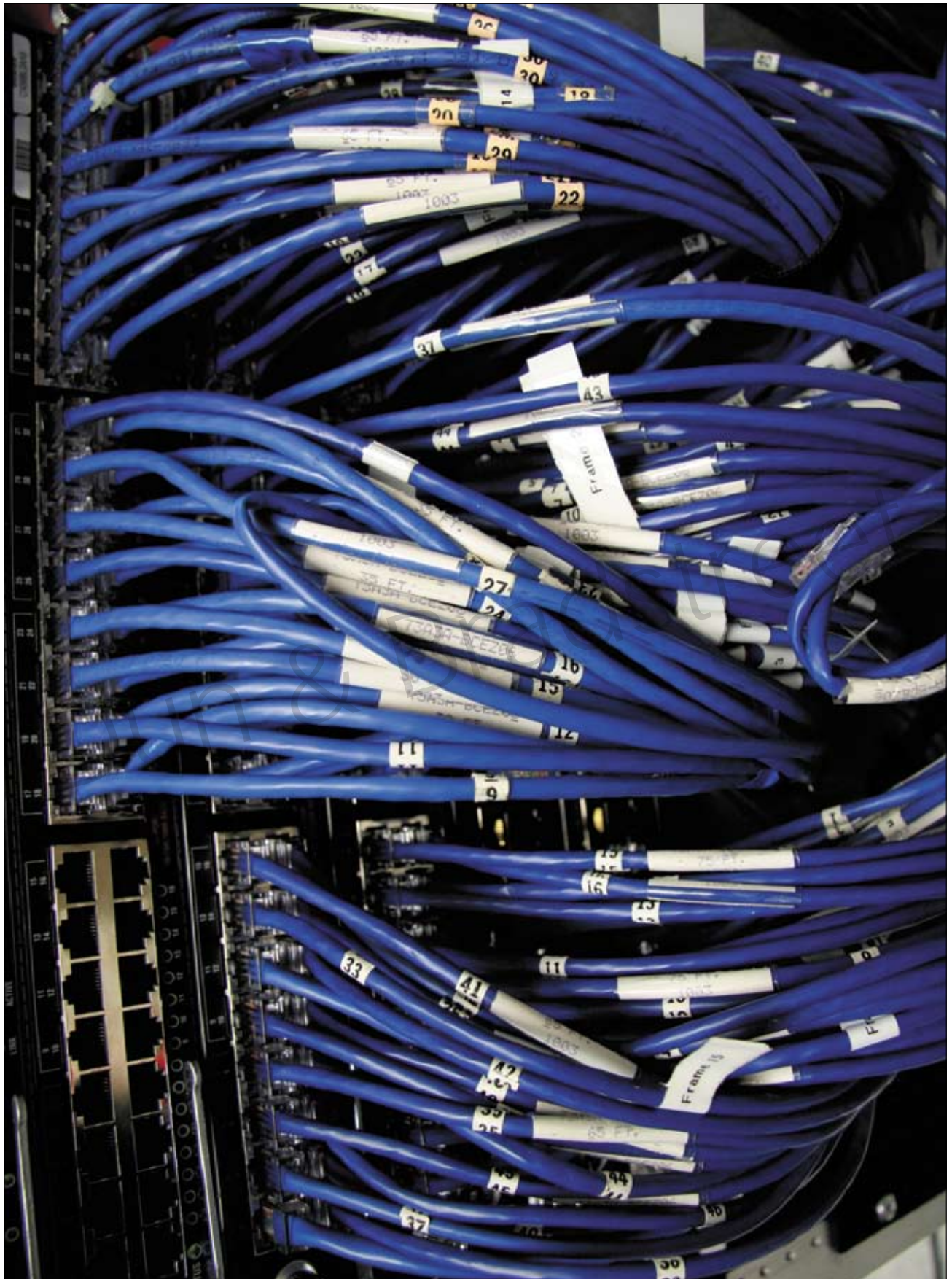
### About the Company

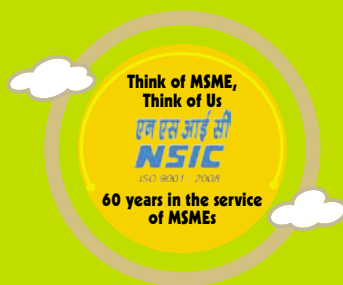
Dhoot Transmissions Pvt Ltd (DTPL) was established in 1999 for manufacturing of wiring harness. Over the years, DTPL provides wiring harness for 2 wheelers, 3 wheelers, LCV, HCV, Bus, off road vehicles, earth movers and tractors. DTPL works as a technology partners with their customers to provide in-house facilities for design of electronic hardware, embedded software, 3D modeling and testing lab facilities coupled with a state-of-the-art manufacturing unit and SMT line setup.

### Operations

DTPL has an established state of the art manufacturing facilities with the best of machines, equipment and manufacturing process available globally. DTPL provides a complete 360° solution in the wire harness segment that comprises of designing and developing from the concept stage up to delivery of the final product. It serves some of the core automobile and appliances industries. DTPL has an expertise in automotive body electronics, actuators, security, safety, sensors and relays. Most of their products are custom designed and other off the shelf products are also available. The company has globally acclaimed 'AUMANN' integrated enameled copper wire manufacturing line, which produces precise quality product. DTPL has six manufacturing facilities located across three cities namely Aurangabad, Pune and Manesar. The company is associated with clientele like Bajaj Auto Ltd, Ideal Heating Ltd, Royal Enfield, Piaggio Vehicle Pvt. Ltd and Verroc Engineering Pvt. Ltd among others.







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Scheme (SPRS)-  
at a Glance

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departments.

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third party inspection of  
the units in terms of its  
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# SME Business Excellence Awards 2015

## ENGINEERING & MACHINERY

### Winners

#### SME

- Pioneer Coldstore & Cladding Private Limited

#### Mid-Corporate

- Grind Master Machines Private Limited

## Pioneer Coldstore & Cladding Private Limited

**Management Details:**
*Director*

Vasudevan Srinivasan

**Contact Details:**

 Website: [www.pcclimited.org](http://www.pcclimited.org)

Plot No.25, Pallavan Nagar Main Road, Maduravoyal, Chennai -600095, TN

**Sector**

Engineering &amp; Machinery

**Category**

SME

**Business Excellence Highlights**

- Pioneer was involved in various prestigious projects like Dubai Industrial City (500 Warehouses for Dubai Municipality) Dubai International Airport, Dubai & Sharjah Fruit & Vegetable market amongst others
- It has introduced two new types of panels – chiller panels (slip channels meant for chiller applications) and freezer panels (special double-groove panels for freezer applications; it ensures zero condensation in FY15)

**About the Company**

Pioneer Coldstore & Cladding Pvt Ltd (PCC) commenced its operations in 2008. The company is engaged in the manufacture of metal roofing, insulated roofing sheets, cold store panels, insulated doors, refrigerated trucks and porta cabins.

**Operations**

PCC provides solutions for complete roofing and cladding requirements. It undertakes turnkey projects and also offers design, manufacturing, supply and installation solutions in competitive rates. The company is one of the leading suppliers of profiled sheets for cladding where they offer architects and designers a range of choices for roof and wall claddings for both internal / external cladding as well for industrial and commercial buildings. The company designs to conciliate high static characteristic with reduced weight, these sheets guarantee the optimization of the structure's realization costs while providing safe working platforms. PCC manufacturer Insulated panel having a capacity of 120,000 sq. m per month. PCC is managed by a skilled team with more than 30 years of International experience at their state of art factory, located in SIDCO Industrial at Tindivanam, Chennai. Their key customers include climate changers – technology solutions Pvt. Ltd, carrier air conditioning & refrigeration Ltd., MGI (India) Pvt. Ltd amongst others.

## Grind Master Machines Private Limited

**Management Details:**
*Managing Director*
*CEO*

Mohini Milind Kelkar

Milind Dinkar Kelkar

**Contact Details:**

 Website: [www.grindmaster.co.in](http://www.grindmaster.co.in)

B-10/B-11/B-14, Railway Station MIDC, Aurangabad- 431005, Maharashtra

**Sector**

Engineering &amp; Machinery

**Category**

Mid-Corporate

**Business Excellence Highlights**

- Grind Master has built over 20 Robotic Cells/Machines in varied applications including front axle beam grinding, sanitary ware parts polishing, crankshaft deburring and stainless steel fabrication polishing
- The machines manufactured by the company act as import substitute. The company also primarily exports to China
- Currently, Grind Master has over 45 Microfinishing and 5 Superfinishing machines in operation in customer manufacturing facilities across China

**About the Company**

Grind Master Machines Pvt Ltd (Grind Master) was started in 1984 by the first generation technocrat Mohini Kelkar and Milind Kelkar. The company is into the development and manufacturing of an extensive range of metal finishing, deburring and micro finishing machines.

**Operations**

Grind Master is engaged in production of a wide range of machines meant for metal finishing, deburring and micro finishing process and cater to the various sectors like automotive, auto components, stainless tube, wire rod and long products, cook ware and hardware etc. Grind Master manufactures 450 machines per annum through its state-of-the-art manufacturing facility spread over 120,000 sqft located at Aurangabad, Maharashtra. More than 3,000 Grind Master's machines are operational across the world. Grind Master also supplies its machines to global automotive companies such as SGM, SGMW, Great Wall and DPCA for machinery. The company has a representative office in China to cater to the Chinese market. The company through its alliances with others companies caters to Germany, USA and East Asia markets. Their key clientele include Renault Nissan Technology & Business Centre India Pvt. Ltd, Bharat Forge, Toyota Kirloskar Auto Parts Pvt. Ltd, and TTK Prestige Ltd amongst others.






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# SME Business Excellence Awards 2015

## FOOD PROCESSING & AGRO PRODUCTS

### Winners

#### SME

- MEGAA MODA Private Limited

#### Mid-Corporate

- Capricorn Food Products India Limited





## MEGAA MODA Private Limited



**Yogesh Gupta**  
Director

### Sector

Food Processing & Agro Products

### Category

SMEs

### Management Details

#### Directors

Yogesh Gupta  
Shankar Ramalingam

### Contact Details

9th Floor,  
Flat A10,  
CIC Building,  
33A Chowringhee Road,  
Kolkata - 700071, WB  
Telephone: + 91 33 4021 9200  
Fax : + 91 33 4021 9292  
Email: megaa@megaa.in  
Website: www.megaa.in

### Business Excellence Highlights

- During FY15, total revenue increased at a staggering rate of 104% y-o-y. And exports sales accounted for almost 100% of its total sales in FY15
- During FY15, it penetrated into newer markets and expanded its export network to different countries
- Proper manpower planning with time and motion study and removal of bottlenecks in production line has helped the company in increasing the productivity of the factory and also in reduction of operating costs

### About the Company

MEGAA MODA Pvt Ltd (MMPL) is one the leading processors and exporters of seafoods in India. MMPL was incorporated in 2009 and since 2011; the promoters Mr. Yogesh Gupta along with Shankar Ramalingam started the business of export of seafood. The company is into this business for the last 4 years and has established itself as one of the leading exporter of seafood in India. The company sells its products under the registered brand name, 'MEGAA' and 'MEGAA Delight'.

MMPL is an ISO 9001:2008 certified company and is a recognized *ONE STAR EXPORT HOUSE* by Ministry of Commerce & Industry, Govt. of India. The company was featured in 'Dun & Bradstreet's' premier publication, "*Leading SMEs of India 2014*" and in 2015, MMPL has won an award in the Food Processing and Agro Products category. With a humble beginning in FY12 and with revenues of only ₹ 22.6 mn the company has grown to a revenue of ₹ 767 mn in FY15.

The company exports to various European and Asian countries including, France, Netherland, Belgium, Germany, Japan, Malaysia, Thailand, Singapore, UAE, Taiwan, Mexico and Vietnam among others. Majority of the customers in these countries are primarily large trading house.

### Business Model

The raw material is all Shrimps (crustacean) and sea water fishes. It is procured from traders/agents and farmers. The major source of raw materials is from West Bengal, Orissa and Andhra Pradesh.

The raw shrimps are then processed at the factory and packed in frozen condition before it is stored in cold storage for shipments in reefer containers out of the country. The processing/manufacturing cost is under strict supervision to keep it to the minimum. The company has trained their own personnel to take care of the entire manufacturing process until dispatch. Its factory is amongst the few in India, which is approved by European Union.

It is strategically located to get the benefits of good landings of raw material. This helps in maintaining good quality and the processing time from raw material to final shipment is also reduced greatly. The present production capacity is 1,500 MTPA.

The company's factory has well equipped laboratories and an experienced team handling the entire operations. Right from sourcing the best possible raw material to proper segregation, quick processing help to retain quality and freshness throughout the process.

### Quality Control

MMPL has developed quality assurance system based on Hazard Analysis Critical Control Point (HACCP). They also have a fleet of refrigerated and well insulated trucks which protect and guarantee freshness and quality till it reaches to consumer. They are registered with MPEDA, EIA and FSSAI and follow all strict quality compliance of the food regulatory authorities.

The company is also fully compliant as per PF and ESI and other labor and factories act as per the law of the land.

The finished products i.e. frozen seafoods as per order, are loaded and packed in refrigerated containers for final export. The export is made from Kolkata port and over 95% of the exports are LC backed.

### Management

Both the directors are qualified Chartered Accountants and well versed with the various procedures of international trade. They have widely travelled across the world.

Mr. Yogesh Gupta with experience of over 20 years in foreign trade is effectively managing the administration, finance, foreign exchange management and business development of the company.

Mr. S. Ramalingam has over 27 years of experience in the sea food industry who manages the procurement and Marketing of the product. He has good level of personal contacts in the sea food industry. He was also the president of 'Seafood Association of Exporters', WB.

Further, the company has qualified food technologists, managers and supervisors at factory level who handle the production and quality of the Shrimps that are being exported.

### Future Prospect/ Plan

MMPL has gained a strong foothold in the international market for seafood/frozen shrimps. The demand of seafood has increased year on year since the last few years and notably enough in the year 2015. This helped in driving the company's sales and its turnover grew by a whopping 104% y-o-y. The demand for seafood is expected to increase further in future. Moreover, in the international sea food business, the market share of Indian seafood has seen a remarkable increase in last few years and there is a huge scope of increasing the same in the near future.

To tap the huge market potential of seafood export business and to enter the more profitable market such as the US, the company is setting up a new factory for manufacturing/processing of seafoods, in the state of West Bengal. The company has already acquired a land measuring 2.1 acres for setting up a new plant. It is in the process of acquiring all the statutory approvals. The new plant will have an installed capacity of 4,000 MTPA with all modern and state of art technology. The commercial production of the new factory is planned to begin from January 2017 with a total outlay of around ₹ 250 mn. At present the company is only into export of frozen shrimps. With setting up of its own factory MMPL proposes to have a "VALUE ADDITION" by stepping into IQF freezing resulting in marketing to super stores across the world.



### Executive Speak

#### ***Key strategy initiatives taken by your company in the previous year for growth & expansion***

Megaa Moda, part of the seafood industry in India is being nurtured by the expert hands of our TEAM of directors and managers, which has helped in showing wonderful results in the past year. Unlike the traditional business, both the directors (qualified C.As) have a robust outlook towards expansion and value addition.

The bankers were very supportive and provided the much needed finances at the right time and at the right cost. This gave us an edge in procuring raw materials very efficiently and consistently.

Strict quality controls at every level helped us gain confidence with all our international buyers. As a result of this, we are proud to say that we have been able to retain over 80% of old customers.

Personal contacts with global customers helped in tapping new buyers while we doubled our processing quantity from just about 550 tonnes to 1,150 tonnes in the FY15 itself. This would not have been possible without the foresight of employing the right managerial positions at the beginning of the year.

## Capricorn Food Products India Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Rahoul Jain	Shuchi Jain	Food Processing & Agro Products	Mid-Corporate
<b>Contact Details:</b>	Website: <a href="http://www.capricorngroup.com">www.capricorngroup.com</a> New No. AH-11, Old No. AH-216, 2nd Street, Shanthi Colony, Anna Nagar, Chennai – 600040, TN			

### Business Excellence Highlights

- Capricorn Foods is one of the largest producer of purees and concentrates in India and processes more than 200000 tons of tropical fruits
- Capricorn Foods has partnered with companies like PepsiCo, Del Monte, Unilever, Nestle, Parle Agro, and Coca-Cola India amongst others

### About the Company

Capricorn Food Products India Ltd (Capricorn Foods), an export oriented food processing company, was incorporated in 1998. The company mainly manufactures tropical fruit pulps, concentrates, bulk frozen, IQF fruits and vegetables & dehydrated fruits. In FY14, the company commissioned its Dehydrated Project (Ready to Eat products) at Sathyavedu unit in AP. Capricorn Foods has the certifications of FSSC 22000:2010 for the food safety management system, Kosher, Halal and BRC for global standard for food safety.

### Operations

Capricorn Foods manufactures pulps and concentrates of tropical fruits such as mangoes, pineapples, guava, banana etc. Processing of vegetables, gherkins, peppers, baby corn, beans, potatoes and green peas in frozen form is also carried out by the company. The manufacturing units of the company are located in AP, TN and Maharashtra. The company processes 100,000 tons of mangoes every year and owns mango orchards covering around 140 acres in AP. Capricorn Foods have machinery and equipment of MANZINI of Italy and ALFA LAVAL of Sweden for the processing of the fruits. The company offers its wide range of products and services to the Indian Sub-continent, Europe, Middle East, Africa, Asia pacific and America. Capricorn Foods has a team of 550 permanent employees with more than 2500 seasonal employees. It has also completed setting up of Greenfield puree/concentrated and IQF manufacturing plant in Nasik, Maharashtra and commissioned Gherkin manufacturing project at Krishnagiri.







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# SME Business Excellence Awards 2015

## IT & IT ENABLED SERVICES

### Winners

#### SME

- Arcgate

#### Mid-Corporate

- Newgen Software Technologies Limited

## Arcgate

<b>Management Details:</b>	<i>Managing Director</i> Dilip Bagla	<i>Chief Executive Officer</i> Kunal Bagla	<b>Sector</b> IT & IT Enabled Services	<b>Category</b> SME
<b>Contact Details:</b>	Website: www.arcgate.com G1-11, I.T.Park M.I.A. (Extn.) Udaipur – 313003, Rajasthan			

### Business Excellence Highlights

- Arcgate is taking a new platform based approach to providing key outsourcing services to an untapped market segment of funded startups in the US
- Arcgate has decade of experience working with more than 75 startups in the Silicon Valley
- Arcgate is continuously working on executing their various strategies to have a local presence in the US markets through business development associates and joint ventures with other US based companies

### About the Company

Arcgate was established in 2005 and is headquartered in Udaipur, Rajasthan. It operates as a captive service provider managing outsourced data management, content moderation, big data analytics and web & mobile application development.

### Operations

Arcgate caters to data entry & content related requirements of its clients ensuring quality and accuracy in its operations through its offerings including data entry & classification, video tagging & classification, company specific research, lead research & qualification, content review & moderation, data reconciliation & cleansing, document imaging & scanning and online customer support. ArcGate offers mobile solutions such as technology strategy, product development, microsoft solutions, mobile application development, open source and quality assurance & testing amongst others. The company also offers functional support services in areas such as data & document management, sales & marketing, customer care, human resources and order management. The company caters to a diverse group of companies from industries such as consumer internet, media, financial services, software, travel & hospitality, logistics, education, healthcare, advertising, social / mobile platforms and more. Some of the major clients of the company include Mumbai Boss, Oyster, Microsoft, McAfee, McCANN, Panjiva, News 18, Zillow, Ebay, Gigwalk, Thomson Reuters, ChowNow and Drync amongst others.

## Newgen Software Technologies Limited

<b>Management Details:</b>	<i>Managing Director &amp; CEO</i> Diwakar Nigam	<b>Sector</b> IT & IT Enabled Services	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	Website: www.newgensoft.com A-6, Satsang Vihar Marg, Qutab Institutional Area, New Delhi - 110067, Delhi		

### Business Excellence Highlights

- Newgen has a global footprint with over 1,200 installations in more than 58 countries
- The company has filed more than 37 patents in imaging domain
- During FY15, the company signed around 90 new partners across 28 countries
- Newgen provides its solutions to 7 of the world's top 10 BPO's

### About the Company

Newgen Software Technologies Ltd (Newgen) commenced its business in 1992. Newgen caters to both national and international market by providing business process management (BPM), enterprise content management (ECM), and customer communication management solutions. It is ISO 9001:2008 and ISO 27001:2013 certified.

### Operations

Newgen provides services in the digital transformation space through its BPM, ECM, customer communications management and case management platform solutions. The product profile of Newgen includes iBPS Case Management, OmniFlow BPM Suite, OmniDocs ECM Suite, OmniOMS CCM Suite, OmniScan Capture Suite, OmniAcquire, ZapIn-Mobile data capture solution, Newgen enterprise mobility framework, OmniReports Reports Management Suite, etc. The company caters verticals such as banking & finance, government, insurance, healthcare, telecom, education, pharmaceuticals, legal, solutions on cloud, BPO and SSC. The solutions provided by Newgen ranges from loan organizing, trade finance to Citizen Services and claims repair. Some of the innovations done by Newgen in imaging domain are automatic document quality analysis, mobile capture, intelligent capture & extraction amongst others. The Breakthru® Implementation Methodology developed by Newgen defines timelines or phrases for timely completion at all levels. Newgen has strong Channel Partner eco-system with more than 200 partners across 58 countries. It offers its products and services in India, Africa, Asia Pacific, America, Middle East and Europe.





# **Sarathy Geotech & Engineering Services Pvt. Ltd.**

(An ISO 9001:2008 and OHSAS 18001:2007 Certified Company)



**Offshore Pile Monitoring**

**Jack-up rig based coring & Leg Penetration Analysis**

**Geotechnical Investigation– QA/QC & Project Management**

## **OFFSHORE GEOTECHNICAL ENGINEERING**

1. Rig based Coring for Leg penetration analysis of Jack-up rig
2. Foundation assessment for Jack-up rig
3. Dynamic pile testing (pile monitoring using PDA)
4. Pile drivability analysis (using GRL WEAP software)
5. Estimate pile capacity, p-y, t-z, q-z curves
6. CAPWAP Analysis
7. Project Management – QA/ QC – Geotechnical Investigations
8. Jacket Mud mat Bearing Capacity Analysis
9. Liquefaction Potential Assessment
10. Numerical Simulation
11. Pile Stick-up Analysis
12. Pile Driving Fatigue Analysis

## **ON LAND GEOTECHNICAL ENGINEERING**

1. Geotechnical Investigation
2. Design for Shallow and Deep foundations
3. High Strain Dynamic Pile Load Test - PDA
4. Low Strain Pile Integrity Test – PIT
5. Stability of slopes for banking/cutting in soils/rock
6. Design of earth and earth retaining structures
7. Design of Ground Engineering and Ground improvement techniques (Micropiling, Soil Grouting and Dynamic Compaction)

## **GEOTECHNICAL ENGINEERING ONLAND SUB-STRUCTURE**

1. Slope stabilization by grouted nails
2. Micro piling
3. Installation of Bored Cast In-situ piles

#671, 6<sup>th</sup> C Main, 11<sup>th</sup> Cross, 3<sup>rd</sup> Phase, J P Nagar, Bangalore – 560 078, INDIA

Telefax: +91 80 42850202 Mobile: +91 98442 79055

E-mail: [partha@sarathygeotech.com](mailto:partha@sarathygeotech.com) Website: [www.sarathygeotech.com](http://www.sarathygeotech.com)

# SME Business Excellence Awards 2015

## PLASTICS & PLASTICS PRODUCTS

Winners

SME

- Captain Polyplast Limited

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Disclaimer: SMC Global Securities Limited is proposing, subject to receipt of requisite approvals, market conditions and other considerations, a further public offering of its equity shares and has filed the Draft Red Herring Prospectus with the Securities and Exchange Board of India ("SEBI") and the Stock Exchanges. The Draft Red Herring Prospectus is available on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in) and on the websites of the Book Running Lead Manager i.e., ICI Securities Limited at [www.icisecurities.com](http://www.icisecurities.com) and the Co-Book Running Lead Manager i.e., Elara Capital (India) Private Limited at [www.elaracapital.com](http://www.elaracapital.com). Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, please see the section titled "Risk Factors" of the aforementioned offer document.



## Captain Polyplast Limited

Management Details:	Managing Director	Director	Sector	Category
	Ramesh Khichadia	Gopal Khichadia		
Contact Details:	Website: www.captainpolyplast.com			
	Survey No. 267, Plot No. 10A, 10B, 11 NH NO. 27, Shapar (Veraval) Rajkot - 360024, Gujarat			

### Business Excellence Highlights

- The company has strong marketing network of 190 dealers, distributors & agents' network covering 8 states including Gujarat, Rajasthan, MP, Haryana, Punjab, Maharashtra, TN and AP
- The company has installed high technology automated plant & Machinery imported from China and Israel
- Apart from manufacturing and selling of products, it also undertakes supply and installation of micro irrigation systems and also provides agronomical services to farmers

### About the Company

Captain Polyplast Ltd (Captain Polyplast) is an irrigation system provider. It was incorporated on March 27, 1997. It received the certificate of commencement of business on April 02, 1997.

### Operations

Captain Polyplast is an ISO 9001:2008 certified company, having business operations as manufacturing, export and trading of high quality irrigation systems. The company offers extensive product range that is sufficient to cater to a wide range of irrigation activity related needs. It includes supreme quality of HDPE pipes and irrigation equipment like drip irrigation system, sprinkler irrigation system and mini/micro irrigation system. It also provides disc filters, screen filters, hydro-cyclone filters, sand (gravel) filters, compression fittings, valves (electric & mechanical), fertilizer tanks, digital controllers and Pressure gauges etc. The company imports its irrigation components from the international markets. Captain Polyplast also provides custom design range altered as per client specifications. The company caters to clients like Gujarat Water Supply & Sewerage Board, The MP State Agro Ind. Development Corporation Ltd and Tata Chemical Ltd. amongst others.

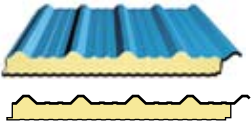






**PROFILED  
COMPOSITE PANELS**

Profiled Composite Panels (PCC 35/250)



Profile sheets (PCC 25/275)

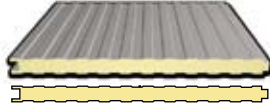


Profile sheets (PCC 35/250)



**INSULATED PANELS  
for cold store / Clean Room / Partition**

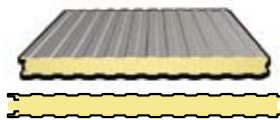
Insulated Panels for Cladding (CL 1000)



Insulated Panels for Cold Store (CH 1000)



Insulated Panels for Freezer (FZ 1100)



**CAMLOCK PANELS**

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Tongue & Groove Joint



Camlock System



Corner Panels



Ceiling Cut back Panels



Narrow Panels



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☎ : 95001 26500, 95001 26700, 95001 76500, 93608 02008, 93608 02002

E- mail : [info@pcclimited.org](mailto:info@pcclimited.org) website : [www.pcclimited.org](http://www.pcclimited.org)

Factory :

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- COCHIN
- BENGALURU
- HYDERABAD



**Leading Manufacturers of Insulated Panels**

# SME Business Excellence Awards 2015

## PROFESSIONAL & BUSINESS SERVICES

### Winners

#### SME

- Green Gold Animation Private Limited

#### Mid-Corporate

- Ardom Telecom Private Limited

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Disclaimer: SMC Global Securities Limited is proposing, subject to receipt of requisite approvals, market conditions and other considerations, a further public offering of its equity shares and has filed the Draft Red Herring Prospectus with the Securities and Exchange Board of India ("SEBI") and the Stock Exchanges. The Draft Red Herring Prospectus is available on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in) and on the websites of the Book Running Lead Manager i.e., ICI Securities Limited at [www.icisecurities.com](http://www.icisecurities.com) and the Co-Book Running Lead Manager i.e., Elara Capital (India) Private Limited at [www.elaracapital.com](http://www.elaracapital.com). Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, please see the section titled "Risk Factors" of the aforementioned offer document.



## Green Gold Animation Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Rajiv Chilakalapudi	Samir Jain	Professional & Business Services	SME
<b>Contact Details:</b>	Website: <a href="http://www.greengold.tv">www.greengold.tv</a> 1-8-342, Indian Airlines Colony, Patigadda, Begumpet, Secunderabad 500016, Telangana			

### Business Excellence Highlights

- Green Gold is one of the Indian Company to be listed in Top 150 Global Licensors
- The company has more than 4500 SKUs of merchandise and over 120 product categories in licensing & merchandising
- It has nine original shows, 350 episodes, 50 television movies, three theatrical movies and 50 games & Apps

### About the Company

Green Gold Animation Pvt Ltd (Green Gold) commenced its business operations in 2004. It is one of the leading content providers to all the major kids TV channels worldwide. Green Gold Animation's core business is animation and focuses on kids' genre. The company has established itself in licensing & merchandising, digital business, branded stores, event etc. of its animated characters.

### Operations

Green Gold creates wholesome entertainment for kids. It creates television episodes, tele-movies, motion picture theatricals and TV commercials to various TV channels and theaters nationally as well as internationally. animation, licensing, merchandise sourcing & distribution, retail stores, movie distribution, and character based events and digital business are the business verticals of Green Gold. The company has achieved great success through its key business verticals *Chhota Bheem*, *Krishna Balram*, *Mighty Raju & Krishna*, *Chhor Police*, *Vikram Betal* and *Luv Kushh*. At the Hyderabad facility, Green Gold creates the concept, script, animation production (character & story) which includes music and voice overs. The company has TV show running internationally in about 15 countries in Asia, Africa and Middle East. Pogo, Cartoon Network, Disney Network, Astro Network, Mauritius Broadcasting Corporation and Maharaja TV are the channel partners of Green Gold.









## Ardom Telecom Private Limited



**Ajit Shankar**  
Managing Director

### Sector

Professional & Business Services

### Category

Mid-Corporate

### Management Details

*Managing Director*  
Ajit Shankar  
*Director & CBDO*  
Pankaj Sharma  
*Director and COO*  
Ravdeep Singh

### Contact Details

609 B & 610, 6th Floor,  
Welldone Tech Park,  
Sector - 48, Sohna Road,  
Gurgaon - 122018, Haryana  
Telephone: +91 124 4937 400  
Fax No: +91 124 4937 410  
Email: info@ardom.in  
Website: www.ardom.in

### Business Excellence Highlights

- Ardom Telecom has bagged a multimillion Optical Fiber cable erection project in Himachal Pradesh from Power Grid Corporation of India Ltd
- Only Telecom Infra Operations & Maintenance company providing end to end services of Tower O&M, OFC laying and O&M and Projects works
- With five years of extensive real time database, it has a capacity to provide site specific energy optimized solution to its customers
- Recipient of many coveted award in the short span of five years

### About the Company

Ardom Telecom Pvt Ltd (Ardom Telecom) was promoted by Ardom Holdings Pvt Ltd (Ardom Holdings) in 2011. Ardom Telecom is in the business of operations and management of telecom infrastructure. Largely, it operates and maintains telecom tower sites, base transceiver stations and optical fibre cables. The company is focused on energy cost optimisation on telecom tower sites through use of renewable energy and better monitoring of sites by using customized tools and an in house developed software. In 2012, Ardom Telecom received the equity investment from L&T Infra Private Equity. Ardom Telecom intends to leverage its expertise on optimization of energy costs on telecom tower sites to tap the emerging opportunities in fixed cost O&M. Ardom plans to emerge as a pioneering 'Powerco to Towerco' in the Indian Telecom Industry by expanding its Portfolio to more than 51,000 telecom towers and 61000 KM OFC by the year 2020- out of which one third Towers are likely to be on the fixed energy cost or green energy model. With the accelerated growth in turnovers, company has employed more than 1900 highly motivated and dedicated manpower with sync values with organizational goals.

Ardom is one of the very few organized professional player in a largely fragmented industry with a strong corporate governance and ethical work practices. The company feels proud in shaping careers of individuals by providing them with basic statutory employee benefits like PF and ESIC who were otherwise employed with regional players and were deprived of these basic employee benefits.

Ardom Telecom mainly focusses on providing operations and management (O&M) services for both active and passive components of the Cellular Network. The company also specializes in providing these solutions on a fixed cost basis.

### Operations

Ardom Telecom is the one of the first few O&M companies in India to commence the O&M services with the leading tower companies on "Fixed Energy Cost Reimbursement" Model. The company also offers end to end maintenance services to active and passive equipment as well as Optical Fibre Cables (OFC). The service offerings include:

- O&M of Passive Telecom Infrastructure comprising preventive and break-down maintenance of passive equipment, viz., air conditioners, diesel generators, battery banks, power plants and other power related equipment at the site, site security and diesel filling



Founder Directors of Ardom Telecom with a mission "To enable growth of individuals and communities through setting global benchmarks of hassle-free information flow"

- Energy Management at telecom tower sites through optimization of generator, battery bank and grid power usage; and through usage of more environment friendly & renewable sources of power
- Field Level Maintenance of Active Equipment such as base transceiver stations and microwave equipment
- TSP/Sundry Project Works like upgradation of sites consequent to tenancy enhancement, installation and commissioning of various active and passive equipment, asset health check, verification and tagging of assets, technical due diligence, radiation measurement, RF survey and optimization
- OFC O&M including patrolling of OFC routes and restoration of OFC Link within agreed SLA parameters in case of any cuts in OFC
- OFC Laying through open trenching, trenchless construction, cable ducts, and in service corridors

As an end to end infrastructure service provider, Ardcom Telecom also manages cuts and losses in OFC cables and provides first level of support for BTS maintenance.

Ardcom Telecom has developed an in-house mobile application called “Ardcom Mobile Workforce” to track and analyse real-time ground activities including diesel filling tasks performed by their field staff. It’s fixed energy consumption methodology relieves the customers from all the pain points related to the calculation of exact energy costs on sites as well as diesel pilferage. The company also has a tie-up with companies with NOC/TOC to lease capacity for remote site monitoring, alarm installation etc. as per the requirements of the customers.

### Workforce

Ardcom Telecom has a dedicated team of 2000 technicians. One technician is assigned for a set of 10 to 20 tower sites in a cluster. The company also depute subject matter experts technician as per the requirements. Similarly, Fibre restoration team led by a splicer is deputed for every 200 km of optical fibre restoration team led by a splicer is deputed for every 200km of optical fibre cable to provide maintenance services. Often patrollers also deputed for every 60 to 100 KM of OFC. Ardcom Telecom is remunerated by service fees, uptime rewards and part of the energy cost savings it generates.

### Clientele and Reach

Ardcom Telecom’s clientele includes American Tower India, Alcatel Lucent, Bharti Infratel, Duraline, Ericsson, Indus Towers, Reliance Jio, Samsung, TowerVision India and Viom Networks.

Ardcom Telecom covers almost 60% of India’s geographical area and almost 50% of its population. Ardcom started their operations from the state of Bihar, in five years Ardcom is now operational in 12 telecom circles, viz, Himachal Pradesh, Punjab, Haryana, Delhi NCR, UP East, UP West, Uttarakhand, Rajasthan, Bihar, Odisha, Karnataka & Tamil Nadu. The company is in the process of expanding its presence in Gujarat, Madhya Pradesh & Maharashtra.



*Ardcom Telecom climbing to new heights*

### Executive Speak

#### ***Key strategy initiatives taken by your company in the previous year for growth & expansion***

Because of our focus on greener India, Ardcom has rolled out Solar solutions on tower sites to curb down diesel usage thereby reducing CO2 emissions. This solution was an outcome of newly deployed innovation division which focuses on several methodologies of optimizing energy costs at telecom tower sites. To maintain our impressive growth track record, we are technology independent- we are serving most of the tower companies and operators and are on our way to become pan India Service Provider. We believe, distribution of business amongst various technologies, customers and geographies de-risks the growth considerably. However, Ardcom’s foremost strategy for growth is ingrained in its core values of Integrity, Customer Delight; and Knowledge & Innovation. We believe, consistent delivery of good network uptime at optimal costs to our customers is the best way to achieve accelerated growth.



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# SME Business Excellence Awards 2015

## TEXTILES & GARMENTS

### Winners

#### SME

- Premier Knits Apparel (India)

#### Mid-Corporate

- Sarla Performance Fibers Limited



## Premier Knits Apparel (India)

**Management Details:** *Proprietor*

M Shanmugam

**Contact Details:**
Website: [www.premierknits.com](http://www.premierknits.com)

2/240, Kunnathur Road, Virumanampalayam, Chengappalli, Trirupur – 638812, TN

**Sector**

Textiles &amp; Garments

**Category**

SME

**Business Excellence Highlights**

- Premier Knits is a Govt of India recognized 'STAR EXPORT HOUSE' and an 'ISO 9001:2008' company
- The firm is in the process of achieving the 'Zero Discharge Carbon Emission' status for the factory

**About the Company**

Premier Knits Apparel (India) (Premier Knits) was established in 1989. It is located at Tirupur, about 50 km from Coimbatore city. The firm is into manufacturing of textiles & readymade garments. Mr. M. Shanmugam, the entrepreneur has an experience of over 20 years in the apparel industry.

**Operations**

Premier Knits manufactures high quality garments for men, women and children using various types of fabrics. These include high fashion garments, casual wear, sports wear, and hoodies. They have a sound infrastructure equipped with state-of-the-art of technology in their factory premises. Computerized cutting machine (CNC) consisting of computer aided designing (CAD) software, computerized spreading machines, 2 nos. of fifteen mtr laying tables with air flotation and plotter printer has a production capacity of 35,000 pcs/day is employed by them. Their factory is equipped with M & R automatic printing machine from the US with all its allied supporting components. Overall production capacity varies in accordance to the difficulty of the process. For Sportswear it ranges between 25,000 - 30,000 pcs/day, fashion wear it ranges between 25,000 - 30,000 pcs/day, casual wear the range is between 25,000 - 30,000 pcs/day, and for treated & washed garments it ranges between 15,000 to 20,000 pcs/day. Their key customers include MotherCare, Urban Outfitters, s.Oliver, ASDA George which are spread out in countries extending from the UK, Spain, Germany and France to Turkey.

## Sarla Performance Fibers Limited

**Management Details:** *Chairman*

M Jhunjunwala

*Managing Director*

K Jhunjunwala

**Contact Details:**
Website: [www.sarlafibers.com](http://www.sarlafibers.com)

304, Arcadia, 195, Nariman Point, Mumbai - 400021, Maharashtra

**Sector**

Textiles &amp; Garments

**Category**

Mid-Corporate

**Business Excellence Highlights**

- SPFL is one of the leading firms in India that produces nylon 66 feeder yarn from Chips
- It has one of the Largest manufacturing capacity for Twisted, Air Covered & Conventional covered yarn in India
- SPLF is among the market leaders in Nylon 6.6 textured yarns in India

**About the Company**

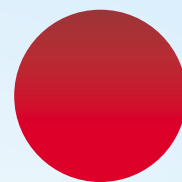
Sarla Performance Fibers Ltd (SPFL), formerly known as Sarla Polyester Pvt Ltd, commenced its operations in 1993. SPFL, with a 100% Export Oriented Units status, is engaged in the manufacturing and export of polyester and nylon textured, twisted and dyed yarns, covered yarns, high tenacity yarns and sewing thread. It was converted into a public limited company in the year 1994 and got listed on BSE in the subsequent year. In 2006, the firm acquired its present name.

**Operations**

SPFL, with its global presence, has established itself as a manufacturer of specialized and higher value added yarns. The firm's product profile comprises of textured polyester yarn, bulkion, textured nylon stretch yarn, textured sewing thread, covered yarns and high tenacity yarns. SPFL, by developing new products and evolving its product portfolio, has successfully become a one-stop solution for socks & hosiery manufacturers, narrow fabric manufacturers, sewing thread users and industrial thread customers. It has expanded its activities within India as well as overseas through creation of new facilities and the expansion of existing facilities. The firm exports to over 40 countries across 6 continents. The firm has joint venture manufacturing operations in Honduras and Turkey. It has also incorporated Sarla Flex LLC., 100% subsidiary in South Carolina, US. Further, it also has a marketing arm in Portugal, EU as Sarla Europe. Sarla Overseas Holding Ltd, 100% subsidiary has distribution centers in Thailand and Vietnam. The key cliental base of the firm includes SOH Ltd, Vardhaman Yarns & Threads Ltd amongst others.



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# SME Business Excellence Awards 2015

## TRANSPORTATION & LOGISTICS

### Winners

#### SME

- eTrans Solutions Private Limited

#### Mid-Corporate

- Sequel Logistics Private Limited



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Disclaimer: SMC Global Securities Limited is proposing, subject to receipt of requisite approvals, market conditions and other considerations, a further public offering of its equity shares and has filed the Draft Red Herring Prospectus with the Securities and Exchange Board of India ("SEBI") and the Stock Exchanges. The Draft Red Herring Prospectus is available on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in) and on the websites of the Book Running Lead Manager i.e., ICI Securities Limited at [www.icisecurities.com](http://www.icisecurities.com) and the Co-Book Running Lead Manager i.e., Elara Capital (India) Private Limited at [www.elaracapital.com](http://www.elaracapital.com). Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, please see the section titled "Risk Factors" of the aforementioned offer document.

## eTrans Solutions Private Limited

<b>Management Details:</b>	<i>Founder, MD &amp; CEO</i>	<i>President &amp; Director</i>	<b>Sector</b>	<b>Category</b>
	Shoummo Kanti Acharya	Anshuman Roy	Transportation & Logistics	SME
<b>Contact Details:</b>		Website: <a href="http://www.etranssolutions.com">www.etranssolutions.com</a> FD-404, Sector-III, Salt Lake City, Kolkata - 700106, WB		

### Business Excellence Highlights

- It is ISO 9001:2008 certified for "Design, Development and Maintenance of Integrated Management Systems for GPS and card based vehicle tracking system" and ISO/IEC 27001:2013 for "Information Security Management System for GPS based tracking for logistics domain and allied services"

### About the Company

eTrans Solutions Private Ltd (eTrans) set up its business in August 2000 and commenced with the commercial operations in the year 2001. It has since then focused on providing a cost-effective and customer friendly logistics solutions customized to Indian conditions.

### Operations

eTrans Solutions is one of the leading service provider in vertical logistics and vehicle tracking solutions since the past 10 years. It also provides flexible and wide range of solutions through various modes like read card, GPS and smart card, along with tracking interfaces at various levels. The eTrans team designs and develops its GPS units, RF and EPOS technologies with its system labs located in Kolkata. The GPS tracking for outbound movement includes transit time and trip calculation. Few other tracking services involve outbound tracking, GPS card combo tracking. The company has developed sensors for temperature, one second data storage for 8 hours for accident analysis, fuel tracking sensors, cabin cameras & rear cameras, engine running monitoring sensors, human presence sensors and driver drowsiness alert system etc. However, major revenue generator for eTrans has been CDC (Customer data center), that provides monitoring logistic services, identify any gap points in the process and suggest solutions for the same.

## Sequel Logistics Private Limited

<b>Management Details:</b>	<i>CMD</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Sharad Jobanputra	Zankar Jobanputra	Transportation & Logistics	Mid-Corporate
<b>Contact Details:</b>		Website: <a href="http://www.sequel.co.in">www.sequel.co.in</a> 29/B, Shrimali Society, near Mithkali six road, Navarangpur Ahmedbad 380009, Gujarat		

### Business Excellence Highlights

- During FY15, the company acquired G4S D&J International hubs at New York and Antwerp. It also entered into operational tie up with FedEx for export LVC movement
- Sequel bagged project of transporting the 'Gold-cladded' Tata Nano car as part of a brand promotion for TATA GOLD PLUS
- LifeCell International Company has entered into partnership with Sequel, to offer personalized shipment service of the umbilical cord blood & tissue samples

### About the Company

Sequel Logistics Pvt Ltd (Sequel), established in 2004, is a supply chain management company. Sequel is specialized in providing comprehensive solutions, services and products in the critical logistics segment. Over the last decade, the company has developed infrastructure and knowledge base needed to efficiently manage supply chain.

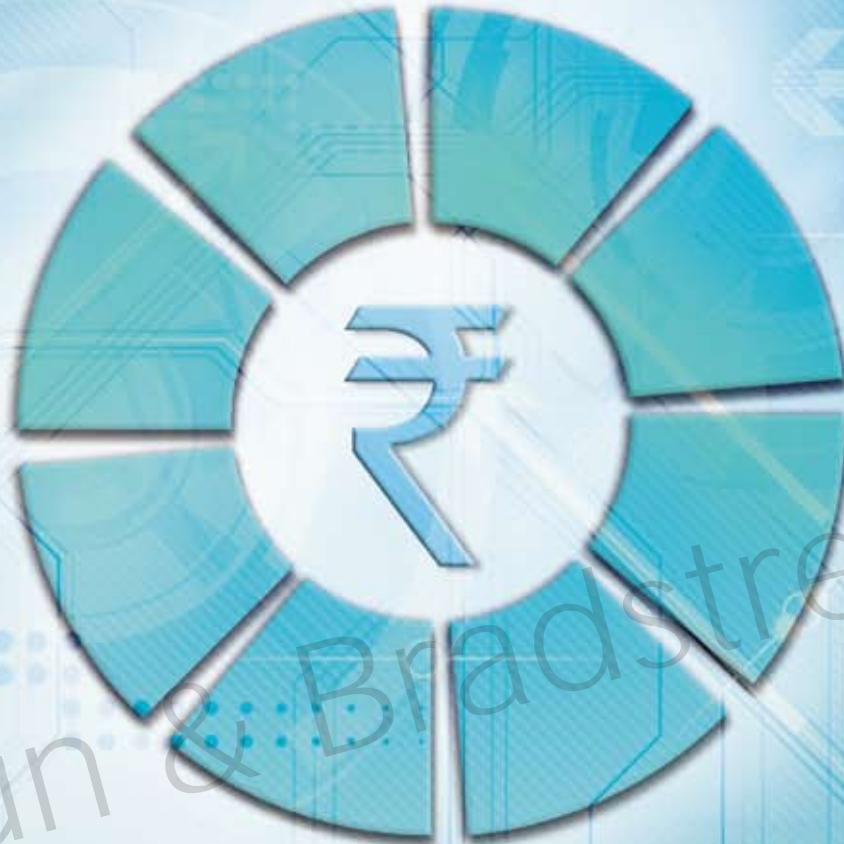
### Operations

Sequel through its dedicated and direct network offers specialized and comprehensive products and services to its customers in national and international markets. It offers services at 265 locations in India through its 40 secured hubs. Some of the specialized offerings of Sequel include, *Sequel Secure*, *Sequel LifeCare* and *Sequel Direct*. *Sequel Secure*, by far is one of the most secured network in country, it provides jewelry and precious stones logistics services. *Sequel LifeCare* provides an end-to-end specialized temperature controlled logistics solution for clinical research projects and other healthcare logistics requirements. *Sequel Direct* helps deliver shipments at its destinations through direct-network model, instead of conventional hub & spoke model. The company has a strategic alliance with G4S International Logistics which enables it to offer services to 210 countries. The company has connectivity and movements across 250 major cities & towns pan India and reach of 110 countries on the globe. It has affiliations with International Air Transport Association (IATA), Gem Jewellery Export Promotion Council (GJPEC), All India Gems & Jewellery Trade Federation (GJF) and Responsible Jewellery Council (RJC).





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## Supply Chain Finance - Vendor Finance

KVB's Vendor Finance Product is designed to provide finance to Vendors of a particular Corporate against supplies made to the Corporate. It aids the cash flow of a vendor and helps improve the overall supply chain's performance and reliability.

### Benefits to the corporate:

- Reduced cost of goods
- Reduced working capital requirement by improved Days Payable Outstanding (DPO)
- Stable and loyal supply base
- Easy monitoring through electronic platform

### Benefits to the vendors:

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- Lower finance cost
- Improved cash flow
- Simple approval and documentation process

# SME Business Excellence Awards 2015

## TRAVEL, TOURISM & HOSPITALITY

### Winners

#### SME

- Brigade Hospitality Services Limited



## Brigade Hospitality Services Limited

<b>Management Details:</b>	<i>Executive Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Vineet Verma	Nirupa Shankar	Travel, Tourism & Hospitality	SME
<b>Contact Details:</b>	Website: <a href="http://www.brigadehospitality.com">www.brigadehospitality.com</a> 29th Floor, World Trade Center, Dr. Rajkumar Road, Malleswaram West, Bengaluru - 560055, Karnataka			

### Business Excellence Highlights

- Standalone restaurant - *High Ultra Lounge* is a modern Pan Asian bar and restaurant. It is spread out lavishly across 10,000 square feet, on the roof top of the World Trade Center, at a height of 421 feet
- All BHSL kitchens are Food Safety and Security Authority of India (FSSAI) Compliant

### About the Company

Brigade Hospitality Services Ltd (BHSL) is a fully owned subsidiary of Brigade Enterprises Ltd. BHSL business interests cover a wide range of activities and services in the hospitality domain. It commenced its operations in 2004. Ranging from professionally managed serviced apartments to lifestyle membership clubs, the company has since extended its operations across all aspects of the hospitality industry.

### Operations

BHSL has its business interests spread out. It has lifestyle membership clubs such as Woodrose, Augusta, Galaxy and Regent Club and the MLR convention centers. In addition to its diverse offering, BHSL oversees the development and management of hotel ventures of its parent company and asset manages the group's two operating hotels – Sheraton Hotel Bengaluru at Brigade Gateway and Grand Mercure, Bengaluru. The company currently has 8 hotels under development across major cities in South India. The company has also launched two new initiatives – *Celebrations*, a catering and event management company and *The Baking Company*, a unique patisserie focusing on freshly baked healthy products. It also oversees the design development, construction and handing over of new hotel projects to international operators for management. The company has formed international affiliations with world renowned hospitality brands like Accor Group and Starwood Asia Pacific Hotels and Resorts. Its corporate clients include Microsoft India, Unilever, KPMG, WTC office, HSBC and ABB amongst others.











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# SME Business Excellence Awards 2015

## THEME BASED AWARDS

### Winners

#### Best Global Business

- TEMA India Limited

#### Emerging SME

- Interactive Manpower Solutions Private Limited

#### Emerging Mid-Corporate

- MAF Clothing Private Limited
- Logicash Solutions Private Limited

#### Best Woman Entrepreneur SME

- Subasree Venkatesan (Founder & MD, Sri Veda EmSys Solutions Private Limited)
- Francin Pinto (MD, 3-S Envo Solutions)

#### Best Woman Entrepreneur Mid-Corporate

- Paru Jaykrishna (CMD, Asahi Songwon Colors Limited)



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## TEMA India Limited

Dun &amp; Bradstreet D-U-N-S® No 65-011-6122



**Haresh K. Sippy**

Founder & Managing Director

### Special Award Category

Best Global Business

### Management Details

*Founder & Managing Director*

Haresh K. Sippy

*Directors*

Chetan S. Doshi

Akhil H. Sippy

### Contact Details

Hamilton House,  
3rd Floor,

J.N. Heredia Marg,  
Ballard Estate,  
Mumbai - 400038,  
Maharashtra.

Telephone: +91 22 66900100

Fax: +91 22 67124533-34

Email: [enquiries@temaindia.com](mailto:enquiries@temaindia.com)

Website: [www.temaindia.com](http://www.temaindia.com)

### Business Excellence Highlights

- During FY15, TEMA recorded a revenue growth of 73% y-o-y
- First Indian company to design and manufacture 39 exotic heat exchangers for Petrobras P74 FPSO project
- Exports accounted for around 57% of its total sales in FY15
- TEMA's top five clients accounted for around 74% of its total revenue
- It's facilities are accredited with ISO 9001:2008, ASME U, U2, R, S & NB

### About the Company

TEMA India Ltd (TEMA) commenced its business operations in 1984 as TEMA Exchangers Manufacturers Pvt Ltd. The company specializes in engineering and manufacturing of Shell and Tube heat exchangers and its variants. It has state of the art manufacturing facilities for fabrication of heat exchange equipment for critical applications in the refinery, petrochemicals, fertiliser and power plant segments. TEMA is one of the largest Shell & Tube Heat exchanger manufacturers in India.

### Products

The company started with conventional Shell and Tube exchangers in carbon steel and then graduated to higher metallurgies. Each passing year TEMA has moved up the value chain – both in terms of metallurgy and variety of exchangers. The products profile ranges from Screw Plug (Breech Lock) heat exchangers, Helixchangers, Rod-baffle heat exchangers, Shell and Tube exchangers/reactors, Surface Condensers, H.P./L.P. Feedwater Heaters, Deaerators, Waste Heat Recovery Boilers, CCW Coolers, Oiler Steam Drums, Boiler Feed Water Exchangers, SAC Condensers, Effluent WH Boiler/Exchangers, Urea and Ammonia Strippers.

The various metallurgies include Carbon steel, Stainless steel (all grades), Low Alloy steels (1¼ Cr, 2¼ Cr, 5 Cr, 9 Cr), Non Ferrous (Ad.brass, Naval brass, 90-10 Cupro-Nickel, 70-30 Cupro-Nickel), Monel, Inconel, Duplex, Super-Duplex and Titanium. It also has its own mechanical and chemical testing laboratories.

**TEMA has an Indian patent for fitting the shrink ring on the threaded portion of the Screw Plug heat exchanger enclosure which reduces cost and makes the product safe, reliable and easy to maintain.**

This proprietary technology is for the High Pressure Screw Plug Heat exchangers used in the most extreme conditions of high pressure, high temperature and highly corrosive nature of fluid in hydrocracker, hydrotreater plants in refineries and ammonia synthesis in fertilizer plants.

### Operations

TEMA sources around 40% of its total raw materials from overseas markets - US, Europe, Korea and Japan. The company had set up its first facility at Achhad (Unit I), Taluka Talasari, Dist. Thane, Maharashtra which is about 150 kms from Mumbai on the Mumbai-Baroda-Delhi National Highway NH8. Currently, TEMA has its manufacturing facilities spread across three locations with a total covered area of 50,000 sq. mtrs with a combined production capacity of 15,000 MTA. The company facilities are accredited with ISO 9001:2008, ASME U, U2, R, S & NB certificates.

TEMA is approved by almost all large End Users, Process Licensors and global EPC contractors in Oil and Gas, Fertilizer and Power sectors.

TEMA's key customers include British Petroleum (BP), Petrobras, Kuwait National Petroleum Co (KNPC), Abu Dhabi National Oil Company, ConocoPhillips, Jacobs, CB & I, TOYO Japan & India, Technip, Technicas, SPX Corporation, GE-Alstom, Linde, UHDE, Samsung Engineering, NPTC, BPCL, HPCL, HMEL, IOCL, Reliance Industries Ltd amongst the others.



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Dun &amp; Bradstreet D-U-N-S® No 67-598-7386

## Interactive Manpower Solutions Private Limited

**Management Details:** *Co-Founder & Chairman* *Co-Founder & CEO*  
Amit Somaiya Ashok Vithlani

**Special Award Category**  
Emerging SME

**Contact Details:** Website: [www.imspeople.com](http://www.imspeople.com)  
301, President Plaza, Near Thaltej Cross Roads, S.G Highway, Ahmedabad- 380054, Gujarat

### Business Excellence Highlights

- It has initiated the *IMS One World*, Global Recruitment Service (GRS) for Indian citizens that have primarily migrated to countries such as Africa (like Tanzania, Kenya, Uganda, Nigeria and Ghana) and Middle East Region (GCC Countries and South Arabia, Kuwait and Oman) and started recruitment for those countries

### About the company

Interactive Manpower Solutions Pvt Ltd (IMS People) commenced its operations in the year 2006. It is an offshore recruitment services firm which provides customized services by providing traditional recruitment services and creative one-time solutions that drive the company's recruitment value chain.

### Operations

IMS People launched its services with just ten people. The company has grown profoundly to 400 recruiters offering one of the finest offshore recruitment support in the US, UK, Australia, Middle East and New Zealand. The company has carved a niche by successfully managing business of more than 130 different recruitment and staffing firms across the continuum of energy, oil & gas, mining, healthcare & life sciences, banking & it services, and engineering & ancillary industries. It is a member of Academy of Human Resources Development (AHRD), Ahmedabad Management Association (AMA), Gujarat Electronics & Software Industries Association (GESIA) and NASSCOM to name a few.

Dun &amp; Bradstreet D-U-N-S® No 85-964-8098

## MAF Clothing Private Limited

**Management Details:** *Director* *Director*  
Munavar Yunus Jaliwala Faizal Yunus Jaliwala

**Special Award Category**  
Emerging Mid-Corporate

**Contact Details:** 35/3/2, Adakamaranahalli, 21st KM of Tumkur Road, Next to Himalaya Drugs, Makali Post, Bengaluru - 562123, Karnataka

### Business Excellence Highlights

- MAF is one of the key suppliers from India supplying to all departments of clothing business in Primark (UK)
- It is one of the leading supplier to Tally Weigl (Leading French Retailer)

### About the Company

MAF Clothing Pvt Ltd (MAF) was incorporated in 2008 and is based in Bengaluru. The company is engaged in the manufacture of readymade garments.

### Operations

MAF specializes in the manufacturing of knits and woven garments. The company primarily caters to the needs of the buyers as per their specifications and designs. The company also manufactures its own range of design and improvisations to cater to the readymade garment segments. MAF offers its readymade garments to domestic as well as international market. The company's export sales account for 90% of its total sales. The major export destinations of the company are UK, Ireland, Spain, Germany, Dubai, among others. Few of the key global customers of the company are Primark, Matalan, RNA Land Mark, Blue Inc, Peacock etc. With 100 employees in 2009, the company has rapidly expanded its operations and currently employs more than 3,500 people. In order to cater to large market and meet increasing demands the company has adapted the best technologies and uses ERP, CAD software amongst others to improve the efficiency of its operations. The company takes several CSR initiatives in order to benefit the society at large. The company helps needy and poor students of its employees with laptop and monetary help to aid their higher education. The company jointly with its customer Primark runs HER project to educate women associates on the importance of hygiene and pregnancy related health management.



## Logicash Solutions Private Limited

**Management Details:**

CEO

Director

Vipin Jain

Pierre Hermans

**Special Award Category**

Emerging Mid-Corporate

**Contact Details:**
Website: [www.logicash.co.in](http://www.logicash.co.in)

Sharda Terraces, 6th Floor, Sector 11, CBD Belapur, Navi Mumbai – 400614, Maharashtra

**Business Excellence Highlights**

- Logicash, in the span of 42 months, owns and operate 5,000 ATMs (in 18 months), 10,000 ATMs (in 30 months) and 12,500 ATMs (in 36 months)
- The company proposes to set “Cash Center” through-out the country which will act as one-stop points for the host of financial and retail services
- Logicash has created employment for more than 3,000 people in India within a short period of inception and has received recognition from the Prime Minister of Netherlands

**About the Company**

Logicash Solutions Pvt Ltd (Logicash) is primarily involved in providing cash management solutions to the BFSI and retail sector. The company started its business operations in the year 2011 and now has emerged as one of the leading cash management service providers offering real time information through its web based application. The company also provides cost effective solutions in end to end cash mobilization services. The company has formed the JV with Syntech International BV, a group company of Syntech Group of companies.

**Operations**

Logicash provides outsourcing solutions to BFSI and retail sector that demand real time information, accuracy, regulatory compliance and cost efficiency by way of auto-generated reports & real time information. The company developed *LENS*, an application, for cash management, for both multi-vendor monitoring and comprehensive management. The application can also be extended to all-around back-office management ranging from asset management, branch offices, to field services, replenishment, cash in transit and help desk. Their two major brands of company in the cash management category are *MOBicash* & *Atcash* which involves providing cash van services, inter-city and intra-city cash transportation, cash management, ATM cash replenishment, sorting and counting of currency etc. Logicash has integrated global practices of standard operational process and procedures (SOP) in accordance to the Indian business conditions.

## Subasree Venkatesan Sri Veda EmSys Solutions Private Limited

**Management Details:**

Founder &amp; MD

Subasree Venkatesan

**Special Award Category**

Best Woman Entrepreneur SME

**Contact Details:**
Website: [www.srivedaemsys.com](http://www.srivedaemsys.com)

17, Hanumagiri Nagara, Chikkalasandra, Padmanabha Nagar, 5th Main, Bengaluru – 560061, Karnataka

**Business Excellence Highlights**

- Subasree developed an innovative device ECG device, i.e. TeleECG-“VenKam”, one of her passionate products
- The company's recent projects include, Porting binutils to DSP platform, Vehicle Interface BT Gateway and OSAL for Linux 2.6. amongst others

Subasree Venkatesan started Sri Veda EmSys Solutions Pvt Ltd in 2007 with her husband who is the co-founder and Non-executive director who holds the 15% share in the company and rest 85% stake is held by Subasree.

As an embedded software development company, under the leadership of Subasree, it has developed parking lot management systems, restaurant ordering system, fan display system and wireless automotive interface for automotive diagnostic tools. She developed Sri Veda Beacons – Tiny or Small light weight BLE beacons with long battery life, which can be attached to sensors and advertise the data captured or send remotely to a PC or mobile, one of her passion products.

Subasree has over 15 years of experience of embedded product development and technology and her core expertise is in USB and CAN Bus. She was in the US for over 6 years and served as a senior embedded consultant in several big organizations like ST Microelectronics, KLA-Tencor, Schlumberger, and Neopost Inc. etc.

She has her Bachelors in electronics and communications engineering from Madurai Kamaraj University, TN. On the birth of her daughter, she quit her job in the US and returned to India, eventually founding Sri Veda Emsys Solutions Pvt Ltd.

## Francin Pinto

### 3-S Envo Solutions

**Management Details:** Founder & MD

Francin Pinto

**Contact Details:**

Website: [www.3senvogroups.com](http://www.3senvogroups.com)

502, Royal Apartment, Sector-3, Charkop, Kandivali (W), Mumbai-400 067, Maharashtra

**Special Award Category**

Best Woman Entrepreneur SME

#### Business Excellence Highlights

- Under her leadership, the firm has initiated projects which recycle 1.3 mn ltrs of water/day. Also the firm produces 60 tons of vermin-compost per month. It has also undertaken over 2,000 sq. mts of landscaping
- Currently, the firm recycles 120 tons of waste daily including various projects
- In the last two years, the firm has used new equipment's like Bio char machine, Briquette machine and Plastic waste shredder in their projects

Francin Pinto started 3-S Envo Solution is an integrated resource recovery consultancy service providing holistic consultancy and turnkey solutions in dry & wet waste management, water management, bio toilets, energy solutions and green space development. It is in the forefront of environmental restoration through its resource recovery strategies for recovering of waste, water and green space. 3-S Envo solutions have worked with more than 250 customers, including five municipal corporations. The firm has provided long term cost effective solutions at Alibaug Municipal Corporation – Nirmalya Bio composting, Mumbai's First Slum Waste Management Project among others. Under her leadership, the firm also undertakes CSR activities for global companies like waste inventorisation project at Mumbai International Airport Ltd, Vodafone – resolve & slum bay, Hindustan Unilever Silvassa – Bio composting of shampoo sludge amongst others. Francin Pinto is also the Founder- Chairperson of a 80 G certified and FCRA approved NGO 'Garbage Concern Welfare Society' (GCWS). She started off as a social entrepreneur with her NPO Garbage Concern in 2005, which provides vocational skill training with assured livelihood to School drop-outs and rag pickers under its Green Manager Program. She has trained and employed 3,096 people as of Aug 2015, through this NGO.

She has worked for 15 Years as professor in Xavier's College and has initiated the 'Green Angels Program' to cultivate skills in future citizens. Along with that she has conducted training programs in 66 schools, 25 colleges, 22 corporate houses, 192 slums and 5 municipalities. She has completed her MSc in animal physiology, phd. sustainable development, post graduate diploma in business enterprises management and holds a bachelor in education qualification.

## Paru M Jaykrishna

### Asahi Songwon Colors Limited

**Management Details:** Chairperson & MD

Paru M Jaykrishna

**Contact Details:**

Website: [www.asahisongwon.com](http://www.asahisongwon.com)

167/168 Indrad Village, Kadi Kalol Road, Mehsana district – 382727, Gujarat

**Special Award Category**

Best Woman Entrepreneur Mid-Corporate

#### Business Excellence Highlights

- The challenge posed by tough foreign exchange deficits in the 90s, and the degree of difficulty faced by women in running businesses inspired her to take up an export-oriented business at the age of 48 years
- ASCL adopted the use of world class technology by Clariant Pigments (Korea) and DIC Corp (Japan) to strengthen its standards relative to global benchmarks under her guidance

Paru Jaykrishna is the promoter of Asahi Songwon Colors Ltd (ASCL). She founded the company in 1990. Paru M. Jaykrishna started pigment manufacturing activities in 1994. ASCL is one of the leading players in the Indian pigment industry and intend to become a leading manufacturer of pigments around the world.

In April 1996, she took a tactical decision and got into a JV with a Korean company. Today, she is the Chairperson & Managing Director of the company ASCL, with rich business experience in the field of manufacturing pigments & chemicals and travel industry. Under her dynamic leadership and vision, the company has evolved to become a manufacturer of pigments/coloring agents, which are used by the paints, paper, chemical plastic, and glass and textile sectors. The company is in the manufacturing of CPC beta blue and blue crude, exporting substantial production to leading MNCs around the world.

She is BA, MA in philosophy, sanskrit and literature. She also holds a degree in law. She is one of the renowned industrialists in India. ***She is the first lady in more than 60 years to be elected as President of the Gujarat Chambers of Commerce & Industry.*** Also, she has been a founder director to many of the Gujarat government boards and organizations, and has been director in organizations like Tourism Corporation of Gujarat Ltd, Gujarat State Handloom House Corporation and Small Industries Development Bank of India (SIDBI).

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## Aarvi Encon Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Executive Director</i>	<b>Sector</b>	<b>Category</b>
	V Sanghavi	J Sanghavi		
<b>Contact Details:</b>			Professional & Business Services	Mid-Corporate
B-1/603, 6th Floor, Marathon Innova, Marathon Nextgen Complex, Opp. Peninsula Park, G K Marg, Lower Parel, Mumbai - 400013, Maharashtra				

Dun &amp; Bradstreet D-U-N-S® No 91-952-3795

## Advance Panels & Switchgears Private Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	S Jain	J Jain		
<b>Contact Details:</b>			Electrical & Electronic Goods	Mid-Corporate
A-257, DSIDC, Narela Industrial Park, Narela - 110040, Delhi				

Dun &amp; Bradstreet D-U-N-S® No 65-023-2213

## Ananda Aqua Exports Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	U K V Raju	U M A Varma		
<b>Contact Details:</b>			Food Processing & Agro Products	Mid-Corporate
27-8-21/3, Ananda House, Sivarao Pet, West Godavari District, Bhimavaram-534202, AP				

Dun &amp; Bradstreet D-U-N-S® No 85-858-3163

## Anish Silk

<b>Management Details:</b>	<i>Proprietor</i>	<b>Sector</b>	<b>Category</b>
	S Kavitha		
<b>Contact Details:</b>		Textiles & Garments	SMEs
2/91 Asari Pattarai Street, Perumagoundampatty, Elampillai, Salem - 637502, TN			

Dun &amp; Bradstreet D-U-N-S® No 67-738-7837

## Anshuman Tech Private Limited

<b>Management Details:</b>	<i>Chief Operating Officer</i>	<b>Sector</b>	<b>Category</b>
	V Ravi		
<b>Contact Details:</b>		Electrical & Electronic Goods	SMEs
Plot 13, Sthairya, Behind Tol Hospital, Near Nav-Sahyadri Society, Karve Nagar, Pune - 411052, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 87-229-7687

## ARCEE Automations

<b>Management Details:</b>	<i>Partner</i>	<i>Partner</i>	<b>Sector</b>	<b>Category</b>
	Kishor Arur	M Vythianathan		
<b>Contact Details:</b>			Engineering & Machinery	SMEs
Unit 32, Block II, SIDCO Electronics Complex, Guindy Industrial Estate, Chennai - 600 032, TN				

Dun &amp; Bradstreet D-U-N-S® No 65-065-6643

## Arfin India Limited

<b>Management Details:</b>	<i>Chairman</i>	<i>Managing Director</i>	<b>Sector</b>	<b>Category</b>
	M Shah	J Shah	Electrical & Electronic Goods	Mid-Corporate
<b>Contact Details:</b>	B-302, 3rd Floor, Pelican House, GCCI Building, Ashram Road, Ahmedabad - 380009, Gujarat			

Dun &amp; Bradstreet D-U-N-S® No 86-264-8271

## Ascent Consulting Services Private Limited

<b>Management Details:</b>	<i>Co-Founder &amp; Sr VP Operations</i>	<b>Sector</b>	<b>Category</b>
	L Geeta	Professional & Business Services	SMEs
<b>Contact Details:</b>	No.420, 100 Feet Road, 4th Block, Koramangala, Bengaluru - 560034, Karnataka		

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## AV Global Corporation Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	V Mehta	A Mehta	Transportation & Logistics	SMEs
<b>Contact Details:</b>	201, New Delhi House, Barakhamba Road, New Delhi - 110001, Delhi			

Dun &amp; Bradstreet D-U-N-S® No 91-800-9551

## Blend Colours Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	S Rathie	S Lahoti	Chemicals & Pharmaceuticals	Mid-Corporate
<b>Contact Details:</b>	Plot No 35, IDA, Kattedan, Hyderabad - 500077, Telangana			

Dun &amp; Bradstreet D-U-N-S® No 91-843-7807

## Cadsys (India) Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Executive Director</i>	<b>Sector</b>	<b>Category</b>
	N C V Harish	N Padmaja	IT & IT Enabled Services	SMEs
<b>Contact Details:</b>	3-5-900/1, 4th Floor, Aparajita Arcade, Old MLA Quarters Rd. Himayath Nagar, Hyderabad - 500029, Telangana			

Dun &amp; Bradstreet D-U-N-S® No 87-229-7696

## Capricorn Logistics Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<b>Sector</b>	<b>Category</b>
	S Shetty	Transportation & Logistics	Mid-Corporate
<b>Contact Details:</b>	13 & 13A, Keytuo Industrial Estate, 220, Kondivita Road, Andheri (East), Mumbai - 400059, Maharashtra		

Dun &amp; Bradstreet D-U-N-S® No 65-007-2809

## CORE Energy Systems Private Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i> N Basarkar	<i>Director</i> S Basarkar	<b>Sector</b> Engineering & Machinery	<b>Category</b> SMEs
<b>Contact Details:</b>	Plot X-16, 1 & 2 International Business Centre, Near Kamath Hospital, MIDC Res Area, Dombivali, Thane - 421203, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 86-453-3621

## Dolphin RFID Private Limited

<b>Management Details:</b>	<i>President &amp; CEO</i> S Sawhney	<i>Executive Vice President</i> N Malhotra	<b>Sector</b> IT & IT Enabled Services	<b>Category</b> SMEs
<b>Contact Details:</b>	110/111, B- Wing, Ganapati Tower, Thakur Village, Kandvali E, Mumbai - 400101, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 87-229-7704

## Eden Food Products

<b>Management Details:</b>	<i>Proprietor</i> Gowrishankar B		<b>Sector</b> Food Processing & Agro Products	<b>Category</b> SMEs
<b>Contact Details:</b>	No 32, 13th cross Street, New colony, Chrompet, Chennai - 600044, TN			

Dun &amp; Bradstreet D-U-N-S® No 91-520-0965

## Elin Appliances Private Limited

<b>Management Details:</b>	<i>Director</i> K Sethia	<i>Director</i> V Sethia	<b>Sector</b> Electrical & Electronic Goods	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	4771, Bharat Ram Road, 23- Daryaganj, New Delhi - 110002, Delhi			

Dun &amp; Bradstreet D-U-N-S® No 67-645-0701

## Encon Thermal Engineers Private Limited

<b>Management Details:</b>	<i>Director</i> V Mahedra	<i>Director</i> P Mahendra	<b>Sector</b> Engineering & Machinery	<b>Category</b> SMEs
<b>Contact Details:</b>	297, Sector-21B, Faridabad - 121001, Haryana			

Dun &amp; Bradstreet D-U-N-S® No 87-229-7706

## Everest Instruments Private Limited

<b>Management Details:</b>	<i>Managing Director</i> A Patel	<i>Joint Managing Director</i> P Patel	<b>Sector</b> Electrical & Electronic Goods	<b>Category</b> SMEs
<b>Contact Details:</b>	D 902, Ganesh Meridian, Opp. Gujarat High Court, S.G. Highway, Ahmedabad - 380060, Gujarat			



## EVIO Private Limited



**Prashant G Kandoi**  
Managing Director

### Sector

Professional & Business  
Services

### Category

SME

### Management Details

*Managing Director*  
Prashant G Kandoi  
*Director*  
Gopal M Kandoi

### Contact Details

F-14,  
Nandjyot Industrial Estate,  
Andheri- Kurla Road, Sakinaka,  
Mumbai - 400072,  
Maharashtra.  
Telephone: +91 22 45766700  
Email: mumbai@evio.in  
Website: www.evio.in

### Business Excellence Highlights

- Over the span of 4 years, EVIO has grown to an order booking of more than ₹ 1,000 mn
- Its top ten clients contributed more than 50% to its total sales in FY15
- Almost 70% of its customers are repeat customers

### About the Company

EVIO Pvt Ltd (EVIO) commenced its business operations in Mar 2011. EVIO specializes in delivering industrial automation solutions, building automation solutions, electrical turnkey solutions and power quality solution. The company's scope of work includes engineering and execution (SITC) of turnkey projects involving these services. It has three offices based in India at Mumbai, Pune and Bengaluru with more than 150 employees overall. EVIO has its projects spread throughout the country. It has its major presence in Maharashtra, Gujarat, MP, Delhi, Chhattisgarh, Karnataka, AP, TN, Orissa, Goa and WB.

### Operations

#### • Electrical Turnkey Solutions

Turnkey electrical contracts involve supply, installation, testing and commissioning of HV switchyards including power transformers, HT panels, LT panels, HT & LT cable laying and termination, total frame proof installations, Clean room installation for pharmaceutical and food processing industries, illumination – Internal & external High Mast, street and façade lighting, Internal Lighting and turnkey instrumentation contracts among others. It caters to steel, Pharma/FMCG Plant, chemical and cement plant, automobile & tyre, Data center, hotels & hospital, Corporate and commercial Buildings, Infrastructure projects.

#### • Industrial Automation

The company is also designated as an authorized system house of Siemens. EVIO develops and realize solutions (Turnkey or Standalone) for controlling and monitoring manufacturing processes for industries including, metals, automobile, water treatment and chemicals & pharmaceuticals among others. Industrial automation solutions include controlling and monitoring manufacturing processes as well as revamp of existing system. It also offers process and factory automation services which includes, DCS, PLC and drive using systems. Cognex products for vision and industrial ID to eliminate defects and automate production.

#### • Building Automation

EVIO is designated authorized system house of Schneider, UTC and Bosch. It is also exclusive system house of Helvar for lighting automation. Under this segment, EVIO does engineering, execution & commissioning services include fire detection & alarm, access control & biometric, cooling control and ventilation, security & CCTV surveillance, lighting & dimming control BMS, Public Address, VESDA, WLD and Gas suppression and fire suppression services. Further, the company also offers energy audit and management services. It caters to hotels, hospitals, Commercial Complex, IT Park, Institution Building, Shopping Malls, Data Centers, High End Residential Apartments & Villas, Industrial buildings and infrastructure projects.



Dun & Bradstreet D-U-N-S® No 91-704-5929

## Gislen Software Private Limited

<b>Management Details:</b>	<i>Managing Director</i> M Gislen	<b>Sector</b> IT & IT Enabled Services	<b>Category</b> SMEs
<b>Contact Details:</b>	SDF Phase 2, Unit 27, Mepz, Tambaram, Chennai - 600045 TN		

Dun & Bradstreet D-U-N-S® No 65-014-7275

## Go Go International Private Limited

<b>Management Details:</b>	<i>CEO &amp; Director</i> J Dugar	<i>Director</i> R Goenka	<b>Sector</b> Textiles & Garments	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	No.5/6 KHB Industrial Area, 2nd class, Yelahanka, Bengaluru - 560064, Karnataka			

Dun & Bradstreet D-U-N-S® No 85-857-9960

## Hari Om Roofing Industries

<b>Management Details:</b>	<i>Proprietor</i> Harish	<b>Sector</b> Engineering & Machinery	<b>Category</b> SMEs
<b>Contact Details:</b>	No. 90/2, Adhavan Industrial Estate, Athipalayam Road, (Opp) CRI Pumps, Chinnavedampatti, Ganapathy Post, Coimbatore - 641006, TN.		

Dun & Bradstreet D-U-N-S® No 65-094-5657

## HD Fire Protect Private Limited

<b>Management Details:</b>	<i>Managing Director</i> H Dharamshi	<i>Executive Director</i> M Ghotikar	<b>Sector</b> Engineering & Machinery	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	Plot D-6/2, Road Number 34, Wagle Industrial Estate, Thane - 400604, Maharashtra			

Dun & Bradstreet D-U-N-S® No 91-844-1437

## Indfrag Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i> P Samuel	<b>Sector</b> Chemicals & Pharmaceuticals	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	No 15, Service Road, Hal II Stage, Bengaluru - 560008, Karnataka		

Dun & Bradstreet D-U-N-S® No 87-229-7722

## Inductus Consultants (P) Limited

<b>Management Details:</b>	<i>CEO &amp; Managing Director</i> A Kumar	<i>Director</i> A Sinha	<b>Sector</b> Professional & Business Services	<b>Category</b> SMEs
<b>Contact Details:</b>	807, Padma Tower II, Rajendra Place, New Delhi – 110008, Delhi			

Dun &amp; Bradstreet D-U-N-S® No 65-080-3476

## Indus Net Technologies Private Limited

<b>Management Details:</b>	<i>Founder &amp; CEO</i> A Rungta	<b>Sector</b>	<b>Category</b>
<b>Contact Details:</b>	Module 53, 4th Floor SDF Building Sector V. Saltlake Electronic Complex, Kolkata - 700091, WB	IT & IT Enabled Services	SMEs

Dun &amp; Bradstreet D-U-N-S® No 65-026-6526

## Innovative Health Care (India) Private Limited

<b>Management Details:</b>	<i>Director</i> K Sakthivel	<b>Sector</b>	<b>Category</b>
<b>Contact Details:</b>	88/2, AB Block, 1st Street, Anna Nagar, Chennai - 600040, TN	Food Processing & Agro Products	SMEs

Dun &amp; Bradstreet D-U-N-S® No 92-062-1708

## InspirOn Engineering Private Limited

<b>Management Details:</b>	<i>Chairman</i> P Bhagwati	<i>Managing Director</i> A Bhagwati	<b>Sector</b>	<b>Category</b>
<b>Contact Details:</b>	Survey No. 320, Near GIDC Odhav, Odhav Road, Ahmedabad - 382415, Gujarat			
			Engineering & Machinery	Mid-Corporate

Dun &amp; Bradstreet D-U-N-S® No 87-229-7723

## Ishan Netsol Private Limited

<b>Management Details:</b>	<i>Managing Director</i> Pinkesh Kotecha	<i>Director</i> Purvi Kotecha	<b>Sector</b>	<b>Category</b>
<b>Contact Details:</b>	Nakshtra IV, 2 nd Floo, Dr. Radhakrishnan Road, Nr.Kathiyawar Gymkhana, Rajkot, Gujarat			
			IT & IT Enabled Services	SMEs

Dun &amp; Bradstreet D-U-N-S® No 67-611-4298

## J S Auto Cast Foundry India Private Limited

<b>Management Details:</b>	<i>Managing Director</i> Jeevanantham	<i>Chief Operating Officer</i> Gnanasekaran	<b>Sector</b>	<b>Category</b>
<b>Contact Details:</b>	SF No. 165/1, Sembangounden Pudur, Kuppepalayam, Coimbatore - 641107, TN			
			Engineering & Machinery	SMEs

Dun &amp; Bradstreet D-U-N-S® No 87-143-3378

## J. K. Infra - Utilities Private Limited

<b>Management Details:</b>	<i>Managing Director</i> G Jadhav	<i>Director</i> N Sanap	<b>Sector</b>	<b>Category</b>
<b>Contact Details:</b>	Unita No 221, Sawstik Disa Corporate Park Opp Shreyas Cinema, LBS Road Ghatkopar (W), Mumbai - 400086, Maharashtra			
			Professional & Business Services	SMEs

Dun & Bradstreet D-U-N-S® No 91-809-1666

## Jaipur Rugs Company Private Limited

<b>Management Details:</b>	<i>Director</i> Y Chaudhary	<b>Sector</b> Textiles & Garments	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	G 250, Mansarovar Industrial Area, Jaipur - 302020, Rajasthan		

Dun & Bradstreet D-U-N-S® No 65-045-5603

## Jash Engineering Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i> L Amin	<i>Managing Director</i> P Patel	<b>Sector</b> Engineering & Machinery	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	Plot No. 31, Sector-C Sanver Road Industrial Area, Indore - 452013, MP			

Dun & Bradstreet D-U-N-S® No 67-578-5968

## Kalashree Engineering

<b>Management Details:</b>	<i>CEO &amp; Partner</i> K Adsul	<i>Partner</i> S Adsul	<b>Sector</b> Engineering & Machinery	<b>Category</b> SMEs
<b>Contact Details:</b>	S. No. 144, Naina Industrial Estate, Pune-Saswad Road, Ganeshnagar, Phursungi, Pune - 412308, Maharashtra			

Dun & Bradstreet D-U-N-S® No 91-630-4178

## Kanpur Texel Private Limited

<b>Management Details:</b>	<i>Director</i> S Prahladka	<b>Sector</b> Textiles & Garments	<b>Category</b> SMEs
<b>Contact Details:</b>	19 Industrial Estate, Kanpur - 208012, UP		

Dun & Bradstreet D-U-N-S® No 91-513-6695

## Kiran Global Chems Limited

<b>Management Details:</b>	<i>Chairman</i> M Jain	<i>Vice Chairman</i> A Jain	<b>Sector</b> Chemicals & Pharmaceuticals	<b>Category</b> Mid-Corporate
<b>Contact Details:</b>	New no 42, New Avadi Road, Kilpark, Chennai - 10, TN			

Dun & Bradstreet D-U-N-S® No 87-220-1696

## Magnolia Limited

<b>Management Details:</b>	<i>Managing Director</i> T Shetty	<i>Director</i> R Singh	<b>Sector</b> Chemicals & Pharmaceuticals	<b>Category</b> SMEs
<b>Contact Details:</b>	15(B), Paradigm, Mind Space, Malad (W), Mumbai - 400064, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 91-830-1292

## Mangalam Alloys Limited

<b>Management Details:</b>	<i>Chairman</i>	<i>Managing Director</i>	<b>Sector</b>	<b>Category</b>
	U Mehta	T Mehta		
<b>Contact Details:</b> 3124 - 26, GIDC Phase III, Chhatral, Gandhinagar, Ahmedabad, Gujarat			Engineering & Machinery	Mid-Corporate

Dun &amp; Bradstreet D-U-N-S® No 65-032-5249

## Manohar Filaments Private Limited

<b>Management Details:</b>	<i>Chief Executive Officer</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	A Jain	B Kumar		
<b>Contact Details:</b> B-59 GT Karnal Road Industrial Road New Delhi - 110033, Delhi			Textiles & Garments	Mid-Corporate

Dun &amp; Bradstreet D-U-N-S® No 91-582-8678

## Micron Enterprises

<b>Management Details:</b>	<i>Managing Director</i>	<i>Partner</i>	<b>Sector</b>	<b>Category</b>
	R Gupta	S Gupta		
<b>Contact Details:</b> 394-A, Industrial Area - A, Ludhiana - 141003, Punjab			Engineering & Machinery	SMEs

Dun &amp; Bradstreet D-U-N-S® No 87-229-7729

## MindCraft Software Private Limited

<b>Management Details:</b>	<i>Managing Director</i>		<b>Sector</b>	<b>Category</b>
	H Nerurkar			
<b>Contact Details:</b> 2nd Floor, Bldg No 305, Sector 2, Millenium Business Park, Off Thane - Belapur Road, Mahape, Navi Mumbai - 400701, Maharashtra			IT & IT Enabled Services	SMEs







**Ravleen S Khurana**  
Managing Director

#### Sector

Chemicals & Pharmaceuticals

#### Category

SME

#### Management Details

*Managing Director*  
Ravleen S Khurana

#### Contact Details

85, Wanjra Layout,  
Pili Nadi Industrial Area,  
Kamtee Road,  
Nagpur - 440026,  
Maharashtra  
Telephone: +91 712 2641001  
Email: info@nitikapharma.com  
Website: www.nitikapharma.com

#### Key Business Highlights

- Nitika Pharmaceuticals got the status of "Star Export House" in Sep 2015
- The company manufactures high quality Excipients and supplies it to more than 1,000 customers across the globe
- The company exports to more than 90 countries including the US, Europe, Japan and China among others

## Nitika Pharmaceutical Specialities Private Limited

### About the Company

Nitika Pharmaceutical Specialities Pvt Ltd (Nitika Pharmaceuticals) was found in 1991 as a small manufacturing unit has grown today into a dynamic production center for range of products finding applications in various Industry verticals.

### Operations

Nitika Pharmaceuticals is in the business of manufacturing excipients for the pharmaceutical industry. They are one of the leading excipient manufacturers in Asia. Nitika Pharmaceuticals supply it to more than 1,000 customers across the globe. The company has taken it as a challenge to penetrate the International as well as the domestic pharmaceutical market with its wide range of excipients. Nitika Pharmaceuticals has equipped itself with the state-of-the-art quality check lab, Research and Development lab which is managed by highly experienced staff. Their important domestic buyers include Dr Reddy's Lab, J&J, Pfizer, Granules India, Unilever, P&G, Sun Pharma, IPCB Lab, Aurobindo Pharma, Piramal, Ranbaxy, ELSA, Sanofi India, UCB India, Orchid, Cipla, Hetera Drugs, and Torrent amongst others.

### Products

- Excipients:

The company offers tailor made QBD supported excipients made to the customer specifications as Tablube (Magnesium Stearate) Novalube (Sodium Steryl Fumerate), Tabglide (Purified Talc), Tabletol -L, Tabletol- M (Mannitol-DC, Lactitol -DC) etc made to the customers' specifications available in various grades and in various particle size distributions (PSDs) & strength.

- Antacids

Neutra (Simethicone), Neutra (Magnesium Antacids, Aluminium Antacids, mixtures, Co-blends)

- Stanpure(Purified Mineral Salts)

Pharmaceutical, Food, Cosmetic & allied industries require a wide range of inorganics and fine chemicals. The company offers these products by controlling their physicochemical attributes including Particle size distributions, free flowing nature, unpleasant smell/taste masking.

- Granulation and Pelletization

CAPSEEDS™-DL are the range of drug loaded pellets available in various sizes & strength processed in a WHO-GMP approved facility.

### Certifications

Nitika Pharmaceuticals have received the certifications as listed below-

- Indian FDA Approval
- The Production of Metallic Stearates was started utilizing the totally Home-Grown technologies
- The ISO 9001:2000 from Bureau Veritas Quality International (Holding) S.A. London
- Their plants are as per WHO-GMP and US-FDA requirements and have also received US-DMF no.18912 for our product Magnesium Stearate
- They have received the KOSHER Certificate
- They have received EDMF No.1252 from European authorities
- The company has received ISO 14001:2004 certification
- They have received the WHO – GMP Approval

Dun &amp; Bradstreet D-U-N-S® No 91-532-8079

## Path Infotech Limited

<b>Management Details:</b>	<i>Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	A Garg	P Ratra	IT & IT Enabled Services	Mid-Corporate
<b>Contact Details:</b>	E-1 Sector 63, Noida - 201301, UP			

Dun &amp; Bradstreet D-U-N-S® No 85-857-5648

## PKM Metal Buildings Company Private Limited

<b>Management Details:</b>	<i>Managing Director</i>		<b>Sector</b>	<b>Category</b>
	Abdul Basheer P		Professional & Business Services	Mid-Corporate
<b>Contact Details:</b>	43/17, Thulangam Thandalam Village, Kanchepuram, TN			

Dun &amp; Bradstreet D-U-N-S® No 86-377-7325

## Pravin Borkute Infraventures Private Limited

<b>Management Details:</b>	<i>Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	P Borkute	A Khanapurkar	Textiles & Garments	SMEs
<b>Contact Details:</b>	R 20 Laxmi Nagar, Nagpur - 440017, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 91-535-6476

## Prima Plastics Limited

<b>Management Details:</b>	<i>Chairman</i>	<i>Managing Director</i>	<b>Sector</b>	<b>Category</b>
	B Parekh	D Parekh	Plastic & Plastic Products	SMEs
<b>Contact Details:</b>	41, National House, Saki Vihar Road, Chandivali Junction, Andheri (East), Mumbai - 400072, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 85-858-0102

## Raghav Woollen Mills

<b>Management Details:</b>	<i>Partner</i>	<i>Partner</i>	<b>Sector</b>	<b>Category</b>
	N Gupta	U Gupta	Textiles & Garments	SMEs
<b>Contact Details:</b>	948/3, Pachranga Bazar, Panipat - 132103, Haryana			

Dun &amp; Bradstreet D-U-N-S® No 67-708-5867

## Rajkeerth Aromatics and Biotech Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	P Rajsekhar	R Bhanumathy	Chemicals & Pharmaceuticals	SMEs
<b>Contact Details:</b>	389, 1st Floor, Arcot Road, Kodambakkam, Chennai - 600024, TN			

Dun &amp; Bradstreet D-U-N-S® No 87-229-7740

## RD Strategic eSales Private Limited

<b>Management Details:</b>	<i>Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Rajul Dalal	Rajiv Dalal	IT & IT Enabled Services	SMEs
<b>Contact Details:</b>	3rd Floor, A Wing West, Oberoi Garden Estates, Chandivali, Andheri (E), Mumbai - 400072, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 87-229-8261

## Roto Pumps Limited

<b>Management Details:</b>	<i>Chairman &amp; MD</i>	<i>Deputy MD</i>	<b>Sector</b>	<b>Category</b>
	H Gupta	A Gupta	Engineering & Machinery	SMEs
<b>Contact Details:</b>	Roto House, Noida Special Economic Zone, Noida - 201305, UP			

Dun &amp; Bradstreet D-U-N-S® No 65-033-0140

## Rushabh Sealink Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Chief Executive Officer</i>	<b>Sector</b>	<b>Category</b>
	P Mehta	V Mehta	Transportation & Logistics	Mid-Corporate
<b>Contact Details:</b>	310, Dhamji Shamji Industrial Complex, Near Madhuban Toyota Showroom, 9 LBS Marg, Kurla (W), Mumbai - 400070, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 86-337-1488

## S. K. Bikes Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Executive Director</i>	<b>Sector</b>	<b>Category</b>
	Subhash Lakra	Sachin Lakra	Engineering & Machinery	Mid-Corporate
<b>Contact Details:</b>	D-233, 234 235, Phase VII, Focal Point, Ludiana - 141010, Punjab			

Dun &amp; Bradstreet D-U-N-S® No 87-186-3428

## Sachdeva Home Furnishing Private Limited

<b>Management Details:</b>	<i>Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	P Sachdeva	M Singh	Textiles & Garments	SMEs
<b>Contact Details:</b>	324, Navkunj Apartments, Parparganj, New Delhi, Delhi			

Dun &amp; Bradstreet D-U-N-S® No 87-229-7748

## Sai Enterprises

<b>Management Details:</b>	<i>Partner</i>	<i>Partner</i>	<b>Sector</b>	<b>Category</b>
	P Paul	M Paul	Professional & Business Services	SMEs
<b>Contact Details:</b>	No 104, Sharanam Excel, Near Manjalur Naka, Vadodara - 390011, Gujarat			

Dun &amp; Bradstreet D-U-N-S® No 87-153-3199

## Santosh Limited

Management Details:	Chairman & MD	Director	Sector	Category
	M Chowdhary	S Chowdhary		
Contact Details:	2nd Floor, Karma Complex, Near Mahalaxmi Cross Road, Ahmedabad - 380007, Gujarat			

Dun &amp; Bradstreet D-U-N-S® No 91-664-1186

## Santosh Starch Products Limited

Management Details:	Chairman & MD	Director	Sector	Category
	M Chowdhary	S Chowdhary		
Contact Details:	2nd Floor, Karma Complex, Near Mahalaxmi Cross Road, Ahmedabad - 380007, Gujarat			

Dun &amp; Bradstreet D-U-N-S® No 91-595-9599

## Sarathy Geotech & Engineering Services Private Limited

Management Details:	Chairman & MD	Director	Sector	Category
	C Parthasarathy	A Parthasarathy		
Contact Details:	No 671, 6th C Main, 11 Cross, J P Nagar, 3rd Phase, Bengaluru - 560078, Karnataka			

Dun &amp; Bradstreet D-U-N-S® No 65-038-9849

## SASMOS HET Technologies Limited

Management Details:	Managing Director	Director	Sector	Category
	Chandrasekhar H G	P Singh		
Contact Details:	No 311, NPR Complex, Block GA, Hoody Village, KR Puram Hobli, Bengaluru - 560048, Karnataka			

Dun &amp; Bradstreet D-U-N-S® No 67-581-3692

## SEE-Tech Solutions Private Limited

Management Details:	Managing Director & CEO	Director	Sector	Category
	M Chittawar	B Chittawar		
Contact Details:	11/5, MIDC Infotech Park, South Ambazari Road, Nagpur - 440022, Maharashtra			

Dun &amp; Bradstreet D-U-N-S® No 86-350-1709

## Shera Energy Private Limited

Management Details:	Managing Director	Director	Sector	Category	
	N Sheikh	S Sheikh			
Contact Details:	F - 269 (B), Road No. 13, Vkia, Jaipur - 302013, Rajasthan			Engineering & Machinery	Mid-Corporate



Dun &amp; Bradstreet D-U-N-S® No 67-594-6591

## SIERRA ODC Private Limited

**Management Details:** *Managing Director & CEO*

Giridhar J G

**Sector**

IT &amp; IT Enabled Services

**Category**

SMEs

**Contact Details:** #188/1, I Floor, Varadharaja Layout-1, PN Palayam Road, KR Puram, Ganapathy, Coimbatore - 641006, TN

Dun &amp; Bradstreet D-U-N-S® No 91-851-3136

## Sipra Engineers Private Limited

**Management Details:** *Managing Director*

V Shah

*Director*

S Shah

**Sector**

Engineering &amp; Machinery

**Category**

Mid-Corporate

**Contact Details:** 93, A - Mittal Tower, Nariman Point, Mumbai - 400021, Maharashtra

Dun &amp; Bradstreet D-U-N-S® No 87-155-2706

## Smile Security & Surveillance Private Limited

**Management Details:** *Managing Director*

R Gupta

**Sector**

IT &amp; IT Enabled Services

**Category**

SMEs

**Contact Details:** #21/2, MRI Building, First Floor, Bhattarahalli, 14KM Old Madras Road, K.R. Puram, Bengaluru - 560049, Karnataka

Dun &amp; Bradstreet D-U-N-S® No 91-943-5206

## SoftAge Information Technology Limited

**Management Details:** *Managing Director*

O Yasin

*Chief Executive Officer*

F Ozair

**Sector**

IT &amp; IT Enabled Services

**Category**

Mid-Corporate

**Contact Details:** 204, Udyog Vihar, Phase IV, Gurgaon - 122002, Haryana

Dun &amp; Bradstreet D-U-N-S® No 86-221-2222

## Sun-N-Shade Sunvisors Private Limited

**Management Details:** *Director*

V Hiremath

*Director*

U Vastrad

**Sector**

Plastic &amp; Plastic Products

**Category**

SMEs

**Contact Details:** Plot No. GP 47, Sector - 18, Maruti Industrial Area, Gurgaon - 122015, Haryana

Dun &amp; Bradstreet D-U-N-S® No 86-007-7889

## Synergy Kitchens & Hospitality Private Limited

**Management Details:** *Managing Director*

D Das

**Sector**

Travel, Tourism &amp; Hospitality

**Category**

SMEs

**Contact Details:** 35 Rowland Road, Trishul Building, Ground Floor, Kolkata - 700020, WB

Dun &amp; Bradstreet D-U-N-S® No 65-014-1096

## Tempsens Instruments (India) Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	Virendra Rathi	Vinay Rathi		
<b>Contact Details:</b>			Electrical & Electronic Goods	SMEs
B-188 A, MIA Road No 5, Madri, Udaipur - 313003, Rajasthan				

Dun &amp; Bradstreet D-U-N-S® No 65-060-4119

## Tets N Rai

<b>Management Details:</b>	<i>Proprietor</i>	<b>Sector</b>	<b>Category</b>
	V Arora		
<b>Contact Details:</b>		Textiles & Garments	SMEs
E46/5, Okhla Industrial Area, Phase II, New Delhi - 110020, Delhi			

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## Tets N Rai International

<b>Management Details:</b>	<i>Proprietor</i>	<b>Sector</b>	<b>Category</b>
	R Arora		
<b>Contact Details:</b>		Textiles & Garments	SMEs
E 47/6, Okhla Industrial Area, Phase II, New Delhi - 110020, Delhi			

Dun &amp; Bradstreet D-U-N-S® No 87-220-3037

## V.N.C. Electrodes

<b>Management Details:</b>	<i>Managing Partner</i>	<i>Partner</i>	<b>Sector</b>	<b>Category</b>
	C Basker	B Gokul		
<b>Contact Details:</b>			Engineering & Machinery	Mid-Corporate
No.3, Industrial Estate, S.Vellalapatti, Karur - 639004, TN				

Dun &amp; Bradstreet D-U-N-S® No 87-229-8264

## Vasa Pharmachem Private Limited

<b>Management Details:</b>	<i>Managing Director</i>	<i>Director</i>	<b>Sector</b>	<b>Category</b>
	J Vasa	V Vasa		
<b>Contact Details:</b>			Chemicals & Pharmaceuticals	SMEs
88, Pankaj Society, Opp. Anjali Brts, Paldi Bhatta Road, Paldi, Ahemdabad - 380007, Gujarat				





## Vikas EcoTech Limited (formerly Vikas GlobalOne Ltd)



**Vikas Garg**  
Managing Director

### Sector

Chemicals & Pharmaceuticals

### Category

Mid-Corporate

### Management Details

*Managing Director*

Vikas Garg

*Director & CEO*

Ashutosh K Verma

### Contact Details

34/1, Vikas Apartments,  
East Punjabi Bagh,  
New Delhi - 110026, Delhi  
Telephone: +91-11-43144444  
Email: cs@vikasglobal.in  
Website: www.vikasglobal.com

### Key Business Highlights

- During FY15, Vikas EcoTech registered a staggering y-o-y growth of 163% in its exports sales
- The company has received ISO 9001:2008 certification from Kvalitet Veritas Quality Assurance accredited by Norsk Akkreditering of Norway
- Vikas EcoTech has taken several initiatives in CSR activities and has spent ₹ 1.2 mn in FY15 for the cause of education

### About the Company

Vikas EcoTech Ltd (Vikas EcoTech), formerly known as Vikas GlobalOne Ltd, was incorporated in Nov 1984. Vikas EcoTech was initially involved in the business of trading and distribution of petroleum and petrochemical products. Since then, the company has undergone into backward integration of its business to manufacture high end products used in plastic, rubber, footwear and packaging industries while alongside acting as distributor of global conglomerates with niche in specialty chemicals and polymers. It is a Government of India recognized "One Star Export House". Vikas EcoTech is listed on the NSE and the BSE of India.

### Operations

Vikas EcoTech is primarily engaged in the business of manufacturing and distribution of specialty polymers compounds and additives. The company manufactures TPR/PVC/EVA compounds and specialty additives for PVC applications. It caters to sectors such as agriculture, automobile, wire & cables, artificial leather, footwear, organic & inorganic chemicals, pharmaceuticals and packaging industries among others. Vikas EcoTech's products are being exported to countries, including, Bangladesh, Pakistan, Sri Lanka, China, UAE, Turkey, Spain, Singapore, Germany, Vietnam, Turkmenistan, Egypt, Tunisia, Ukraine, Congo, Argentina, Iran and the US among others.

### Products

**Thermoplastic Rubber (TPR) Compounds:** TPR is a blend or compound, which provides dual advantage of "Characteristics of Rubber and Process ability of Plastics". Like most of the plastics, TPRs can be subjected to different processes like injection/compression molding, extrusion etc. TPR is mainly used for making shoe soles, lines, seals, toys, sports goods, soft grips, mats etc. It is sold under the brand, *VEEPRENE*.

**Thermoplastic Elastomer (TPE) Compounds:** TPE are generally used for producing soft grips, linings & sealing gaskets for a wide range of products making it very comfortable, safe, durable & appealing. TPE makes new designs possible and creates a competitive edge. This product is also sold under the brand, *VEEPRENE*.

**Methyl Tin Mercaptide (MTM):** This product is sold under the brand, *TINMATE*. *TINMATE* is highly effective liquid methyl Tin PVC heat stabilizer, especially designed for thermally stabilizing Vinyl copolymers, that provides good early color control and long term heat stability, facilitating excellent transparency and color hold with superior processing stability.



Main Entrance, Rajasthan Plant

**Dimethyl Tin Dichloride (DMTDC):** DMTDC is a raw material mainly used for producing methyltin stabilizer. It is sold under the brand, *THERMATE-6075*. It finds its application in glass coating material and acts as a catalyst for esterification.

**Epoxidised Soyabean Oil (ESBO):** ESBO is sold under the brand, *ADDFLEX*. It is a high oxirane content, efficient & compatible vinyl additive which essentially functions similar to a polymeric type plasticizer by imparting flexibility and controlling migration due to its high molecular weight. It is also a synergetic, heat & light stabilizing additive that compliments the conventional metallic stabilizer system, facilitating superior processing ability and cost reduction.

**Alumina Trihydrate (ATH):** Alumina Trihydrate ( $\text{Al}_2\text{O}_3 \cdot 3\text{H}_2\text{O}$ ) is the most widely used flame retardant in the world due to its versatility and low cost. It is available in different particle sizes and can be used in a wide range of polymers at processing temperatures below  $220^\circ\text{C}$ .

**Chlorinated Paraffins (CPS):** Chlorinated paraffin's are secondary & economic range of plasticizers & flexiblizer for PVC Chlorinate Paraffin's (CPS) are straight-chain hydrocarbons that have been chlorinated paraffin's are produced from chlorination of paraffin made by fraction obtained from petroleum distillation. These are classified according to their carbon chain length (ranging from C10-C20) and level of chlorination (ranging from 40%-70 %+). It is sold under the brand, *Addflex CPW*.

**PVC Compounds:** PVC compounds are designed precisely as per application needs manufactured on the latest, high end machines, matching international standards. It finds its application in Cable Insulation, Sheathing, Footwear and Medical Applications. It is sold under the brand, *VIKOFLEX*.

**EVA Compounds:** EVA compounds are especially used injection/compression molding of cross-linked foams. They are suitable for producing high quality sandals, midsole, insoles and outsoles sheets. EVA compounds are used in injection molding and compression molding footwear applications. It is sold under the brand, *VIKOLENE*.

**PET Compounds:** The company offers PET compounds for a wide range of application ranging from packaging (sheets & bottles) to fiber yarns (textiles) based on virgin & recycled PET. It is sold under the brand, *V-PET* (Polyethylene Terephthalate).

**Chlorinated Polyethylene:** Vikas EcoTech has got into a JV with Rizhao City Sanxing Chemicals Company Ltd, who is a specialized producer of Chlorinated Polyethylene (CPE) with rich experiences and presence in many countries such as America, Germany, France, New Zealand, Korea, Malayasia, Vietnam, Indonesina, Turkey and Thailand among others. It is sold under the brand, *Fortune J.C.*

**Traded Products:** Some of the products traded by the company include, tafmer/poe, aceox, cellcom, processing aids, impact modifiers, pe wax, styrene butadiene styrene, styrene ethylene butylene styrene, styrene butadiene, copolymer, styrene butadiene rubber, PVC resin, titanium dioxide, methanol, and carbon black.

## Clientele and Reach

Some of the major clients of the company include, SRF Ltd, Supreme Industries Ltd, Escorts Ltd, RR Kabel Ltd, Relaxo Footware Ltd, Liberty Shoes, KEI Industries Ltd and Havells India Ltd amongst others. The manufacturing plants of Vikas EcoTech are spread across various geographical locations in the country including Jammu, Rajasthan, Delhi and Uttarakhand. This offers strategic and locational advantages to the company with regards to the availability of raw material.

Financial Highlights
<b>For the Quarter ended September 30, 2015 (Q2FY16):</b>
<ul style="list-style-type: none"> <li>Total Income of ₹ 721.8 mn; y-o-y growth of 76.87%</li> <li>EBITDA of ₹ 85.3 mn; recording a y-o-y growth of 93.86%</li> <li>Net Profit of ₹ 33.4 mn; y-o-y growth of 93.06%</li> <li>EPS for Q2FY16 stood at ₹ 0.13, as compared to ₹ 0.07 for Q2FY15</li> </ul>
<b>For the Half-year ended September 30, 2015 (H1FY16):</b>
<ul style="list-style-type: none"> <li>Total Income of ₹ 1307.8 mn, registering y-o-y growth of 36.61%</li> <li>EBITDA of ₹ 134.5 mn, y-o-y growth of 26.56%</li> <li>PAT of ₹ 41.9 mn, y-o-y growth of 51.07%</li> <li>EPS for H1FY16 stood at ₹ 0.16, as compared to ₹ 0.11 for H1FY15</li> </ul>

## Executive Speak

### *Key strategy initiatives taken by your company in the previous year for growth & expansion*

We have been continuously expanding our product and customer base. Presently, we are undertaking expansion of our three top performing products which are Polymer Compounds, Methyl Tin Mercaptide and Epoxidized Soyabean Oil which is a kind of plastic stabilizer as well as plasticizer. For this product we are amongst the few manufacturers in the country. Along with capacity enhancements, we are also exploring and entering into new markets both domestic and abroad.

We are already in process of establishing a JV abroad by purchase of 49% stake in Rising Phoenix General Trading LLC Dubai, UAE. This would help us to have access to wholesale market hub for all of the Middle East as well as Africa. On product front, we have recently ventured into recycling of the PET and PVC compounds to produce recycled PET or PVC compound compatible in quality with that of virgin compounds and have also introduced new products like Alumina Trihydrate (ATH) during FY15. ATH is the most widely used inorganic flame retardant in the world due to its versatility and low cost. ATH does not create smoke causing suffocation at times of fire.



## Wendt (India) Limited

**Management Details:** *Chief Executive Officer*

R Khanna

**Sector**

Engineering & Machinery

**Category**

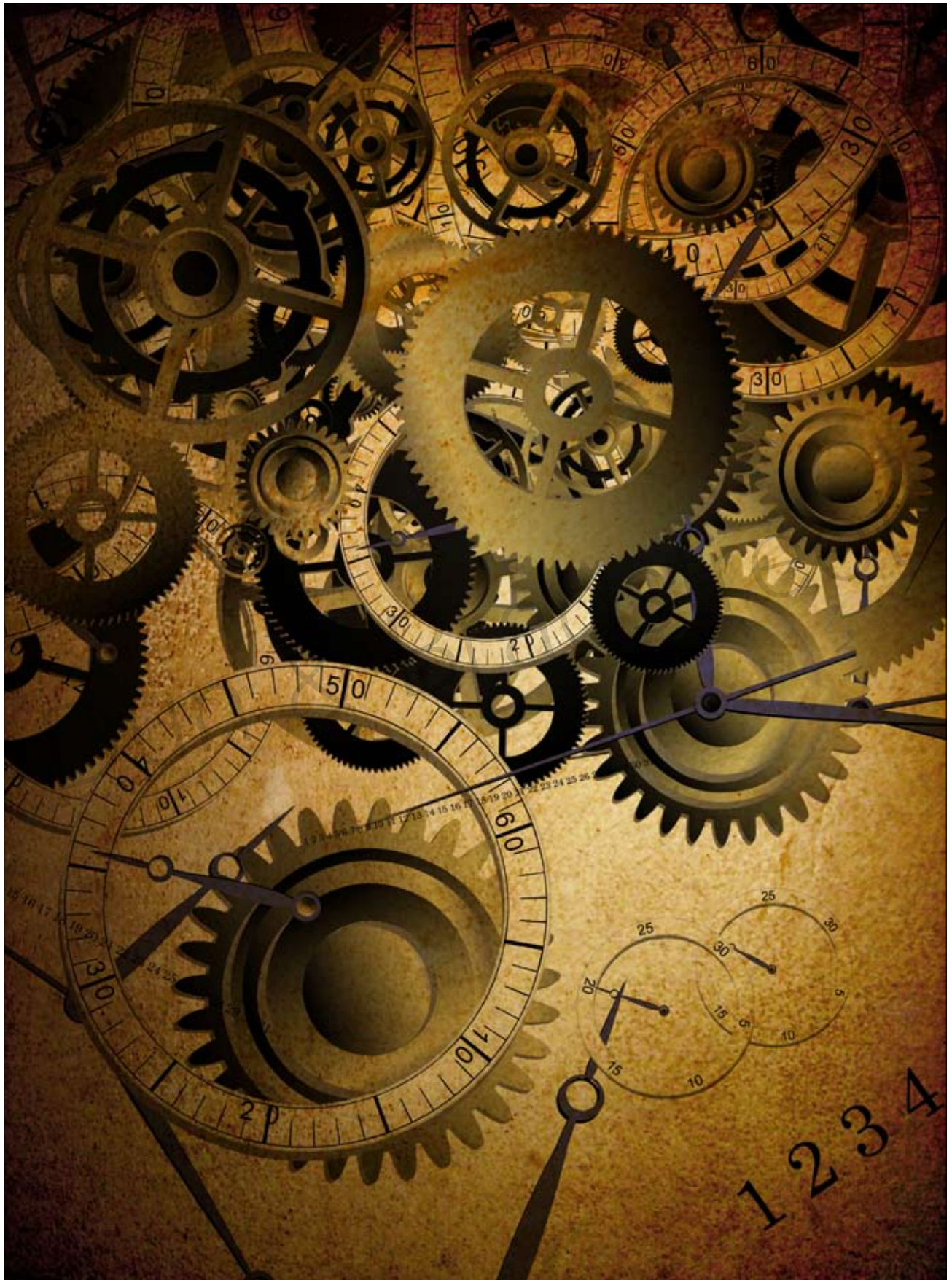
Mid-Corporate

**Contact Details:**

No 105, 1st Floor, Cauvery Block, National Games Housing Complex, Koramangala, Bengaluru - 560047, Karnataka









## Willowood Crop Sciences Private Limited



**Parikshit Mundhra**  
Managing Director

### Sector

Chemicals & Pharmaceuticals

### Category

Mid-Corporate

### Management Details

*Managing Director*  
Parikshit Mundhra  
*Director*  
Hitesh Bagri  
*Sr. Vice President*  
Jitendra Mohan

### Contact Details

Madgul Lounge,  
4th Floor,  
23, Chetla Central Road,  
Kolkata – 700027, WB  
Telephone: +91 33 24489046

### Key Business Highlights

- Over the span of 4 years since its inception, WCSPL has spread its presence in 16 states in India with a customer base of over 6,000 direct dealers & distributors
- Innovative & unique product packaging is one of its USPs & it has also earned global recognition at the Agrow Awards 2015 held in London
- The company runs Farmer Clinical Vans which offer free soil-testing tests to the farmers with on-the-spot soil-test results & technical advice for better farming practices

### About the Company

Willowood Crop Sciences Pvt Ltd (WCSPL) is one of the leading agrochemical firms and is engaged in the manufacturing, importing and trading of herbicides, fungicides, insecticides, plant growth regulators and other crop protection chemicals. Established in 2011 in New Delhi, WCSPL provides integrated solutions to improve farm productivity and reduce farming costs, and is also one of the fastest growing agro companies in the Northern region.

### Operations

WCSPL's pipeline has more than 45 products and is expecting to register more products by FY16. Some of the key products manufactured & marketed by the company include Patriot, Wilpower, Brand, Wilicon, Emacto amongst others.

WCSPL has sales & marketing operations in the states of Punjab, Haryana, Maharashtra, Gujarat, MP, AP, WB and Karnataka and many other states. As part of a CSR initiative the company launched a clinical van program that provides free soil tests to farmers and suggests suitable steps they can take to improve soil fertility on their land and improve yields.

Under its subsidiary Shreeji Pesticides Pvt Ltd, WCSPL owns and operates a fully equipped manufacturing facility in Vadodara having segregated production lines to avoid cross contamination & in-line automated packing machines for lesser involvement of labor.

In 2014, the company unveiled a state-of-the-art GLP Facility in Vadodara to cater to its Research & Development and testing needs. The facility is equipped with a team of experienced scientists who work closely with the manufacturing division to develop, test and optimize new products and combinations.

### Network

WCSPL is having a team of 165 dedicated people handling an expansive network of over 6,000 distributors spread across 16 Indian states. The company has 24 operational depots and a merchandise of 55 brands in 205 pack sizes.



*In-house automated manufacturing facility*



## Key Initiatives

To reach the level of excellence in the business of agro-chemicals, WCSPL took various initiatives, some of which include:

- **Innovative Packaging:** Under this initiative, the company introduced bottles fitted with “trigger sprayer” caps in India, for one of its products called “N-Wilstay” that controls denitrification of fertilizers. This unique packaging enables the farmer to uniformly spray the liquid product on the fertilizer before application that avoids wastage & makes optimum utilization of the chemical. Further, the bottle fitted with the trigger sprayer makes it a ready-to-apply technology for the farmers & is environment-friendly since it can be re-used after rinsing for other gardening activities.
- **Incentive Schemes:** The company offers a profit-sharing incentive scheme to its sales team wherein a certain percentage of profit margins has been assigned to different category of products that the sales person can accrue & earn as a monetary incentive. This scheme motivates the sales team to perform well and surpass their sales targets by assuring them a direct share in the company’s profitability.
- **Innovative On-the-Spot Demos (Pin Demos & talcum powder test):** The company gives spot demos of one of its products called “Wilicon” which is a silicon-based spreader & is used along with agro-chemicals for better & faster spread of the chemical. These demos became very effective tools in helping to a great extent in convincing the final customer since “seeing is believing”.
- **Clinical Van with free soil-testing:** Willowood Crop Sciences runs “Farmer Clinical Vans” in most of the states, which offer free soil-testing tests to the farmers with on-the-spot soil-test results & technical advice for adoption of better farming practices.
- **Customer Feedback forms:** The company distributes Customer Feedback Forms amongst its direct dealers & distributors which can capture the level of satisfaction for various business parameters & parameters. These forms not only enabled Willowood Crop Sciences to gauge the level of satisfaction of its customers in different aspects of business but have also helped it to determine those specific areas that require improvement.

With its wide-spread network, high quality products, innovative packaging & efficient servicing, Willowood has been able to win the trust of the Indian farmers and thus truly vindicating its tagline - “Products you need, from the People you Trust”

## Executive Speak

### *Adopting digitization – Critical for the growth of Indian SMEs*

Technology plays a crucial role in the current changing business environment across all sectors.

It is crucial for the fast growing companies to monitor the market trends and keep itself updated with the latest technology that are available in the sector. The company has introduced mobile application for its employees.

Our salesforce uses the app to record and tabulate important details of their daily meetings with the dealers & farmers. It is also easy accessible to their supervisors for the purpose of the monitoring. This has saved man-hours that were earlier lead to amounts of paperwork.

This app is just one way in how digitalization has brought disruptive changes in the company and also increased overall efficiency of the manpower.



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**COMPANY ABBREVIATIONS**

<b>COMPANY NAME</b>	<b>ABBREVIATION</b>
3-S ENVO SOLUTION	3-S Envo Solution
Arcgate	Arcgate
Ardom Telecom Private Limited	Ardom Telecom
Asahi Songwon Colors Limited	ASCL
Brigade Hospitality Services Limited	BHSL
Capricorn Food Products India Limited	Capricorn
Captain Polyplast Limited	Captain Polyplast
CORE Energy Systems Private Limited	CORE Energy
Dhoot Transmissions Private Limited	DTPL
Encardio Rite Electronics Private Limited	Encardio-rite
eTrans Solutions Private Limited	eTrans
EVIO Private Limited	EVIO
Green Gold Animation Private Limited	Green Gold
Grind Master Machines Private Limited	Grind Master
Hexagon Nutrition Private Limited	Hexagon Nutrition
Interactive Manpower Solutions Private Limited	IMS People
Logicash Solutions Private Limited	Logicash
MAF Clothing Private Limited	MAF
Megaa Moda Private Limited	MMPL
Newgen Software Technologies Limited	Newgen
Nitika Pharmaceutical Specialities Private Limited	Nitika Pharmaceuticals
Pioneer Coldstore & Cladding Private Limited	PCC
Premier Knits Apparel (India)	Premier Knits
Sequel Logistics Private Limited	Sequel
Sarla Performance Fibers Limited	SPFL
Sri Veda EmSys Solutions Private Limited	Sri Veda
Swiss Garnier Life Sciences	Swiss Garnier
TEMA India Limited	TEMA
VAV Life Sciences Private Limited	VAV
Vikas EcoTech Limited	Vikas EcoTech
Willowood Crop Sciences Private Limited	WCSPL

## ABBREVIATIONS

### INSTITUTIONS

Asea Brown Boveri Ltd  
Academy of Human Resources Development  
Ahmedabad Management Association  
American Tower Corporation  
Business Membership Organization  
Certified Development Companies  
Covention on Pharmaceutical Ingredients  
Export Credit Guarantee Corporation of India  
Executive Recruiters Association  
Food and Drug Administration  
Food Safety and Security Authority of India  
Gulf Cooperation Council  
Garbage Concern Welfare Society  
Gujarat Electronics & Software Industries Association  
Gems & Jewellery Trade Federation  
Gem Jewellery Export Promotion Council  
Government of India  
Global Recruitment Service  
HongKong and Shanghai Banking Corporation  
International Air Transport Association  
International Lecithin and Phospholipid Society  
Klynveld Peat Marwick Goerdeler  
Karur Vysya Bank  
Micro, Small And Meduim Enterprises Development  
Micro, Small and Medium Enterprises  
Nacional Financiera  
National Association of Software and Services Companies  
National Human Resource Development  
Reserve Bank of India

### ABBREVIATION

ABB  
AHRD  
AMA  
ATC  
BMO  
CDC  
CPhI  
ECGC  
ERA  
FDA  
FSSAI  
GCC  
GCWS  
GESIA  
GJF  
GJPEC  
GoI  
GRS  
HSBC  
IATA  
ILPS  
KPMG  
KVB  
MSMED  
MSMEs  
NAFIN  
NASSCOM  
NHRD  
RBI



**Camping**



**Photography**



**Heritage**



**Waterfall**

## ABBREVIATIONS

### INSTITUTIONS

Responsible Jewellery Council
Small Business Administration
Scheduled Commercial Banks
Small Industries Development Bank of India
Small and Medium Enterprise
Shared Service Center
World Trade Center

### ABBREVIATION

RJC
SBA
SCBs
SIDBI
SMEs
SSC
WTC

### STATES, COUNTRIES & REGIONS

Andhra Pradesh
European Union
Himachal Pradesh
Middle East
Madhya Pradesh
New York
Tamil Nadu
United Arab Emirates
United Kingdom
Uttar Pradesh
United States of America

### ABBREVIATION

AP
EU
HP
ME
MP
NY
TN
UAE
UK
UP
USA

Cox &amp; Kings

Xperiential  
HOLIDAYS

Rejuvenation



Festival &amp; Culture



Luxury



Ocean



## ABBREVIATIONS

PRODUCT NAME	ABBREVIATION
Active Pharmaceutical Ingredients	APIs
Business Process Management	BPM
Computer Aided Designing	CAD
Customer Communication Management	CCM
Enterprise Content Management	ECM
Good Manufacturing Practice	GMP
Hazard Analysis Critical Control Point	HACCP
Heavy Commercial vehicle	HCV
High Density Polyethylene	HDPE
Immediate Payment Service	IMPs
Light Commercial Vehicle	LCV
Lipid-based Nutrient Supplements	LNS
National Electronic Funds Transfer	NEFT
Real-time gross settlement' systems	RTGS
Ready-to-use Therapeutic Foods	RUTF
S-adenosyl methionine	SAMe
Société Générale de Surveillance	SGS
Surface Mount Technology	SMT



**ABBREVIATIONS****MONTH**

January  
February  
March  
April  
May  
June  
July  
August  
September  
October  
November  
December

**ABBREVIATION**

Jan  
Feb  
Mar  
Apr  
May  
Jun  
Jul  
Aug  
Sep  
Oct  
Nov  
Dec

**OTHERS**

Compound Annual Growth Rate  
Entrepreneur Memorandum Part-II  
Gross Domestic Product  
Memorandum of Understanding  
Non Performing Loan  
Research & Development  
Stock keeping unit  
Standard Operational Process and Procedures  
Year Over Year

**ABBREVIATION**

CAGR  
EM-II  
GDP  
MoU  
NPL  
R&D  
SKU  
SOP  
Y-O-Y

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Companies marked in **bold** are Advertorials



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