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OF INDIA 2016



#### **RBL Bank Limited**

#### **Background**

RBL Bank, as one of India's fastest growing scheduled commercial banks, is a firm believer that Small & Medium Enterprises play an integral role in the economic development of any country - in terms of production, employment generation and contribution to exports. Hence the Small & Medium Enterprises segment is one of the Bank's key focus areas. While the Bank has already made substantial inroads into this segment through its strong product proposition and service strategy, a realization to accelerate the business by creating an exclusive proposition which goes beyond traditional banking, led to the creation of Employee One view (EOV).

RBL Bank has been offering the best-in-class interest rate of 7.1% p.a. on salary savings account since mid-2015, unlimited withdrawals from any banks' ATMs for its customers, a dedicated relationship manager, a full range of asset products suite and a complete solution on card payments. However the Bank was keen to venture beyond being a plain-vanilla lender of traditional working capital and fixed asset requirements. It wanted to make inroads into various other banking opportunities within the SME sector - including employees' salary accounts.

To enhance its current proposition, RBL Bank felt the need to understand the problems faced by employers and employees and how the Bank could reduce these pain points. Subsequently, RBL Bank identified an solution for the employees of the SME segment and their banking needs, which thus far were being fulfilled

by other players with a 'me too' proposition having minimal differentiators.

#### **Research findings**

In early 2016, RBL Bank conducted consumer research to understand the top concerns faced by SMEs. Some key problem areas that resonated across Human Resources and Finance Heads of all the companies polled were related to the handling/ processing of the following:

- 1. Employee administration
- 2. Reimbursements
- 3. Employee engagement
- 4. Attendance management
- 5. Meal vouchers

#### Launch of 'Employee One View'

In its effort to ease employee administration and create seamless processes for HR and finance teams, RBL Bank partnered with Darwinbox (HRMS solutions provider) and Zeta (digital employee benefits voucher provider) to create a holistic offering, 'Employee One View' (EOV).

EOV is comprised of four feature categories – all integrated in the mobile app and the web-portal.

- o RBL MoBank
- o HumanResourceManagement System (HRMS)
- o Payroll
- o Digital Meal Vouchers

#### What does it do for the Employer?

Several SMEs don't have a HRMS system in place, leading to a lot of manual processes and management time loss in non-productive, transactional HR



activities. RBL Bank has tied up with Darwinbox, a best-in-class HRMS provider, which will be providing a cost effective HR solution to SMEs. Darwinbox provides a scalable HR tech platform that allows companies to automate all their HR processes including Payroll, Time & Attendance management amongst a whole host of other functionality. This allows companies to optimize time & resources and also helps them stay compliant. All this functionality is available on native mobile-apps that makes it easy for companies & employees to check, track and complete their HR tasks at the click of a button. These include the following:

- o Attendance marking through IP restricted web-clock-in, geo-tagging, and biometric scan
- One click leave applications
   Applying (by simply taking a pic of the bill) & tracking reimbursements
- o Real time push notifications to managers allowing them to complete all their approvals on the go
- o App-based access to the entire directory of the organization
- o Accurate and timely payroll processing with customizable admin reports

EOV is, thus, the perfect solution for a company's holistic needs. It is a master application that provides a comprehensive solution for both HR and Finance processes, offering an enriching user experience.

### What does it do for the Employee?

EOV allows employees to apply for leaves and reimbursements on the go. With this app, submission of hard-copies of expense receipts is passé. Additionally, Zeta has revolutionized the Employee Tax Benefits space with Optima - an advanced digital suite of products

that helps companies manage employee tax benefits through a single platform. With Optima, Zeta has digitized the entire process and has eliminated the need for tedious paperwork and costly logistics. These benefits give a significant value-add to the employee with its high level of acceptance and a consistent string of offers as well. RBL Bank has incorporated these smart benefits also into the FOV All of the features can be customised as per the particular SME's existing HR policies.

Digital vouchers improve employees' purchase experience with their high level of acceptance and a consistent stream of offers. RBL Bank has also incorporated these vouchers into EOV. With RBL MoBank, employees can access their RBL Bank accounts, and use features such as checking account balance, account summary, funds transfer, and balance transfer – anywhere, anytime.

All the features of EOV can be customised as per the particular SME's existing HR policies.

#### What does it do for the Bank?

During the trial launch of EOV, its user-friendly interface and affordable pricing generated sizeable traction in the market. More importantly, it has created a competitive advantage for RBL Bank in the hitherto commoditised corporate salary market.

RBL Bank is proud to be **the first bank in India** to offer an integrated solution of this nature to SME clients. We at RBL Bank believe that 'Employee One View' (EOV) will prove to be a 'game changer' in the banking industry and in the SME segment.









### Launch of Dun & Bradstreet and RBL Bank Limited **Leading SMEs of India 2016**



#### Tuesday, 29th November 2016, Durbar Ballroom, Taj Palace, New Delhi

(L-R) Mr. Kaushal Sampat, President & Managing Director – India, Dun & Bradstreet Shri Haribhai P Chaudhary, Honourable Minister of State for Micro, Small & Medium Enterprises, Government of India Shri Arjun Ram Meghwal, Honourable Minister of State for Finance & Corporate Affairs, Government of India Mr. Vishwavir Ahuja, Managing Director & CEO, RBL Bank Limited









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#### Leading SMEs of India 2016

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GROWING RELATIONSHIPS THROUGH DATA





Dun & Bradstreet's Economic Analysis Group conducts high-end business research and analysis. Tracking the economic scenario and business landscape closely, it produces value-added publications such as

India's Top 500 Companies, India's Top Banks, India's Top PSU's, India's Leading Equity Broking Houses, India's Leading Infrastructure Companies and many more.

# **Preface**

Small and Medium Enterprises (SMEs) reflect the key role of entrepreneurs in driving the growth of the Indian economy. The sector also plays an important role in the socio-economic development of the country by providing livelihood to more than 100 million people in the country thus leading to inclusive economic growth.

Keeping in mind the critical role of the SME sector, Dun & Bradstreet and RBL Bank Limited have come together for the awards initiative, titled, "Dun & Bradstreet - RBL Bank Limited SME Business Excellence Awards 2016". The main objective of this initiative is to create a platform to recognize the



spirit of entrepreneurship and felicitate SMEs that have demonstrated exemplary performance in their respective fields. 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 various initiatives taken by stakeholders to build a strong business ecosystem for the growth of small and medium enterprises. We are already witnessing positive measures by the government for making the SMEs globally competitive. Outstanding bank credit by scheduled commercial banks to medium and small enterprises grew by nearly 17% CAGR from FY10 to FY15. Implementation of Udyog Aadhaar Memorandum (UAM) for simpler registration of SMEs is yet another indication for encouraging entrepreneurship in the country. All such steps will definitely help the SMEs in playing a more active role in making the government's Make in India campaign a huge success.

The publication 'Leading SMEs of India 2016' features the award winners of "SME Business Excellence Awards 2016" along with other high performing SMEs of the country. Currently, we are witnessing a very positive business environment in the country, especially for start-ups. The achievements of these high performing SMEs will provide the necessary encouragement to start-ups and other enterprises to set new benchmark in the coming days.

Finally, I would like to thank all participants for their active participation and making "SME Business Excellence Awards 2016" a great success. I hope you will enjoy reading 'Leading SMEs of India 2016', and we look forward to receiving your valuable feedback and suggestions.

Kaushal Sampat
President & Managing Director - India
Dun & Bradstreet

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# Message

RBLBANK
apno ka bank

It is a pleasure to be associated with Dun & Bradstreet in recognising the achievements of entrepreneurs from the Micro, Small & Medium Enterprises industry.

These are exciting times for MSMEs across the country. The Government of India is supporting entrepreneurs through various initiatives — Skill India, Make in India and Startup India — which will boost the sector in the long run, both economically and socially.

For example, the ₹ 5,000-crore India Opportunities Venture Fund of SIDBI will provide financial assistance to micro and small enterprises, which are considered to be a part of priority sector lending by the banks. The government's National Manufacturing Competitiveness Programme is aimed at capacity building in the MSME sector. Besides, several ministries are supporting the industry through various schemes.

The MSME sector has emerged as a vibrant and dynamic component of the Indian economy — it is a major source of entrepreneurial skill, innovation and employment. The sector provides employment opportunities to a large number of people in semi-urban and rural areas, and at comparatively lower capital costs. The rise of the MSMEs in the past three to four years is evident from their entry on the bourses — about 161 SMEs are now listed on the BSE and another 30 on the NSE.

We, at RBL Bank, accord high priority to financing MSMEs in our strategic growth plans. We offer a comprehensive range of competitive financing options and smooth flow of credit to the sector. We constantly strive to deliver quality service through our experienced relationship managers and specialised service channels, including personalised service hotline, document collection and delivery service.

RBL Bank is dedicated to building and maintaining long-term partnerships with entrepreneurs from diverse industries. Our bank's ultimate goal is to provide MSMEs customised products and solutions which help them manage their business operations with ease and confidence.

We are doing this because we believe that MSMEs are the economic beacons of the future.



Vishwavir Ahuja Managing Director & CEO

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# Sectoral Risk Outlook (SRO)

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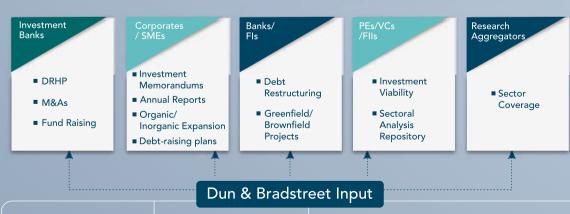
Comprehensive Sectoral Coverage



Sectoral Risk Outlook (SRO) reports enable end-users to understand the performance of sectors under coverage by providing the latest available data along with comprehensive analysis. The report also provides our short to medium term outlook on sectors and factors leading to the outlook.

#### Key Benefits

- Understand the market size of the sector alongside potential for future growth.
- Analyzing Government regulations and their impact on the sector.
- Foreign trade growth scenario and reasons for the trend.
- Comprehensive analysis of **demand and supply drivers** likely to impact the sector in the medium term.
- Macroeconomic scenario and its impact on the sector.
- Future growth forecast and analyst outlook on the sector.
- Financial Analysis of the industry including margins, profitability, leverage and key ratios.
- Industry risk score on a 8 point scale based on validated and authenticated parameters.
- Reports can be customized as per regional and product specifications and requirements of the end-user.



- Industry attractiveness
- Market sizing
- Govt. regulations
- Industry viability
- Investment parameters
- Leverage analysis
- Financial benchmarking
- Past performance and Future potential
- Comprehensive analysis of relevant parameters

# **Executive Summary**

Dun & Bradstreet India in association with RBL 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 seventh edition of the premier publication "Leading SMEs of India 2016". This initiative seeks to recognize and felicitate the achievements and success stories of the country's leading SMEs.

The publication profiles 23 award winners of "Dun & Bradstreet - RBL Bank Limited SME Business Excellence Awards 2016" and also features 77 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 manufacturing and services sectors including engineering & machinery, chemicals & pharmaceuticals, electrical and electronic goods, plastic and plastic products, IT & ITeS, professional & business services and textiles & garments among others.

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

- Nearly 50% of the Select 100 have turnover below ₹ 1,000 mn
- Aggregate net sales of the Select 100 grew by nearly 15% in FY16
- Nearly 50% of enterprises were involved in export of goods and services. Aggregate export revenue accounted for 32.8% of the aggregate total turnover of Select 100 in FY16.
- Net Profit Margin (NPM) has improved from around 4.8% in FY15 to 6.9% in FY16. 72% of Select 100 showed improvement in NPM
- Nearly 55% of the Select 100 enterprises recorded Return on Equity (RoE) above 20% in FY16

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. 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. We look forward to receiving your feedback and suggestions.

Pawan Bindal
Director
Dun & Bradstreet India





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#### Indian School of Business, Hyderabad | Mohali

Gachibowli, Hyderabad-500 032, Telangana.

# Methodology

'SME Business Excellence Awards 2016' is a joint initiative of Dun & Bradstreet and RBL Bank Limited 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, Plastic & Plastic Products, Professional & Business services, Textiles & Garments, Transportation & Logistics and Travel, Tourism & Hospitality. Further, the awards initiative also features three theme based categories including Best Global Business, Best Woman Entrepreneur and Emerging category.

The awards, in conjunction with the publication 'Leading SMEs of India 2016', 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 FY16 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 FY16 turnover of less than ₹ 1,000 mn and companies in the services sector with FY16 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 FY16 will be eligible under this segment.

#### **Shortlisting Process**

- The entire awards process, end to end, has been managed by Dun & Bradstreet.
- 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 financial details of SMEs and Mid Corporates for FY16 and FY15
  through annual reports, audited statements etc. In addition to financial information, companies
  were requested to provide qualitative information in the form of presentations, certifications,
  client testimonials and other documents to "Make their Own Case" for excellence. We received
  extremely 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 2016' profiles 23 award winners of 'SME Business Excellence Awards 2016'. 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 2016 - Winners".

In addition to the award winners, the publication additionally features 77 companies that participated in the awards process and that have shown strong performance and potential for future. These 77 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 ® - 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 2016' and 'Leading SMEs of India 2016' 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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### **Aptitude Labs**



#### Research, Advise, Transform,

While change has always been a constant in businesses, the rapid pace with which 'digital way of doing things' is transforming the business environment is unprecedented. This fast-paced change is being driven not just by businesses to achieve better operational efficiency and profitability, but primarily by customers who are constantly demanding better experience from products and services. Digitalization is on the rise as it is providing significant positive business results to those who progress to become 'Digital Masters'. Digital transformations lead to better customer and employee experience coupled with lowered cost of operations, improved profitability and enhanced operational excellence. "Digital Disruption" is becoming a reality which is enabled by combination of technologies that span from infrastructure, applications, customer experience technologies and data analytics. The end-result is elimination, shortening or a complete revamp of erstwhile business processes.

But is Digital Disruption only about technology? The answer is a big no! Several attempted digital transformations have not brought the expected results, primarily because the change management aspects with respect to people were not given its due importance. Digital transformation is primarily about people with technology as a catalyst and enabler. It not only requires a major change in the behavior and mindset of users and employees but also requires assessments of current mindset and readiness of employees. Only those organizations that are effective in communicating their vision, can nurture right talent and encourage employees to lead this change will be able to implement an effective digital transformation. It is, therefore, essential for every company to analyze their workforce, define strategies to retrain them and involve them at every step of this change.

This seeded the novel approach of **Aptitude Labs** which combines the digital and talent aspects.

At our core, we are a passionate team doing deep research on human-centric parameters. We combine this focused research with our expertise in digital technologies to create innovative solutions that enhance customer experience and employee efficiency.

Our research says that more than 80% of the companies never reach out to experts for advice on crucial matters like digital strategy and corresponding talent strategy. This is primarily due to cost considerations and lack of implementation partners to put advice to action. In the absence of expert help, the results of such transformational efforts turn out to be sub-optimal, eventually having an expensive impact on the overall organization.

Aptitude Labs is dedicated to solve the challenges that organizations face in getting timely, cost-effective and accurate advice on digital transformation and corresponding talent upgrade. Our proprietary, research-based assessment platform – christened "FuturX", signifying 'Future Excellence' – uses assessment, logic, reporting and benchmarking engines that helps in getting vital information about multiple digital and talent parameters about the organization very quickly and accurately. This framework is powerful enough to get a deep understanding on how ready the organization is to excel in the future. With this data, it becomes easy for companies to chalk out a focused digital and talent strategy.

We do not stop at this. Rather than just acting as an advisory, Aptitude Labs has been designed to act as a *one-stop partner* for its clients in this digital and talent transformation journey. We partner with our clients in 4 clearly defined steps:

 Research Based Assessments: We offer a free initial assessment that gives a quick dipstick of the organizational status on digital and talent

readiness. Post the free assessment, FuturX - our proprietary platform – provides deep insights on multiple parameters on the digital and talent maturity of the organization. These assessments are dispensed digitally. Since most of the intelligence has been built-in into the platform and backend data engine, we are able to generate detailed reports quickly. The reports from the platform clearly help organizations get a deep understanding of their talent and digital maturity and how they are placed vis-àvis the market trends. These reports also help in identify the strengths and weaknesses of the organization on digital and talent aspects. This data helps in uncovering opportunities and issues at a granular level.

2. Advisory Services: At this stage, we help clients understand the strengths and the identified gaps. Based on the findings, we work closely with the client stakeholders to identify the priorities and lay down a clear digital as well as talent strategy to achieve the business imperatives. Once the priorities are laid out, benchmarking them with best practices and industry leaders helps companies achieve higher goals.

- 3. Execution: Rather than just acting as an advisory, we work with our clients to implement the strategy ensuring a rewarding transformation. This includes taking responsibility for solutions implementation and talent reskilling initiatives. Our strong ecosystem of partners ensures a hassle free engagement.
- 4. Continuous Improvement: An important part of the offering is the continuous improvement model. It ensures that a dipstick of readiness at every level is regularly done and benchmarked. This step ensures that strategies are finetuned constantly and organizational change is incremental & easy to execute.

This engagement methodology brings great value to small, medium or large organizations alike. We do not follow a cookie cutter approach and our strategy recommendations as well as solutions implementation suggestions are customized based on our client's unique business requirements uncovered during the assessment phase. Our platform disrupts the way we deliver advice by significantly reducing the consulting time which usually is a dampener in most of the consulting engagements.

Advisory

Understanding the need for talent retraining, Aptitude Labs has invested in a 'Talent Academy' that trains our own team as well as the employees of our clients to get ready for the digital transformation. Backed by a billion-dollar business house, Aptitude Labs enables organizations successfully lead Digital and Talent transformations by bringing together the best talent, proprietary platform and a visionary leadership team. Our transparent business model assures the client of immense value at optimal costs at every stage of the engagement. The end goal for us is simple – enable our clients to achieve better growth, better profitability, better operational efficiency and better customer experience.

#### Research **Based Assessments**

FuturX: Proprietary platform to provide insights on digital & talent

#### **Digital & Talent Transformation**

#### **Continuous Improvement**

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MSMES IN INDIA

### **MSMEs in India**

Micro, Small and Medium Enterprises (MSMEs) play a pivotal role in the overall industrial and economic development of a nation and are considered as the prime drivers for employment generation and GDP growth, besides contributing to the balanced regional development. Further, MSMEs contribute greatly to economic diversification, social stability, and play an important role in development of the private sector. The entrepreneurial spirit and innovative nature of these enterprises have been crucial in driving competitiveness in the economy. The Organization for Economic Co-operation and Development (OECD) reports that over 95% of the enterprises in the OECD region are MSMEs accounting for almost two-third of the private sector employment.



#### **Definition and Economic Contribution of SMEs to the Indian Economy**

The Indian government passed the Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, to address the policy issues affecting the SMEs and to extend the coverage and investment ceiling of the sector. The MSMED Act, 2006, classifies enterprises broadly into: (i) Manufacturing enterprises and (ii) Services enterprises. The Act further classifies these enterprises into micro, small and medium enterprises based on their investment in plant and machinery (for manufacturing enterprises) or investment in equipment (for services enterprises). Nonetheless, revision in the existing definition of MSMEs has been proposed by the Ministry of MSMEs. In this regard, 'The Micro Small and Medium Enterprises Development (Amendment) Bill, 2015' has already been introduced in Lok Sabha which is still under consideration. The table below provides the existing definition of MSME as well as the proposal of revised definition.

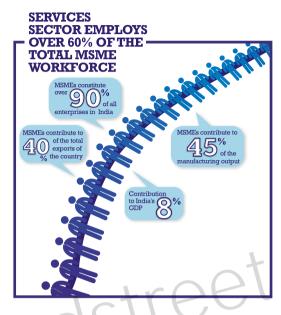
India's Definition of MSMEs

Sector	Investment Limit	Sector	Investment Limit
Manufacturing	Investment in plant and machinery	Services	Investment in equipments
Micro	Up to ₹ 2.5 mn	Micro	Up to ₹ 1 mn
Small	Above ₹ 2.5 mn & up to ₹ 50 mn	Small	Above ₹ 1 mn & up to ₹ 20 mn
Medium	Above ₹ 50 mn & up to ₹ 100 mn	Medium	Above ₹ 20 mn & up to ₹ 50 mn

Source: Ministry of Micro, Small and Medium Enterprises, Gol

MSMEs play the crucial role of a catalyst in driving growth of the Indian economy by providing vital linkages to large local and international value chains. As per the Fourth All India Census of MSME, 2006 MSMEs are estimated to contribute around 45% to India's manufacturing output and 40% to India's exports, in terms of value. As per the Annual Report FY16 of Ministry of MSMEs, more than 117 million people were employed in around 51 million working enterprises in FY15.



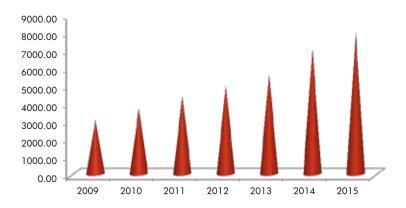


Rural units with 200.2 lakh working enterprises account for 55.3% of the total working enterprises in the MSME sector. On the other hand, there are 161.6 lakh working enterprises in the urban area accounting for 44.7% of the total working enterprises in the MSME sector. Indian MSMEs are spread across the length and breadth of the country, with the southern region accounting for almost one third of the total MSMEs in India. Further, nearly 32% of the enterprises are engaged in manufacturing activities, while the remaining 68% are engaged in services. In terms of ownership patterns amongst MSMEs, 90.1% are proprietary enterprises, 4% are partnership enterprises, 2.8% are privately run enterprises, 0.5% are publically listed, 0.3% are owned by cooperatives/trusts, while the remaining 2.3% do not have a specific ownership pattern. There are more than 6,000 products manufactured by the Indian MSMEs, in addition to providing a wide range of services.

#### **Lending Scenario in MSME Sector**

With a view to enhance banks' credit to the MSME sector, the Reserve Bank of India has issued timely guidelines, according to which, all loans granted to the Micro and Small Enterprises (MSEs) under the MSME segment are classified as a part of priority sector lending. The Presumption taxation scheme for small and medium enterprises has also been extended to turnover limit of ₹ 20 million against ₹ 10 million. Under the priority sector lending targets of all scheduled commercial banks (SCBs) for the MSME segment, banks are required to extend 60% of total MSME sector advances to micro (manufacturing & service) enterprises. As of March 2015, total priority sector lending by all SCBs to the MSEs stood at ₹ 8,003.4 bn compared to ₹ 7,078.0 bn as of March 2014, registering a growth of 13.1%.

#### Deployment of Bank Credit to MSE Sector (₹ bn)



Source: RBI Note: Figures denote outstanding credit as of March each year

In addition, to facilitate easy access to finance by MSMEs the Government/RBI has:

- 1) Launched Credit Guarantee Fund Scheme to provide guarantee cover for collateral free credit facilities extended to micro & small enterprises (MSEs) up to ₹ 10 mn.
- 2) Issued guidelines in mandatorily requiring banks to dispense with collateral requirement for loans up to ₹1 mn to MSEs.
- 3) Set up a Micro Units Development & Refinance Agency (MUDRA) Ltd which would be responsible for refinancing all Micro-Finance Institutions, which are in the business of lending to MSEs up to ₹1 mn.

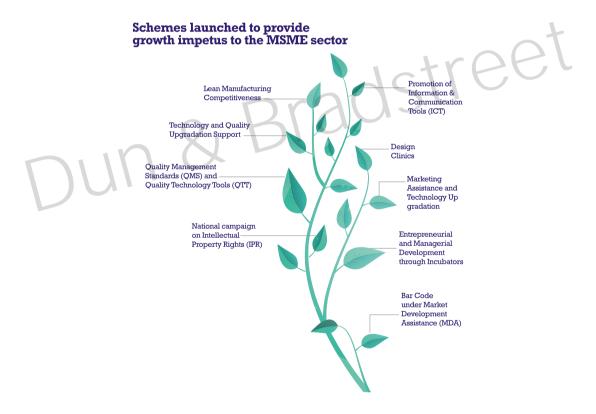


Apart from this, in view of the problems faced by most of the MSMEs regarding modernization of technology, the government is implementing Credit Linked Capital Subsidy Scheme (CLCSS) under which 15% (subject to maximum of ₹ 1.5 mn) upfront subsidy on capital investment for technology upgradation is provided to MSMEs. The allocation of funds for the scheme during FY16 is ₹ 3 bn with a physical target of 5,700 units. Besides, the government is implementing schemes for market development and export promotion. More than

1500 technologies under 51 products/sub-sectors, have been approved under the scheme. Total 30,732 units have availed subsidy of ₹ 17.8 bn since the inception of the scheme.

The Indian Government has announced the following policies and schemes to promote MSMEs in the union budget of 2016-17

- National Scheduled Caste and Scheduled Tribe Hub will be created in the MSME Ministry. The Hub will facilitate professional support to SC and ST entrepreneurs in the MSME sector
- Presumption taxation scheme for small and medium enterprises has been extended to turnover limit of ₹
   20 million against ₹ 10 million.
- Plans are to set up 1,500 multi skill institutes across the country under the Pradhan Mantri Kousal Vikash Yojana (PMKVY) at a total cost of ₹ 170 million.
- Allocation for the Ministry of MSME has been increased by 14.7% to ₹ 34.65 billion.
- New manufacturing companies incorporated on or after March 1, 2016 to be given an option to be taxed at 25% + surcharge and cess provided they do not claim profit linked or investment linked deductions and do not avail of investment allowance and accelerated depreciation.
- Lower the corporate tax rate for the next financial year for relatively small enterprises i.e. companies with turnover not exceeding ₹ 50 million (in the financial year ending March 2015), to 29% plus surcharge and cess.



#### The Way Forward

Considering the critical role played by MSMEs in economic development, particularly in terms of job creation and boosting economic growth, the Government has, over the years, launched and implemented a plethora of schemes and policies for this sector. Yet the MSMEs continue to suffer from critical challenges affecting their growth and even survival, particularly due to lack of availability of adequate and timely credit, high cost of credit, access to technology, lack of skilled manpower, and inadequate marketing support and infrastructure facilities, among others. The widespread lack of information and awareness among the MSMEs regarding the various schemes and policies designed and implemented by the Government to foster their growth has been acting as a major dampener towards exploiting their full potential.



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# GST: IMPACT ON INDUSTRY INCLUDING MSMEs

# GST: Impact on Industry including MSMEs

It is evident that with the onset of the GST, there will be a considerable impact on the manufacturing sector. Complexity and the cascading effect of the indirect taxes have made it costly to comply with and put India's manufacturing sector at a competitive disadvantage in the global market. The major central and state levies constitute 25% to 40% of the price of products, with the exemption of certain categories being taxed at lower rates.

The existing tax structure had in many cases led to substantial distortions. Disproportionate tax revenues from a few sectors and selection of inputs, production technologies and supply chains based on tax optimisation have distorted the very nature of choice of the same. This in turn had an impact on the growth of the manufacturing sector.

#### GST - A win-win situation for the industrial sector

**GST would make taxation in manufacturing less fragmented**: The incidence of taxation is more complex in the manufacturing sector than in the services sector as there are prevalence of more number of transaction and inputs in the production process in the manufacturing sector. It is expected that GST would make taxation in manufacturing less fragmented and enable huge savings in logistics costs across all sectors.

**Correct the inverted duty structure that exists**: One of the important implications of adopting GST is that it would correct the inverted duty structure that exists in the current framework of the manufacturing sector. The inverted duty structure arises primarily due to

- Output excise duty on finished goods being lower than the excise duty on inputs and input services.
- Inability to fully utilise credit of AD (Additional Customs Duty commonly known as Countervailing Duty) and Special Additional Duty of Customs (SAD) against output excise duty.

Remove complexities in inter-state trade: The inter-state trade is burdened by taxes on inter-state movement of goods (central sales tax, octroi etc). Further, the local body taxes differ widely amongst states. This creates complexities for global investors in the manufacturing space who have to comply with the variation in the tax structures across states as procurement and distribution generally involves complying with norms levied by various states.

**Make price determination more transparent:** It is expected that GST would help in making price determination more transparent and less ambiguous owing to the simple tax structure. Ease of inter-state transfer and reduction in cascading effect of tax is expected to lower cost of production, though not in the initial phase of implementation.

#### Impact on supply chain dynamics

While several factors have been instrumental in shaping the supply chain framework and distribution networks in India, fiscal considerations, i.e. availability of tax exemptions/ benefits and the prevalence of differential taxes based on geographical locations have been the most important decisive factors.

The taxable supplies under the GST has major implications for supply chains, particularly on classic hub and spoke arrangements of centralised manufacturing and disaggregated distribution. The dual GST in a broader framework would impact the supply chain right from sourcing through manufacturing to distribution. Unlike the earlier system, wherein irrecoverable taxes such as the Central Sales Tax (CST), complex documentation of inter-state movement of goods, and entry barriers at state borders added to the cost of doing business,

uniform application of the CGST and the SGST on all taxable supplies throughout the supply chain would ease some of the pain.

The implementation of GST would nonetheless lead to re-alignment of the supply chain framework based on operational efficiencies of scale, location, better control and inventory optimisation and allow organisations to explore different distribution models such as setting up central warehouse and regional distribution hubs and possibly step away from traditional carrying and forwarding (C&F) distributor-based models.

In the long run, it would eventually lead to consolidation of warehouses at strategic locations, consolidation of vendors and suppliers, reduce working capital requirement and enable large warehouses to deploy state-of-the-art technology which are not feasible in smaller, scattered warehouses. This in turn would drive logistics and distribution segment among the various manufacturing sectors to evolve more strongly and add to the competitive advantage.

#### **Ease of doing business**

Reforms in taxation were inevitable to improve ease of doing business for India and resonated with the aim to make India a global manufacturing hub under the 'Make in India' initiative of the government. Introduction of GST will provide further thrust to the Indian manufacturers enabling seamless movement of goods across the country; make it less cumbersome for the global investors to set up production units in India and to conduct business in a less complex multifaceted tax regime. The complexity and uncertainty surrounding the tax system have discouraged investment to some extent, with instances of corporate sector being entangled with the taxation authority over tax disputes.

The fact that GST will subsume some major central and state taxes and allow complete and comprehensive setoff of input goods and services primarily paves the way for ease of doing business. One of the major reasons for the adoption of GST was to reduce the transaction cost of doing business and thereby help companies being competitive. This will eventually help India to move up the rankings in the ease of doing business index. The key elements that are likely to facilitate ease of doing business are:

**Uniformity of tax rates and structures**: Ease of doing business will be facilitated by ensuring indirect tax rates and structure are common across states. This would bring about certainty, clarity and reduce ambiguity amongst investors, especially amongst foreign investors. A seamless tax-credit throughout the value chain and across boundaries of states would reduce the hidden costs of doing business.

Return filings made easier and online: There would be a common return filing to be done online which would serve the purpose of both the centre and the state. As per the current available information, only eight forms are provided for in the GST business processes for filing of returns and with most of the average tax payers would only have to fill four forms (return for supplies, return for purchases, monthly returns and annual return) for filing their returns. Manual filing of returns to be done away with and all taxes will have to be paid online. All mis-matched returns would be auto-generated, and there would be no need for manual interventions. Most returns would be self-assessed. However, under the current provisions of GST, the compliance burden would increase since assesses are required to file returns separately for outward supplies, inward supplies, regular return and TDS for each month. It also requires an annual return to be filed.

**Ease in payment procedures**: The proposed payment procedures which entails electronic payment process, single point interface for challan generation (GSTN), use of single challan and single payment instrument, common set of authorised banks and common accounting codes would facilitate the corporate sector both in the industrial and services sectors.

**Shared IT infrastructure & services and uniform interface to the taxpayers**: The Central and state governments have jointly registered Goods and Services Tax Network (GSTN) as a not-for-profit, non-government company. The key objectives of GSTN are to provide a standard and uniform interface to the taxpayers and offer a shared

infrastructure and services to Central and state/UT governments. GSTN is working on developing a state-of-the-art comprehensive IT infrastructure including the common GST portal providing front-end services of registration, returns and payments to all taxpayers, as well as the backend IT modules for certain states that include processing of returns, registrations, audits, assessments, appeals, etc.

#### Compliance cost - Will cost and ease of compliance vary between different manufacturing segments?

The uniformity in tax rates and procedures across the country will help in establishing uniform compliance standard and go a long way in reducing compliance cost. The GSTN framework established will make adherence to compliance easy and transparent for corporates in general as registrations, returns, payments, etc. would be available online.

However, the manufacturing sector in India mostly comprises of unorganised sector. It would not be easy for the MSME segment to adopt the compliance process in the near term especially as penetration of Internet is low in various parts of the country so far. The compliance cost for the MSMEs could increase as the dual GST system being proposed for implementation would entail multiple compliances. Each person/company needs to enter details of invoices issued for the next to receive credit. In case where the vendors do not upload invoice details, it could lead to credit blockages.

#### **GST - Impact on MSMEs**

According to estimates, India has the second largest number of small and medium enterprises (SMEs) in the world, just behind China. The MSME sector consists of approximately 51 mn units (according to the MSME Annual Report 2015-16).

It will therefore be very crucial to perceive the impact of the implementation of the GST on the MSME segment in India.

The current taxation regime of India, which involves various indirect taxes, puts MSMEs at a big disadvantage and is also a primary reason for tax avoidance by various small companies for whom adherence to multiple taxation is costly and time taking. The process of documentation and filling of returns under the current indirect taxation has been very cumbersome even for large multinational organisations. With the introduction of GST, the government assures that the new tax regime would be a simplified taxation process; tax payments will be easy and transparent thus, saving time, hence reducing transaction costs and making the system tax payer friendly. This would be beneficial especially for the MSME sector leading to ease of doing business and making them more cost-efficient and competitive in the long run. Although it cannot be denied that there would be a lot of difficulties to be encountered within the short run.

Bringing the unorganised segment in the MSME segment within the orgainsed segment will not be easy: Almost 94% of all Indian MSMEs are unregistered. Compared to the manufacturing sector, a larger proportion of the enterprises in the services sector are unorganised. Wholesale and retail trade is characterised by a very large number of business entities that are proprietary and household enterprises. The diverse nature of service activities and the larger proportion of firms being in the unorganised sector implies that it will not be easy to bring them under the ambit of the GST.

- In the manufacturing sector, unorganised units are around 10 times than those in the organised sector
- In the services sector, unorganised units are around 18 times than those in the organised sector

Registered & unregistered MSMEs, Manufacturing & Services

Registered Sector					
	mn units	%			
Manufacturing	1.049	67			
Services	0.514	33			
Unregistered Sector					
	mn units	%			
Manufacturing	10.45	53			
Services	9.42	47			

Source: Fourth All India Census of MSME, 2006-07

#### Registered & unregistered MSMEs, category-wise (mn)

Category	Registered sector	Unregistered sector
Micro	1.485	19.839
Small	0.076	0.035
Medium	0.003	-

Source: Fourth All India Census of MSME, 2006-07

#### Proposed threshold for tax exemption – To increase the tax base but to end the protectionism:

At present, small scale industries are entitled to exemption from payment of CENVAT in respect of their turnover upto ₹ 15 mn. The proposed threshold limit of ₹ 2 mn under CGST by the GST Council, would bring many of the micro and small enterprises under taxation.

Even as this would impact the micro and small enterprises to an extent, in the long run increase in tax incidence might be marginal as the GST would enable MSMEs to avail input tax credit. The GST will help MSMEs to avail the complete tax incentives paid on procurement of all input goods as well as services from various sources such as import, inter-state purchases, and local purchases and services like power, telephone etc. Moreover, this should also be considered in the backdrop that even if the MSMEs were exempt of the excise duty, there were no such threshold exemptions in respect of state level VAT. The current standard state VAT rate is 12.5% with an additional 1% for a few items which was applicable for the MSMEs too. MSMEs are subject to other taxes such as Central State tax, entry tax, local body tax etc.

One of the biggest concerns, that arises, is the fact that GST would bring about an end to the existing protectionism measure provided by the government, with the new threshold in place as far as indirect tax costs and benefits are concerned. The impact of this, however, would be most appropriately realised in the medium to long term. On the other hand, this initiative might compel the MSMEs, who in certain cases have restricted their growth driven by the exemption led benefits, to grow into a larger organisation. The latter outcome would be beneficial for the growth of the country.

### Lower threshold to enhance MSME registrations and help them to avail of government schemes and initiatives:

We also expect that the implementation of GST will, in the long run, reduce the size of the informal economy as the threshold limit for exemption has been lowered. Producers who remained in the informal sector for tax evasion, incentivised by the size-based nature of indirect tax exemptions will be now incentivised to join the formal economy driven by the compulsion to avail the input tax credit and the lower tax incidence.

As around 93% of all Indian MSMEs are unregistered, they do not avail of the various schemes designed to help the MSMEs. They are also unable to claim tax set-offs. GST will be a self-enforcing mechanism for the small sector to register themselves which in turn will help them to avail tax refund and various schemes of the government. However, this entire process will not be so easy for implementation and will take time as the cost for the small units will increase, in terms of compliance and low level of awareness for e-filing returns. However, in the long run, GST will increase tax compliance amongst MSMEs in India and impose financial discipline among MSMEs.

#### GST to help MSMEs reduce cost and execute an efficient inventory led model to operate

Currently, MSMEs pay indirect taxes as the buyers of goods/services and file returns as sellers. The implementation of the GST will remove the double taxation and reduce the transaction cost.

Under the current regime, large enterprises 'stock transfer' goods to other states due to availability of infrastructural resources and thereby avoid the impact of central sales tax (CST) on inter-state movement. Post-stock transfer, goods are sold locally on payment of applicable value added tax (VAT) to the buyer, who is eligible to avail of credit against output VAT liability. MSMEs, owing to lack of infrastructure, carry out interstate sales (instead of stock transfers) and bear the burden of CST on them unlike the large enterprises. The CST paid is not available as input credit to the buyer against his output VAT liability. The non-availability of input credit increases the cost of the product, thereby, rendering MSMEs uncompetitive. This also restricts the MSMEs to reach out to potential customers across India.

The proposed regime places the MSMEs on the same footing as large-scale industries by levying a tax on stock transfers and by neutralising the cascading impact of input taxes through the input credit mechanism available under the GST regime.

Under GST, in the absence of multiple-taxation and creation of a uniform market, the MSMEs can execute an efficient inventory led model to operate. The reduction in logistics costs will bring great relief to manufacturing MSME sector with improved ease of doing business.

#### Will it be relatively more difficult for the MSMEs for e-filing returns than envisaged?

The government is establishing a state-of-the-art comprehensive IT infrastructure through Goods and Services Tax Network (GSTN), to enable e-payment of taxes, would facilitate MSMEs and when they are able to adopt Goods and Services Tax Network. Moreover, even as the government tries to ensure an easy online process for filing returns, the low penetration of Internet and the poor connectivity along with low level of awareness would pose a lot of difficulty for the MSMEs for e-filing returns.

#### Resolution of the regulatory uncertainties to facilitate MSMEs:

GST, being a unified taxation system, also promises to resolve the regulatory uncertainties which is a great positive for the MSME sector, as this segment has to face a lot of difficulties to comply with norms, regulations and compliances. While the implementation of the GST is said to relieve small taxpayers from compliance cost and compliance administration, the transition to the new tax system would not be easy, especially for the MSMEs. The cost of compliance will increase in the short term, as the MSMEs would have to adopt to a new system and a new process. The lowering of the threshold for exemption would also bring a larger section within the ambit of taxation. They in turn will have to cope up with the impact of new tax cost, additional working capital requirements required to discharge the GST liability and meet compliance requirements in terms of registration and filing of returns.

One of the biggest difficulties that the MSMEs are likely to encounter with GST is availing the input tax credit and liability of tax remittance to the customer in the event of failure of supplier in meeting the compliance requirement, etc. issues around payment of GST on advances, taxing free supplies, etc. While the implementation

of the GST will bring in uniformity and transparency in the tax collection system and bring about buoyancy in the tax base, it is critical that the government takes enough measures to facilitate awareness among the MSMEs regarding the transition and the MSMEs also prepare themselves to adopt easily and thereby benefit from the provisions.

#### Increase in cost of operation owing to GST - Some global examples

Global experience shows that MSMEs in certain countries witnessed an increase in cost of operation after the adoption of GST and remained at a competitive disadvantage to their larger counterparts.

- The Report on the SME Taxation Survey 2016 conducted by The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) during the period of 29th April 2016 to 31st May 2016 shows that: for 82% respondents, GST has increased their cost of operation, while only 18% were not affected. The study also revealed that more than half of the respondents (58%) are still encountering cash flow problem due to GST.
- There is considerable evidence that the costs of compliance, relative to firm size, are greater for smaller firms. Pope and Rametse (2001), for instance, estimate the cost of complying with the Australian GST to be only about 0.04% of turnover for large businesses (turnover of around Australian \$ 2 mn) but around 2% for smaller homes (at turnover of around Australian \$ 100,000).
- The report on European Tax Survey (2004) by European Commission, for example, revealed that compliance costs for the VAT and corporate tax are around 0.02% of turnover for larger enterprises, but 2.6% for small business.



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# LEADING SMEs OF INDIA 2016 – THE STORY OF EXCELLENCE

# Leading SMEs of India 2016 - The Story of Excellence

Small and Medium Enterprises (SMEs) play a pivotal role in the overall industrial and economic development of a nation and are considered as the prime drivers for employment generation and GDP growth, besides contributing to the balanced regional development. Indian business ecosystem is currently witnessing a rise of enthusiastic entrepreneurs who are willing to take risks and drive innovations in the markets. Today, India is at the cusp of start-up boom and is the world's third fastest growing start-up eco-system. It is this entrepreneurial spirit and the resurgent SME sector which are playing a pivotal role in driving economic growth of India, enabling job creation, wealth distribution and effective mobilisation of both capital and manpower resources.

Dun & Bradstreet India's publication, "Leading SMEs of India 2016" aims to recognise the entrepreneurial spirit and never-say-die attitude of SMEs and Mid-Corporates in face of ever-changing and competitive business environment and to celebrate 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 23 Award Winners (across various categories). We are also listing another 77 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.

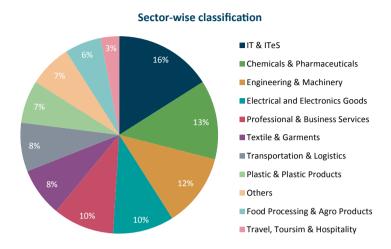
The performance of these leading SMEs & Mid-Corporates (collectively called "the Select 100" for the purposes of this section) are the focus of our analysis and findings presented here. This 'Select 100' belongs to a range of sectors such as engineering & machinery, chemicals & pharmaceuticals, textiles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

#### Major findings pertaining to the Select 100 include:-

- Majority (56%) of the Select 100 are manufacturing enterprises
- Majority (70%) of Select 100 are private limited entities.
- Companies from five sectors namely engineering & machinery, chemicals & pharmaceuticals, IT/ITeS, electrical & electronic good and professional & business services account for nearly two thirds of the Select 100
- Around half of Select 100 have turnover below ₹ 1,000 mn with 32% enterprises in the turnover below ₹ 500 mn bracket and 17% falling under the income bracket of ₹ 500 mn - ₹ 1,000 mn
- Aggregate net sales of the Select 100 grew by nearly 15% in FY16
- Aggregate net profit of the Select 100 grew by 47.1% in FY16
- Net Profit Margin (NPM) has improved from around 4.8% in FY15 to 6.9% in FY16; 72% of Select 100 showed improvement in NPM
- Nearly 50% of the Select 100 were involved in export of goods and services; Aggregate export revenue accounted for 32.8% of the aggregate total turnover of Select 100 in FY16
- Nearly 55% enterprises recorded RoE of 20% or more

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

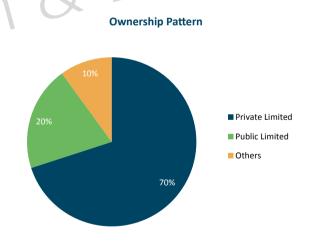
According to the study, majority (56%) of the Select 100 are manufacturing enterprises. About 16% of enterprises of Select 100 operate in the IT & ITeS sector, 13% in the chemicals & pharmaceuticals industry, 12% in engineering & machinery and 10% each in electrical & electronic goods and professional & business services sectors.



Source: D&B Research

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

The study further revealed that 70% of the Select 100 are classified as private limited enterprises whereas 20% of them are public limited enterprises and the balance 10% are partnership / proprietorship firms. Majority of both manufacturing (67.9%) and services (81%) enterprises are private limited. Majority of both Mid-Corporate companies (68.3%) and SMEs (72.5%) are classified under the private limited enterprises.



Others include partnership and proprietorship firms Source: D&B Research

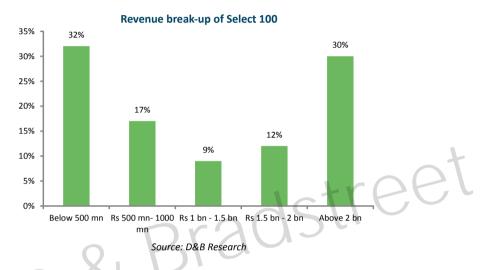
#### Around half of Select 100 have turnover below ₹ 1,000 mn

Within the Select 100 there were 32% enterprises in the turnover below ₹ 500 mn bracket. About 30% enterprises have turnover above ₹ 2 bn while 17% companies are in the income bracket of ₹ 500 mn - ₹ 1,000 mn.

Majority (51%) of Mid-Corporate enterprises are under the income bracket of above ₹ 2 bn while majority (68%) of services enterprises have representation in the income bracket of below ₹ 500 mn.

Further, it was noticeable that 57% of services enterprises fall under the income bracket of below ₹ 500 mn with major representation from the IT/ITeS industry and Professional & Business Services. On the other hand, 36% of manufacturing enterprises fall under income bracket of above ₹ 2 bn.

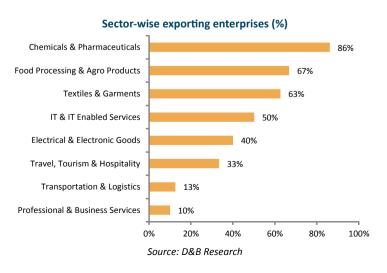
A significant number of enterprises across all the industries barring electrical & electronic goods, food processing & agro products and textile & garments have turnover above ₹ 2 bn. Food processing & agro products enterprises have major representation (33%) in turnover bracket of below ₹ 500 mn while 7.5% of textile & garments and 40% of electrical & electronic goods enterprises are under the turnover bracket of ₹ 500 mn - ₹ 1000 mn.



#### Nearly 50% companies of the Select 100 are involved in export of goods and services

Of the Select 100, half of the enterprises 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, 30% of the enterprises were engaged in export activities in FY16. In contrast, 64% of the manufacturing enterprises were engaged in export activities in FY16. It was revealed that 64% of the Mid-Corporate companies are engaged in export of goods and services while only 30% of SMEs undertake export operations.

The survey further revealed that more than 60% of enterprises operating in industries namely chemicals & pharmaceuticals, food processing & agro-products and textiles & garments were engaged in export of goods.



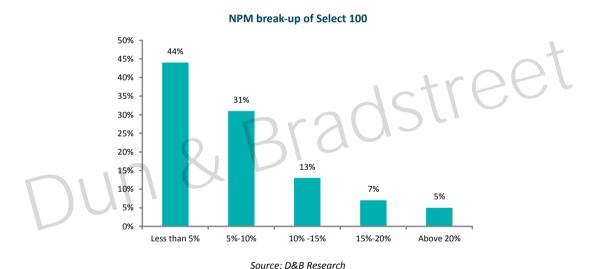
Aggregate export revenue accounted for 32.8% of the aggregate total turnover of enterprises covered in the study in FY16. The export revenue contribution in aggregate total turnover of Select 100 suggests that these enterprises are focused on the export business. In fact, 60% enterprises were seen to be sharply focused on exports, with majority of their revenue being derived from exports in FY16. The Select 100 demonstrated considerable growth of 26% in export turnover in FY16 as compared to 19.1% growth in FY15.

#### Nearly 72% of Select 100 showed improvement in Net Profit Margin

Aggregate net profit of the Select 100 grew 47.1% in FY16. Aggregate NPM also improved from 4.8% in FY15 to 6.9% in FY16. Nearly 72% of Select 100 showed improvement in NPM and companies from two sectors, chemicals & pharmaceuticals and IT-ITeS had the largest share it.

Most (44%) of Select 100 enterprises recorded NPM below 5% followed by 31% enterprises which recorded NPM between 5% and 10%. Only 5% of the Select 100 recorded NPM above 20%. A significant number of both manufacturing (46.4%) and services (45.9%) enterprises reported NPM of below 5%. Very few enterprises (5%) recorded NPM above 20%, majority of which were services enterprises.

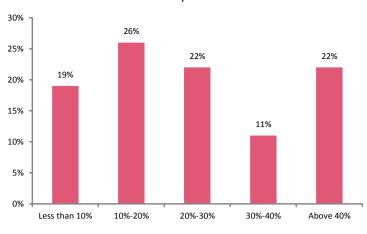
The study also revealed that most of the Mid-Corporate companies (41.7%) and SMEs (47.5%) also reported NPM of below 5%. Only 3% of Mid-Corporate and 7.5% of SMEs recorded NPM of above 20%.



Nearly 55% enterprises recorded RoE of 20% or more

Availability of adequate capital is one of the key factors required to encourage the SMEs to explore opportunities. Aggregate equity of the Select 100 grew 20% in FY16. A significant number of enterprises (26%) recorded RoE between 10% and 20% followed by 22% enterprises which recorded RoE of between 20% and 30% and a similar percentage of enterprises which recorded RoE above 40%. Highest number of manufacturing (25%) enterprises reported RoE between 10% and 20% and services (27%) enterprises reported RoE above 40%. It was also interesting to note that 35% of Mid-Corporate companies recorded RoE between 10% and 20% while on the other hand 35% of SMEs recorded RoE above 40%.

#### **RoE break-up of Select 100**



Source: D&B Research

In line with ROE, most (28%) of Select 100 enterprises recorded Return on Capital Employed (ROCE) between 10% and 20%. A significant number of enterprises (24%) recorded RoCE between 20% and 30%. Almost one third of manufacturing (30%) enterprises reported RoCE between 20% and 30% while a significant number of services (27%) enterprises reported RoCE above 40%.

Dun & Bradstree





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INTERVIEW SECTION





#### **AMN Life Science Private Limited**

**Ashish Khemka**Managing Director

### Please take us through the origin and journey of AMN Life Sciences.

AMN Life is a WHO GMP complaint leading manufacturer & Exporter with integrated portfolio of high quality Pharmaceutical products.

We commenced operation in 2003 and have made significant progress over the last 13 years. The exponential growth for AMN Life started after 2010. Having focused our attention on Pharma emerging markets in the South East Asian region we have been able to record significant growth over the last over 5 years. Our Regulatory team has been able to quickly generate country specific product dossiers which has facilitated in fast track registration of over 300 products and an efficient Sales and marketing team ably supported by operations and production team has facilitated in rapid commercialization of the brands for early success. An eye for identifying country wise potential molecules spread across various therapeutic segments has been a major contributor for our success. Today we have a basket of products catering to both the acute and chronic conditions including our specialty range in the nephrology and diabetic segments. Our non-compromising quality conscious approach with extra care in developing elegant eye catching packaging has earned us a good reputation in the markets where we operate with many of our brands attaining a leadership positions.

What kind of products does your company offer? How do you stand out vis-à-vis your competitors?

The products range covers a wide range of therapeutic segments including Antibiotics, Gastrointestinal, Nephrology, Diabetes, Cardiovascular, Neurology, Pediatrics, Pain and general category products.

Ability to offer wide range of products, strong distribution network & dedicated marketing team has positioned Amn Life as prominent operator in country we operate.

What were the major challenges faced by your company during the course of its journey? What strategies did the company employ to overcome these challenges?

Every business will have its story of challenges to overcome, and AMN has not been different.

Registering products in the various markets and to establish a net work of distributors and to motivate them to believe in AMN and ensure its growth has been one of the important challenges, which AMN could face with ease.

Most importantly living up to our promises by ensuring quality and cost effectiveness to compete in a competitive market has definitely been a challenge by itself.

# Which markets do you currently serve? How lucrative are these markets in the medium and long term?

Currently we are highly focused in the South east Asian markets and have established a strong brand equity in Philippines, Myanmar and Sri Lankan markets all of which have been categorized as the future emerging markets.

Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

Apart from driving registration of over 50 products in one year, we have also initiated a greenfield project to help us grow our markets and also reach more countries in our operation. Though currently we are into semi regulated markets, we would like to make an entry in regulated markets as well and have initiated the process in this direction.

In the past one year we have got several registrations in Bolivia, made a successful entry in Nigeria expanded our base in Myanmar and Philippines all of which has helped in generating a significant growth in 2015-16.

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

Our future plans are to stay focused on the Pharma emerging markets in Africa, Middle East Latin America and CIS countries to sustain our growth. With the upcoming green field project dedicated for regulated market close to Mumbai we have drawn out our plans to enter the European markets from 2018 onward.

We believe that in the next 5 years we would be into both regulated and semi regulated markets and become a visible pharma major , known for its professionalism, commitment to quality, Trust and competence to deliver.

I-2 Interview





#### **RBL Bank Limited**

Vishwavir Ahuja Managing Director & CEO

# Can you talk about RBL Bank's transformational journey and its association with the SME segment?

RBL Bank's transformational journey into a modern banking institution began in 2010 with a new management at the helm. Until a few years ago, our operations were concentrated in Maharashtra, Karnataka and Goa. Today, RBL Bank is one of the fastest growing private sector banks with presence in 16 states and union territories. We service over two million customers through a network of 200 branches and 373 ATMs.

Our vision is to become the 'Bank of Choice' by creating and nurturing long-term relationships with our customers, employees and partners based on mutual trust and respect.

RBL Bank believes that small and medium enterprises (SMEs) are the economic beacons of the future. In addition to catalysing economic growth, SMEs feed large domestic and international value chains as well as local consumer markets.

We have had a long and fruitful association with the sector. Our Commercial Banking division serves the banking requirements of fast and emerging growing enterprises, newer businesses and industry segments of the economy, such logistics, e-commerce, as consumer services and organised retail. The division mainly finances companies and firms with annual revenue of ₹ 35 crores to ₹ 250 crores and mid-sized enterprises with annual revenue of ₹ 250 crores to ₹ 1,500 crores.

# Which of your products and services are tailor-made for the SME segment?

RBL Bank offers a range of customised financing options that enable SMEs to manage their businesses with ease and confidence. We facilitate domestic and cross-border capital flow transactions, foreign exchange services, cash management (payments and collections), working capital, term loans and trade finance products.

We have financial solutions for specific industries, such as IT & ITES, shipping, leather, hospitals, educational institutions, telecom equipment, auto ancillaries, travel and tourism, embassies and trusts and clubs. We offer clients centralised transaction management expertise at the local branch level and also through internet and mobile banking channels.

Besides, our experienced relationship managers also provide a personalised helpdesk, document collection and delivery services.

# SMEs face several challenges during their journey towards excellence. According to you, what are the critical factors that SMEs should keep in mind while growing from good to great?

In spite of their enthusiasm and capability to grow, SMEs in India are facing a number of problems including sub-optimal scale of operations, technological obsolescence, supply chain inefficiencies, increasing domestic and global competition, working capital shortages, absence of on-time trade receivables from

large and multinational companies, insufficient skilled manpower, changes in manufacturing strategies and an uncertain market scenario. To overcome these issues and compete with large and global enterprises, SMEs must adopt innovative approaches with international outlook, strong technological base, competitive spirit and a willingness to restructure when necessary.

Indian SMEs are always ready to accept and acquire new ideas, technologies and automation in their business operations and this will hold them in good stealth.

# What are your future plans? And how do you see RBL Bank evolving in next five years?

RBL Bank has always adopted a client-centric approach and we are working on building a robust multi-channel distribution system that will help us consolidate our current base and expand our reach in rural and semi-urban markets. We will also focus more on operational quality and scalability through advanced IT infrastructure.

In the coming years, development banking and financial inclusion will be the key to RBL Bank's growth strategy, as we scale up our current and savings account (CASA) base, branch and business banking (BBB) network, and corporate and institutional (C&IB) and commercial banking (CB) portfolios. We will also focus on low income groups and microfinance institutions (MFI) business.

Interview I-3





#### **Prothom Industries India Private Limited**

**Arun Chandrachud** Managing Director

# Please take us through the origin and journey of Prothom Industries India Private Limited.

We set up Prothom Industries in October 2013. Hasbro, a leader in the global toy industry, had made a strategic decision to diversify its product sourcing away from China, and was looking for Indian suppliers. We set up a greenfield facility, and started commercial production in October 2014 - with 2 products allocated to us. Today, we are supplying more than 10 products and will be supplying close to 20 products to Hasbro next year. Recognizing our performance, Hasbro awarded us with the Best Emerging Vendor award at its annual vendor conference in January 2016 in Hong Kong.

# Kindly provide the details of various products and services offered by your company.

Prothom focuses on the design, engineering, and manufacture of complex toys that typically have a mix of plastics, mechanical features and electronics. For Hasbro, we supply products from Hasbro's Nerf range. Nerf is a billion dollar brand for Hasbro, and includes a wide variety of toys that fire foam darts, water guns and other projectiles. For our new customers, we will be supplying a wide range of products, including baby walkers, toy cars, and many innovative products.

What were the major challenges faced by your company during the course of its journey? What strategies did the company employ to overcome these challenges?

As a young company that set up a greenfield facility, we found it very difficult to source bank funding. Banks typically require borrowers to have at least a 3 year track record, and it was challenging to find a bank that would lend us funds based on our business prospects. We had to finance our operations and growth through promoter funds and borrowings from friends and family. Only recently have we been fortunate to have established a relationship with RBL, who has been very supportive in providing us working capital to meet our growth targets.

Initially, we also found it difficult to attract good talent. It's a tough decision for most people to leave large stable companies and come to work at a startup. The transition from an environment with established systems and processes to a more entrepreneurial environment was also difficult for some of our employees. We have tried to counter this by developing a progressive approach to nurturing, training, and motivating our employees.

# Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

Hasbro is the first global toy company to successfully source products from India. This year, we alone will supply just under \$20 million of toys to Hasbro and are their largest vendor in India. Hasbro's successful India strategy has eliminated many concerns that other toy majors had about challenges of doing business in India and Indian

supplier capabilities. We have visited & met with the top management of almost all top 10 global toy companies and had a phenomenal response from almost all of them over the last 1 year. We have recently added a second customer, MGA Entertainment, and expect 2-3 other customers to come on board in the next 36 months. Our new customers are all in the top 10 global toy companies, and I'm proud to say that Prothom will soon have up to 4 of the top 10 global toy companies as its customers — only 2 years after having started commercial operations.

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

We have proven that India can successfully compete with China, and are proud to exemplify the Make In India initiative of the Government of India. I see an opportunity for India to become a major player in the global toy manufacturing industry, and see Prothom as one of the leaders in this industry. Based on the plans that Hasbro and our new customers have for us, we expect Prothom to reach ₹ 1,000 crores by FY 2019-20.

In addition to our financial goals, we aim to be a world class company and a strategic partner to global toy companies, supporting them across the value chain in toy design, engineering, manufacturing, and logistics. We have two other key objectives – developing a high quality organization and creating an excellent environment for our employees. We are also passionate about contributing to our society and helping uplift the less fortunate sections of society.

I-4 Interview



# Please take us through the origin and journey of Fourth Partner Energy Private Limited.

Fourth Partner Energy (4PEL) was set up by 3 Partners in 2010 who had several years of experience in the core sectors. The company was about the Fourth Partner - our customers, suppliers, investors and the extended stake holder community. We aimed to create a sustainable operating business leveraging the strength of solar energy to serve the needs of energy deficient India. We partner with our Industrial and Commercial clients and work with them to reduce their cost of power. In the last 6 years, we have built an endto-end capability in house, including financial structuring, design, turnkey execution, servicing of captive solar assets and are positioned to take a leadership role in this disruptive market segment.

### Kindly provide the details of various projects executed by your company.

We service almost 60 corporate clients across India. These consist of marquee names like Ferrero India, ICICI Bank, Axis Bank, Honeywell India, Schneider Electric, D-Mart, Glenmark, Brittania, IOC, Symbiosis, Navodaya University and others. Our superior execution and service have helped us win several repeat mandates. We partner with clients allowing them to choose between building a solar asset OR buying power from us. Several marquee clients are preferred us for the strong service network we have built to ensure maximum uptime of rooftop plants.



#### **Fourth Partner Energy Private Limited**

Saifuddin Hakimuddin Dhorajiwala Managing Director

### According to you what is the outlook of rooftop solar sector in India?

Victor Hugo once said. "No one can resist an idea whose time has come". Solar energy is growing internationally because of its environmental benefits. But in India, we can also benefit from the low cost of solar energy compared to traditional sources of power. We believe that the industry will continue grow exponentially. Managers industrial and commercial establishments are doing a disservice to their shareholders by not adopting rooftop solar solutions that can reduce their price of power by 10-50%, depending on their scale and location. Off grid, stand alone energy generation, storage and consumption will eventually become the norm amongst smaller consumers.

# Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

4PEL has expanded rapidly to over 21 states with execution of over 520 projects. We have a team of almost 100 motivated 'Partners' across the country. Our growth rates in the last 3 years will exceed over 150% CAGR. We have been net profitable every year since inception. We have established strong working relationships with credible debt and equity investors to be able to sustain this pace of growth. We have strong technical partnerships developed with international vendors to ensure we can maximize the generation from our plants and thereby provide the lowest cost of power to our customers. Our execution team is well trained and have strong project and process management capabilities. Consequently, we have commissioned large complex projects in very short timeframes. Typically, execution of a 1MWp rooftop plant can even be completed in 2 months. We have developed our own plant performance monitoring software, and have a dedicated team ensuring live tracking and benchmarking of plant generation data across our country wide portfolio of solar assets.

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

We are excited about the prospects of the distributed solar energy market. We expect to capture a pole position in this fragmented industry. We have ensured we build in house capabilities in all aspects of our deliverables with the objective of maximizing the value realization for our clients. We expect to use our strong engineering base developed in India to service other lucrative Asian markets. The team has set itself a goal of building and managing 1GWp of distributed solar assets in the next 5 years. We aim to continue our position as the solar partner of choice amongst our corporate clients who have complex and distributed operations. Finally, and most importantly, we emphasize adherence to ethical practices while ensuring that all our partners share in the wealth being created.

Interview I-5





#### **Quarterfold Printabilities**

Nilesh Dhankani Founder / CEO

### Please take us through the origin and journey of Quarterfold Printabilities.

Quarterfold Printabilities (QFP) is one of the leading and fastest growing Print Management and Educational Content Development Company in India.

What started as a 3 people team, QFP today has brought expansion in the areas of Print Management, Content Development and Publication support for our clients in Africa.

We are ISO certified for our quanlity standards. Within a span of 2.5 years we have been recognized as 'Star Export House' by the Directorate General of Foreign Trade for being the largest exporters of educational books to West Africa for two consecutive years.

#### The Eureka Moment-

The founder of the company Mr. Nilesh Dhankani who travels extensively to different parts of Africa knew the problems faced by local publishers who were diverting their print requirements majorly to Far East and China. The Publishers were facing difficulties considering language barriers, quick delivery timelines for huge volumes. Moreover quality was a major concern.

Back in India, he was well aware that newspaper printing presses in India were idle throughout the day which meant downtime resulting to business losses. This is when he saw this as an opportunity and came up with out-of-box thinking to create a business model that would help both, the African publishers and the printing

presses in India. This concept turned out to be a game changer with some of the major advantages being:-

- Total control on the quality and production of books.
- Flexibility to partner with various printing presses in India giving us access to multiple web and sheet fed machines for cost effective printing and binding services.
- Ability to execute huge orders with faster turnaround time as we partner with various printing presses across India.
- Control on paper availability and pricing as we directly deal with paper mills in India.
- Quality education content from Indian Teachers and high quality designs and illustrations.

# What kind of services does your company offer? How do you stand out vis-à-vis your competitors?

We cover every aspect of a Publisher's Printing Requirements with specialization and expertise in printing School Books and Educational Print Materials. Implementing the latest in technology and innovation, Our CTP and prepress workflow systems are regularly upgraded to keep pace with next generation technology. We operate the youngest and most advanced book presses in India and together with binding facilities for soft and hardcover books. We are structured to provide outstanding print services to meet challenges of short lead-times and ever tightening budgets without compromising on quality.

Our unwavering commitment to our clients is what gives us an edge over our competitors. As part of value addition, we also provide valuable support to our clients by helping them develop educational content in accordance to their local syllabus. With the best teachers on board, we go that extra mile and this is what helps us gain loyalty from our clients thereby building long standing relations.

It gives us immense pride to disclose that some of the titles developed by us had tremendous impact to an extent that they got selected for the UNICEF and US AID projects.

# What were the major challenges faced by your company during the course of its journey? What strategies did the company employ to overcome these challenges?

The major challenges faced by printers today are with regard to technology, turnaround times and global trends in currency. However as for us, our business model (which is primarily based on outsourcing) has been such that it allows us to have total control on clients and business rather than getting tangled in the operational issues. This has been one of a major reason for our success as it helps us with increased efficiency, focus on core areas, savings on infrastructure and technology, access to skilled resources and faster and better services.

I-6 Interview

# Which markets do you currently serve? How lucrative are these markets for the printing industry in the medium and long term?

Africa has always been our major market! Today six of the world's ten fastest growing economies are in Africa. Moreover the challenges facing print businesses in Africa, range from the lack of finance to invest in new technology and high import duties through to unreliable power supplies in some countries. These are some of the factors that present a good opportunity for print businesses.

# Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

- We continue to strive in development of new vendors.
   We have taken stakes in 2 Printing presses in Mumbai.
- We have tied up with the biggest paper mills to procure huge stocks which help us giving price advantage to our clients.

- We have been actively participating in major book fairs in Africa, India, London and Paris.
   We also participated in machinery expo in Drupa (Germany).
- We printed and delivered over 4 million books to the Ministry of education in West African region in a record time of 3 weeks.
- We printed and delivered 3.4 million books for top three Ghanaian publishers in 30 days and gained their gratitude of delivering such huge quantity during peak season.
- Further as part of giveaway to society, we have executed and delivered books for the UNICEF and US AID projects in Africa at rock bottom pricing.

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

QFP's mission is to contribute to the development of the society by serving clients through innovation, meeting their changing needs and offering Print and Content Delivery solutions under 'One Roof'. We believe in the two core values of love and respect. The unwavering commitment to our clients in delivering world-class customer service and solutions has played a significant role in our success and we will continue to strive in our commitments in providing the highest quality products and services. It is our endeavor to be leaders in the Book Printing Domain.



#### **Client Testimonials**

As a Publisher, it is extremely important to have a strong and trust worthy relationship with a print company that is competitive in pricing, provides top of the line quality along with outstanding turnaround time. All of Ghana is appreciative of Quarterfold Printabilities as a company, who has delivered before the peak season where other printers have failed!

Peter Asiedu, Managing Director, Aki-Ola Publications, Ghana.

Great service and 'crucially' great value! Our booksellers and schools are extremely impressed with the quality. You guys do an awesome job! Really appreciate the timely delivery in spite of tight deadlines. I would highly recommend Quarterfold Printabilities to any publisher around the globe. Truly trustworthy and great to do business with. Keep it up.

Samuel Kolawale - MD - UPPLC - Nigeria (Chairman - African Publishers Network)

Quarterfold is and always WILL be our preferred print partners. The quality of educational books both in terms of print and paper is unbeatable. Moreover we like the transparency in doing business with them. It is a pleasure interacting with Nilesh and his young and dynamic team (especially Dheeraj). Team Quarterfold is proactive, warm and always ready to help! I wish them best luck for all the future endeavors.

Emmanuel Nyarko, CEO, victory publication, Ghana

Quarterfold is a vibrant, reliable and efficient print company with prompt delivery system and excellent packaging to suit every customers demand. I therefore recommend this young and dynamic company to anyone interested in serious printing.

Ceazer, Owner, Kanezer publications, Ghana

Interview I-7





#### **Xplorer Consultancy Services Private Limited**

P K Kundu Managing Director

# Please take us through the origin and journey of Xplorer Consultancy Services Pvt Ltd.

Back in 2008, we established ourselves with the ambition of becoming leading multi-disciplinary civil engineering consultancy firm. Since its inception, Xplorer refused to set boundaries defining its capabilities, and has enjoyed an enviable professional reputation stemming out of accomplishments in a diverse portfolio of civil engineering consulting assignments. We take up challenging projects that others find difficult to execute, go out of usual ways to innovate and bring action-oriented results. Our in-house strength to carry out extensive field-work has been pivotal to the company's development. Our testing facilities are world-class, with our testing laboratory being NABL accredited (ISO/IEC 17025:2005). Our Quality Management System has been certified by ISO 9001:2008. We have ventured into international projects as well, successfully delivering projects in a host of other countries. Our journey is a result of the trust reposed by clients on Team Xplorer. At Xplorer, we aspire to excel everyday, steadfast in our goals - To explore, engineer and deliver

# Kindly provide the details of various services offered by your company and the industries you serve.

In less than a decade, we have diversified into almost every sector of civil engineering consultancy, covering Transport (Highways & Bridges), Water Resources (Hydro-power, Irrigation, Flood Control), Water Supply & Public Health Engineering, Ports & Harbour,

Pipelines and Building. Our strength is that we take single point responsibility for all the activities required for successful execution of mega infrastructure projects. Efficiently using the latest technologies available at Xplorer, we perform various aspects of civil engineering projects such as Survey & Investigation, GIS & Mapping, preparation of Feasibility Report and Detailed Project Report, Tender Engineering, Detailed Engineering and Project Management Consultancy.

The vast arsenal at Xplorer enables us to focus on many different and challenging projects at the same time - it's multi-disciplinary. One might wonder how we focus on so many different varieties of projects, ranging from water, power, building, pipelines and infrastructure, with entirely in-house facilities for survey and investigation, laboratory testing, planning, design, drawing and so much more. The answer lies in our forward thinking employees. We at Xplorer incorporate the best talents blended with a heavy dose of positive attitude to create an atmosphere where learning and moving forward co-exist, leading to better understanding and efficiency.

# What were the major challenges faced by your company during the course of its journey? What strategies did the company employ to overcome these challenges?

For a consultancy organization, human resource is the main capital. As a start-up, getting and retaining young talent was indeed a challenge. Positive work environment coupled with motivation to explore and learn

new techniques under the guidance of highly experienced professionals from diverse fields has helped in attracting and retaining young talents. I firmly believe that our client's interest is the number one priority, and by maintaining an efficient yet fast paced working environment, we can explore, engineer and deliver any civil engineering project assigned to us.

# Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

Looking at the huge prospect in Waterway Transport, Xplorer has entered into a strategic alliance with a Spanish Engineering Consultant and has already been awarded a number of Ports and Harbour projects. The firm has also been successful in getting shortlisted with the Ministry of Defense for their various modernization projects. The Company also got empanelled with Exim Bank for international projects.

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

To explore the unexplored sectors like Railway, Aviation, MRT, Smart City and many more, and strengthen the already explored sectors to face growing challenges from Indian and multinational organizations, and move beyond SME. In the next five years, I see Xplorer as a leading multinational consultancy organization competing with big names in the industry, both nationally and internationally.

I-8 Interview





### **Interactive Manpower Solutions Private Limited**

Amit Somaiya Co-Founder and CEO

# Please take us through the origin and journey of Interactive Manpower Solutions Private Limited.

Interactive Manpower Solutions Pvt. Ltd (IMS) was incepted in 2006. Looking at the talent shortage across the global markets we foresaw 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 Somaiva 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.

# Kindly provide the details of the staffing solutions offered by your company. Which industries do you offer services?

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.

We offer these services to recruitment agencies across all major industries including Healthcare, IT and Engineering, Banking, Finance and Insurance, Energy, Oil & Gas and Logistics

What were the major challenges faced by your company during the course of its journey? What strategies

### did the company employ to overcome these challenges?

The major challenge so far have been attracting talent. When there was 'nothing' in the company, and we were out hiring people - our challenge was proving our credibility. People today are quite materialistic. They need something to touch and feel (show biz) and if they cannot relate to the physicality of the company they would give it a pass. We had candidates who would come, listen to the company's vision. Some stayed back, most of them walked away. In the initial days, establishing our credibility as a serious player in the recruitment and HR space was crucial. When we grew bigger and are a more established name, the challenge became to attract talent that is able to successfully settle in our culture and deliver performance. How we overcome this? We have established recruitment process and criteria through which our candidates go through. This gives us a more scientific way of selecting candidates.

# Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

We incepted our brand IMS one world a few years back to expand our reach in the Global Recruitment Services space. In the past year we have introduced the flavor of Domestic recruitment services which cater to the Indian Market. This has led to expansion of our reach in the Indian Market.

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

Currently IMS has three office locations with a staff of 600+ recruiters servicing more than 150 clients across three different continents, operating 24x7. IMS sees itself to be a 1000+ strong recruitment team within the next 3 years servicing over 300 different recruitment and staffing firms having multilingual capabilities.

Interview I - 9





Research. Advise. Transform.

#### **Aptitude Labs**

Alok Kumar Founder

Digital Transformation and Digital Disruption have become the new buzzwords. Can you please throw some light on these emerging trends?

'Digital' is still a broad word to be defined. From a customer's perspective, 'Digital Solutions' are those that provide instant. and personalized, cost-effective services, which can be used at their location of convenience to provide an amazing user experience. When organizations start using technology to cater to the above-mentioned needs of their customers, we refer to it as Digital Transformation.

Even though this transformation appears to be primarily a technology play, it is far from true. On the contrary, Digital Transformation is a lot about behaviour and mindset changes of the users and employees. People play a central role in any digital transformation. It is imperative to involve customers, partners and employees at every step of this transformational journey.

The adoption of Digital Transformation is on the rise as the benefits are significant and give a competitive advantage to those who progress to become 'Digital Masters'. Such transformations when implemented at an organization-wide scale leading to a paradigm shift from business as usual to business in a new digital way is what I refer to as Digital Disruption. These changes lead to better customer and employee experience coupled with improved profitability and enhanced operational excellence.

Can small and medium enterprises (SMEs) take advantage of this digital wave, or should they be threatened by it?

I think, SMEs are poised to play an all-important role in this digital revolution and take full advantage of these changes. In my opinion, there are primarily three reasons why and how SMEs will play a major role in this digital era.

First, the innovation mindset that this sector brings to the table makes them better placed to try out fresh ideas and come out with disruptive ways of doing things. Unlike large companies who have a slower pace of innovation, the small companies are highly innovative and come up with great ideas that become the seed for others to take forward.

Secondly, unlike large companies where decision making is highly bureaucratic, the SME sector is nimbler, with decision-making generally centralized and quicker. SME sector has an inherent capability to adopt digital technologies faster than the large companies and reap its benefits.

Thirdly, the ability of SMEs to involve their entire workforce in a transformation exercise is far better than a large organization. This helps in a holistic understanding of the transformation readiness of the organization, leading to a clear and focused approach for the changes to be implemented. Such a focused approach can not only save a lot of money, time and energy, but also helps in ensuring that teams are not

working in silos and ad-hoc, nonaligned projects are avoided.

# What are the key challenges for SMEs that may impact their ability to take advantage of this digital wave?

I see four areas where SMEs can face challenges in making the most of this digital wave.

First, many SMEs may rush into getting aspects of their business digitized, without really having a clearly defined talent and technology strategy. Without a proper strategy covering governance & prioritization frameworks, reskilling plans, strengths and focus area definitions and a clear understanding of the customer needs, businesses would end up undertaking ad-hoc, non-aligned initiatives that will not bring in the expected benefits. I have noticed that small businesses are generally shy in engaging consulting firms to help them in such strategic initiatives, primarily due to cost considerations and lack of support systems within the organization to execute the recommendations. Consequently, most of such organizations end up depending on the wisdom of their top executives - who usually give little time and energy to this critical area or their IT leaders - who may not be well-equipped to lead the business with a detailed strategy.

Talent is the second challenge that will continue to be an area of concern. High demand for digital and supporting technologies will lead to a shortage of skills and raise the premium on good talent beyond the reach of many SMEs.

I-10 Interview

I think, the third challenge that every company is facing is the time at hand. The window available to start transforming and achieve a level of digital excellence is shrinking with every passing day. Further delays will only push organizations back with lesser growth, profitability and added financial pressure.

Finally, the fourth challenge is the absence of continuous benchmarking to help organizations continuously update their digital and talent strategies and keep pace with the industry. Setting up a mechanism to continuously change for better is something that businesses should eventually ensure.

### What are the steps involved in a successful digital transformation?

Frankly speaking, there is no oneshoe-fit-all approach for digital transformation, but there are some broad level steps that an organization can follow to ensure maximum benefit from their digital transformation journey.

Even before an organization embarks on this interesting journey, there are some pre-conditions that should be met. Organizations should clearly understand that Digital transformation is primarily a people play where technology is used as a catalyst and a means to achieve the desired result. Therefore, it is imperative to understand the people landscape – their limitations, abilities and willingness to change. More importantly, the management team in these organizations should be ready to allocate focus, time and money to these initiatives, standing strongly behind these positive changes.

Once these pre-conditions have been put in place, the organization can confidently move ahead in this digital transformation journey. At a high level, this can be a 5-step process. They should start with a readiness assessment of the organization from

a people and technology perspective. Without assessing the landscape, piloting a smaller use case, or involving people at large, organizations going in for a big-bang change approach run a huge risk of failing in this journey.

The second step requires the management team to understand the gaps uncovered in the readiness assessment. Based on this understanding, management team should be able to prioritize the actions to be taken. These actions generally translate into projects. It is very important that these projects should be owned by cross-functional leaders. Expert advice at this stage can be very helpful.

An important next step is to benchmark with the global landscape to understand what others have done in similar fields and to uncover best practices that can be adopted. Design of new systems and projects can be inspired by such inputs.

Step 4 is to start implementing these projects by involving technology and business at every step. Deep technology understanding becomes critical at this stage. A robust program management process ensures a better outcome. Companies can use service providers to facilitate this step.

Finally, a mechanism should be set up to review the benefits of these systems. A benchmarking exercise should be periodically conducted to constantly improve the systems.

### How does Aptitude Labs help SMEs to ensure a successful transformation?

Aptitude Labs has been created keeping in mind the challenge organizations are facing in getting timely and accurate advice on digital and talent transformation. At its core, Aptitude Labs is a passionate team of people doing research on human-centric parameters.

Our proprietary, research-based assessment platform, which we call

"FuturX" signifying 'Future Excellence'. constitutes a set of assessments that helps in getting vital information about multiple digital and talent parameters about the organization. These assessments are dispensed digitally. Since most of the intelligence has been built-in into the platform and backend data engine, we are able to generate detailed reports quickly. These reports help organizations get a deep understanding of their talent and digital readiness and how they are placed vis-à-vis the market trends. With this data, it becomes easy for companies to chalk out a focused digital and talent strategy.

Rather than just acting as an advisory, we work with our clients to implement the strategy ensuring a rewarding transformation. This includes taking responsibility for solutions implementation and talent reskilling initiatives through our 'Talent Academy'.

An important part of the offering is the continuous improvement model. It ensures that a dipstick of readiness at every level is regularly done and benchmarked. This step ensures that strategies are fine-tuned constantly and organizational change is incremental & easy to execute.

Combining this innovative approach with our transparent business model assures the client of immense value at optimal costs at every stage of the engagement. We work with just one clear end goal – enable our clients to achieve better growth, better profitability, better operational efficiency and better customer experience.

Interview I - 11





#### **Shriram Transport Finance Company Limited**

Umesh Revankar Managing Director & CEO

#### Kindly share with us a brief about Shriram Transport Finance Company Limited.

STFC started its operation in 1979 focused on lending to truck buyers who are typically driver owner segment and also many a time first time buyers. The idea behind focus on this segment was that this was considered as sub prime by formal lending system, which includes banks and Leading NBFCs, therefore credit starved segments was much dependant on private money lenders. However founder of Shriram Group Shri R Thyagaraian who was in Insurance Industry had close business understanding and relation with truck owners and believed in their business model, developed strong conviction that transport being lifeline of country's economy, it can earn itself. It was also visualized that business being mostly cash and carry, as such, would ensure that timely collections. Truck being earning asset always had good resale value in case of repossession. The business viability was quite convincing to conceptualize lending to used trucks; As the economy progressed, our business model gained appreciation with the Banks partnering with us through refinancing, working capital and securitization. With the gained expertise we explored the option of lending to passenger vehicles, tractors and construction equipment both used and new. Today we have a vertically integrated business model and offer a number of products which include: Pre-owned CV financing, New CV financing and other loans like accidental repair loans, tyre loans and working capital finance, etc. Our

lending being small tickets most of our loan books qualify for Priority Sector lending which enabled us to raise further resources at reduced cost of borrowing. Today the company has grown over the last 37 years to manage Assets over ₹ 750 bn with a net profit of ₹ 11.78 bn as on 30th Sep 2016, spanning over 900 branches.

### Kindly share with us your journey and association with the SME segment.

Our journey started with self owned operator who typically employs 3-4 people but over the period we have been dealing with passenger vehicle operator, tour operators, agriculturist, big fleet operator, sub-contractors, Construction Equipment operators and recently we have started lending Business enterprises transport ecosystem where we have necessary depth, skill and knowledge and also to small financiers who are our onward-lending partners who lend to reach small vehicle owners and three-wheeler segment thereby reaching even rural places.

#### Kindly give us a brief of your products and service. Which are the tailormade products and services that target the SME segments?

We started with working capital products like bill discounting of load challans, co-branded credit card, tyre replacement and engine refurbishment finance for basically our truck and vehicle operator to maintain and upgrade their existing vehicle. And now we extend loans to garages, warehouses, transport office, petrol pumps, stone crusher units,

bore well machines, cranes, working capital needs of new and used vehicle dealers.

# SMEs face several challenges during their journey towards excellence. What are the critical factors, according to you that the SMEs should keep in mind while growing from good to great?

Typically the SME's have challenges from seasonal demands, shortages of materials and working capital mismatch due to different credit cycle with various vendors. Most of them cater to local requirements and due to taxation issues which are related to inter-state trading that narrows them down to limited market; which hopefullywiththe GSTImplementation should be able to have access to larger market. Lack of skilled labor, trained manpower and mid level managers is another big challenge.

# Obtaining timely and adequate finance has been a perennial challenge faced by the SME sector. In your opinion, what needs to be done, both from the policy perspective as well as from the SME perspective, in order to ease financing to the sector?

Due to cash flow mismatches and not having adequate equity funding many of them depend upon friends, relative and private financiers, which has limitations and many a time borrowings are very short term in nature that put lots of pressure on proprietor's time on fire fighting to survive. Angel investment, long term borrowing from banks/ financial institutions and adequate timely

I-12 Interview

working capital arrangement would help in long way to smoothen the operations. To alleviate the problem of small businesses which are often not able to get loans due to insufficient funds to service the interest, MUDRA banks scheme, today with the main objective to uplift small business and entrepreneurs has started refinancing Banks, NBFCs ( Micro ) and RRBs. The Refinance to Banks, MUDRA Card, Portfolio Credit Guarantee and the Credit enhancement facility - all enable the SME to get the support required in every form with quick access through entire formal Financial Lending system.

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

Our company would like to focus on customer reach through having branches in small towns and rural places. We are developing appropriate technology on mobile apps by understanding and addressing the requirements to support the customers need to have company products within the reach of their hand. We also appreciate the role of small financiers who reach out to and have strong bonding with local customers like owners of three wheelers and rural transportation. We would like to further develop these relationships to have last mile reach at every small location. We intend to grow at 20% for the next five years under Assets as the market is poised for growth with the enablers to do business is more encouraging. The informal sectors of money lending and cash dealings are discouraged due to the recent demonetization. This will encourage and guide the small borrowers to come into formal lending system of organized institutions like Banks and NBFCs.

Interview I-13

Bradstree





#### **SASMOS HET Technologies Limited**

Santhana Kumar
Director-Sales and Marketing

# Please take us through the origin and journey of SASMOS HET Technologies Limited

SASMOS was incorporated in 2007. It was established with a passion to serve and excel in the area of electrical interconnection solutions focusing on the niche and quality driven needs of Aerospace and Defence Industry. It is led by a group of Technology professionals having vast experience in the field of precision engineering and interconnection technology meeting international expectation for almost a decade.

**SASMOS** initiated business operations by taking over HET - a small company engaged in interconnection technology serving aerospace and defence industries for more than three decades in India. SASMOS has become a benchmark Aerospace interconnection assembly manufacturing in India and is a preferred Primary supplier for many overseas OEM's. This has been achieved through a consistent deployment of world class quality processes' implementation for global client base leveraging global supply chain effectively. Exceptional product quality delivered on time with compelling commercial value proposition has been a prime reason behind we being the bench mark supplier. The company's manufacturing unit in Whitefield, Bangalore.

Over the last 8 years, SASMOS has the privilege of supporting our clients such as DPSU's, DRDO's and private defense equipment manufacturers who formed the backbone of Indian Armed Forces. Over 80% of our business is exported to the global OEM's such as Boeing, IAI, Rafael, MBDA & Honeywell to name a few, across multiple geographies. SASMOS has demonstrated business agility through setting up different models of execution as appealing to clients. As an example, In late 2014, SASMOS formed a JV with Fokker Elmo to build Aircraft harnesses.

# Kindly provide the details of various products and solutions provided by your company. Which industries do you currently serve?

We exclusively serve Aerospace, Defense and Marine Industry in the field of Electrical interconnection systems, Electronics LRUs and Sub-systems, Electro-mechanical assemblies and Mechanical panels. With Fokker Joining hands with us, we can say with great pride that we are building harnesses for commercial and business Jets.

# What were the major challenges faced by company during its journey? What strategies did you employ to overcome these challenges?

Challenges: Aerospace and defense supplier qualification has long gestation. By taking over HET who were already defense equipment suppliers we were able to mitigate this gestation.

India has still not built a good supplier Eco system for Aerospace and defense. Hiring talents for Aerospace jobs and that too for startup was really challenging. Hiring fresh engineers and technicians, training them to the global standards was one of the

key initial investments made in the organization.

Thanks to the initiatives of the Indian Government, the main catalyst for export business was offset policy. Thereafter, sustenance of QCD requirements of OEM's have elevated us to a level of present status of Global supplier.

Funding was a big challenge, which we overcame by 5 Years Long Range Business Plan, DFV analysis of business considerations, continual Credibility building and scale up demonstration,

#### Please outline some of the major initiatives undertaken by your company over the past one year for business expansion

- a. 5 Year Strategic Business Plan with clear Market Intelligence, analysis and client/prospect revalidation
- Establish Subsidiaries for backward integration and focus on core competencies with a clear expansion strategies around business adjacencies to existing SASMOS business.
- Identify and hire leadership level talent that's well proven in the industry
- d. New Market Entry Strategies
   being explored in Niche,
   Innovative Manufacturing
   segments
- e. Dedicated Management Support to Top seven clients and built pipeline of business that is 60% volume confirmed for next 5 years

I - 14 Interview





#### SMI Coated Products Private Limited

**Ajay Mehta**Managing Director

# Please take us through the origin and journey of SMI Coated Products Private Limited

SMI, the largest Indian label stock manufacturer was started in 1993 in Daman. It became a Private Limited company in 2004. SMI started exporting from 2004 and moved to the current larger premises in Ambernath in 2008.

# What kind of products does your company offer? How do you stand out vis-à-vis your competitors?

SMI offers label stock solutions using water based adhesives since inception and with hot meltadhesives since 1999. SMI offers a wide range of over 300 products to cater various applications. With a robust ERP in place we are able to ensure complete tracing of all materials used and manufactured. SMI, an ISO 9001 certified company has a firm commitment in systematic working. A strong QA department ensures that material is delivered as per specifications only, by conducting over 50 different types of tests on a daily basis.

Providing alternative, viable qualitative self-adhesive solutions, SMI has successfully sold over 2.6 billion running meters across 22 countries breaking the monopolistic supplies in those countries and contributing to the goodwill of Make in India successfully.

# What were the major challenges faced by your company during the course of its journey? What strategies

### did the company employ to overcome these challenges?

For any startup company, obtaining finance, getting a good team, setting up procedures, being in a constant flux of expansion are common big challenges. Starting from a very humble beginning and then establishing itself as a recognised brand in India and in exports has been a major challenge. The biggest challenge however, has been to stand up against the world's leaders in this field in India as well as countries to which we export. As is obvious, they do have a huge advantage of experience, goodwill and scale of operations. We countered it by spreading our markets in different areas and with a large array of quality products.

# Which markets do you currently serve? How lucrative are these markets for the printing industry in the medium and long term?

Our sales are well distributed in India and we export to 22 countries. We have strategically positioned our sales as 50% domestic and 50% in exports. This has helped us to have a natural hedge for the exports that we do. This has been of great help in today's uncertain times of currency fluctuations and we do not have to deploy expertise in managing foreign currency. The applications for our products are quite similar across the globe; in fact we cater to more complex applications in our exports which help us guide our domestic clients in expanding their horizon.

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

Self-adhesive labels market growing constantly. The per capita consumption of self-adhesive material is estimated to be about 0.36 square meter as compared to per capita consumption of over 10 square meter in the developed countries. Thus the scope to grow is immense. We have been witnessing a growth of 15-20% per year. However, as is normal for a growing economy or market the medium term does appear to be a challenge. In the long term economies of scale will decide the success of printers.

We will continue on our path to support our clients by providing innovative quality label stock solutions as well as spreading education and knowledge about the products and its applications. Strengthening our quality assurance, research and development on new products and applications will be our main focus.

Having established ourselves as the largest provider of reliable quality label stock solutions we look forward to the coming five years to establish ourselves as one of the prominent and reliable supplier of label stock solutions across the world.

Interview I - 15



### KOSO

#### **Koso India Private Limited**

**Gaurav Gupta**Managing Director

### Please take us through the origin and journey of Koso India.

Koso India started in the year 1989 as a JV company under the name of Introl India supplying actuators and spares to Kent Introl UK. The company was acquired by ABB instrumentation division in the year 2001 but was divested by ABB due to lack of synergy and acquired by Nihon Koso Japan in 2005. Koso Group being one of the world's leading valve manufacturer. understood the nuances of valve business and with the investment of capital and technology in the company. Koso India grew at a fast pace and is now one the largest severe service control and choke valve manufacturer in India. Now Koso India operates from three manufacturing locations in Nashik. Coimbatore and Palakkad and handles the Indian subcontinent and Middle East markets and acts as a global supplier for the other Koso companies and also houses a dedicated and talented R&D team.

# What kind of products and services does your company offer? Which industries do you currently serve?

We are the leading supplier of customized valves for the most arduous applications in Oil and Gas, Power, Petrochem, Fertilizer and Steel sectors. Our extensive product range consists of Surface Choke valves, Control valves, Turbine Bypass valves, Anti Surge valves, Ball Valves, Globe valves, Butterfly valves, Triple Offset valves, pneumatic actuators and Electrohydraulic actuators. Continuously engineering products for challenging applications is our specialty.

#### What were the major challenges faced by your company during its journey? What strategies were employed to overcome these challenges?

We faced many challenges over the vears with each year bringing in a new challenge but the company has emerged stronger and more focused with each challenge which was thrown our way. During the initial years our main challenge was to be accepted by global customers buving critical valves from India but once they visited the plant and met our technical team and thereafter used Koso valves we have been able to forge a trusting partnership with them. Other major challenge was to find talented engineers with the hunger to innovate and take the company technologically forward: but we are now better placed with a dedicated, highly motivated and strong R&D team.

# Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

We had been growing at a very fast pace and have been setting up process as we go along, but there was a need to take a step back and review the process to make them stronger, so that the company is ready to take another big leap.

In this context, the company internally started with lean manufacturing process in the year 2015 to improve efficiency and enhance capacity. This exercise has given us excellent results, in terms of motivating the team and has given the senior management team relevant tools and accurate information on the key performance

parameters which has further helped us in improving the product quality, reducing throughput time thereby reducing the cost from our products. Additionally, we invested in latest technology in Coimbatore foundry to improve quality of casting and reduce delivery which translated in improved quality and reduced delivery of our products, thereby improving us efficiency by over 20% which translated into 20% additional capacity with existing resources. We have also started working on offering our Turbine bypass valves and Severe Service Valves for domestic power market, which was being ignored for many years due to concentration on export markets. We found high success with these applications and have developed a strong product line with key customers in India in a very short time.

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

Our medium term plan is to double the top line over the next four years. We plan to expand our reach to markets like Africa, Canada and South America and bring in more efficient products which will provide higher value to our customers. We are in the process to set up a dedicated export unit in SEZ for such business to avail the various benefits offered by the government. IoT has been long overdue to make its mark in the control valve sector and we see it playing a major role in the years to come. We see ourselves evolving from just being a valve manufacturer to a solution provider for process automation applications.

I-16 Interview



# **Optimus**

#### **Optimus Drugs Private Limited**

**Dr D Srinivasa Reddy** Managing Director

# Please take us through the origin and journey of Optimus Drugs Private Limited.

Dr. D. Srinivasa Reddy is a first generation technocrat entrepreneur. Having earlier worked in R&D division of some of leading Indian and MNC Pharma companies, the business acumen, vision and entrepreneurship qualities in him urged to set-up his own small R&D Lab in 2004. Starting-off as a CRO. in 2006, we acquired a sick unit for manufacturing of drug intermediates. The Unit was transformed as Optimus Drugs Pvt. Ltd and from 2008, the plant started manufacturing of APIs. We at Optimus, to stand up to its Latin name, which means 'being the best', have consistently strived to achieve the best and stringent quality standards and over the years have been accredited with validations and regulatory approvals from leading companies and authorities like Korean FDA, Mexican COFEPRIS etc. In terms of revenues, in FY 16 we registered a quantum leap as our revenues crossed ₹275+ Crores with exports constituting about 70% of the sales as against the modest revenues of about ₹ 1.25 Cr in 2006-07. We recently bagged the Outstanding Export Performance Award from Pharmexcil in the Bulk drugs-Emerging companies category.

# What kind of products does your company offer? Which markets do you currently serve?

Optimus is a R&D driven niche pharma company with a team of quality scientists and capabilities to deliver unique APIs, Advanced Intermediates and synthesis of complex molecules. The company's products cater to wide

range of therapeutic segments of Anti-Fungal, Anti-Virals, Anti-bacterial, Anti-Diabetic, Cardiovascular, CNS and others. Besides catering to leading pharma companies in India, we have exports to Africa, Middle-East, Asia-Pacific, CIS, Europe, Latam regions.

# What were the major challenges faced by your company during the course of its journey? What strategies did the company employ to overcome these challenges?

Apart from the generic challenges, pharma industry has bigger challenges of delivering the best quality standards and complying with the stringent regulatory requirements round the clock. Another aspect is to consistently evolve and enter into newer markets and offer unique and differentiated product portfolio. We have employed a dedicated State-of-Art R&D centre Quality Management System. Quality Assurance and Control and Regulatory Affairs team. To address the marketability of our products. we have travelled and identified the right channel partners and customers in export markets, which helped us to gain their trust and establish solid relationship. The thorough micro level market research of each country to know their pharmaceutical needs helped us to choose the right set of products and constant focus on R&D has helped us to launch them at a faster speed.

# Please outline some of the major initiatives undertaken by your company over the past one year for business expansion.

In pharma industry, we believe that

R&D is its backbone and our dedicated R&D team is focusing on developing products with longer-term time horizon and higher level of complexity. Our Quality By Design (QBD) R&D system has helped us to plan our research activities in a well-organized and target oriented way. Offering best and innovator level quality and complex molecules at generic prices have resulted in foraying into newer markets, finding new customers and gaining their trust resulting in the business expansion. Optimus stands for its quality, reliability and is a preferred and trusted partner for many reputed Indian and overseas pharma companies.

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

The emerging market business will be consolidated going forward. With the plant approvals of US FDA and EU-GMP in place, we plan to foray into the premium markets of US and EU. While consolidating and enhancing the API business, which has been our enabler, we have planned for forward integration into formulations. Our Group company Optimus Pharma has already commenced contract manufacturing of formulations and a dedicated facility with a state-of-art R&D centre in Hyderabad is expected to commercialise by the end of this year. We want to position our-selves as an end to end solution provider with international manufacturing and elite quality standards. With timely strategic initiatives we hope to maintain the momentum and internally keep raising the bar year on vear.

Interview I - 17





#### **Hi-Tech iSolutions**

**Pranit Banthia**Chief Executive Officer

### Please take us through the origin and journey of Hi-Tech iSolutions.

The journey began in 1992. We were just a facility offering software development services to local clients. Then one day, a Netherlands-based firm visiting India awarded us the first data-entry contract. While we could successfully execute the project, we eventually lost the contract since that company shut down. The result was disastrous – we had a loan to pay for purchase of 25 Pentium PCs, salaries to pay, but no work to continue. So, we were pushed against the wall, and in desperate need of to find similar clients and projects. Eventually we got back on our feet, having learned our lessons in technology, business processes, automation, and cash flow management, but it wasn't easy. Our hopes and efforts paid off when a reputed US-based company offered us our first mega contract.

Today, Hi-Tech iSolutions has 800 employees, with multiple offices in India and representative offices in the U.S., the U.K., and the Middle East. For five years, we have been growing at 20% CAGR, above industry rates. We count many Fortune 500 and leading engineering companies in our regular customer base across industries verticals like aviation, construction, engineering, education, finance, healthcare, manufacturing, retail and real estate.

# What were the major challenges faced? What strategies were employed to overcome them?

One of our earlier challenges was - how do you convince and win clients when you have had no prior experience with those projects, much less within that industry. And of course, finding the right talent to live up to those promises was a whole different story. For us, the words Out of Scope have never been part of our dictionary. The dotcom bubble of 2001 and economic crisis of 2008 impacted the major projects. Despite, this we have never laid off any employees.

Our focus on long term relationships with clients, investment in infrastructure and training, employee engagement, and continuous process improvements have helped us survive and grow through thick and thin.

### How do you envision the Indian ICT SMEs to shape-up by 2022?

We are likely to witness unprecedented changes and opportunities in the coming years. The Indian ICT SME market is poised for high levels of growth in SMAC (Social, Mobile, Analytics and Cloud). These will outpace traditional back office services. India will continue to remain among the top destinations for BPM, Engineering services and other IT, ITeS-based services sourcing. These and other factors such as favorable government policies will drive tech startup growth, which is expected to more than double by 2020.

Internet is generating gigs of data every second. How people communicate and interact with their surroundings is changing. Social Scientists will be required to understand how Mobile device and Internet will evolve to to meet the ever-changing needs of people. Indian ICT sector will play an important role in this next evolution.

We see new ways to do things every day. I heard about a 57-story skyscraper constructed within 19 days! Days of pure CAD work are over. Now it's all about Smarter Engineering, Virtual Reality, and what not.

ICT SMEs would need their business models to adapt to the changes to realize their growth potential.

## Unexplored domains or areas for ICT SMEs that can be game-changers; why?

I bet on Education and Healthcare.

Indian ICT players are yet to awaken to the huge potential of virtual classrooms. e-learning modules and e-trainings in educational and corporate sectors. Those who design affordable, interactive, and affordable solutions in the most creative way will outshine. For educational institutions. the world itself be their campus. For instance, Stanford University recently started Online High School taking quality education to remote areas worldwide, reach more qualified students in new geographies.

To support and scale Healthcare related services, building capabilities in Big Data/Analytics, Artificial Intelligence, and compliance with international standards of privacy would be the game changers. Studies indicate that patients in an intensive care unit equipped with telehealth services were discharged 20% more quickly and saw a 26% lower mortality rate than patients in a regular ICU. Similar application of healthcare solutions could be applied to hospitals and patients in rural areas.

There could be other unconventional areas where Indian ICT could emerge as a leaders. I can see us addressing the problem of global warming, building solutions for energy efficiencies.

I-18 Interview



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#### **Sectoral Award Category**

Sector	Category	Company Name	
Chemicals & Pharmaceuticals	SME	AMN Life Science Private Limited	
Chemicals & Pharmaceuticals	Mid-Corporate	Optimus Drugs Private Limited	
Electrical & Electronic Goods	SME	Ideal Lighting Systems Private Limited	
Electrical & Electronic Goods	Mid-Corporate	Cotmac Electronics Private Limited	
Engineering 9. Machinery	SME	CORE Energy Systems Private Limited	
Engineering & Machinery	Mid-Corporate	HD Fire Protect Private Limited	
Food Dynasoning & April Dundwicks	SME	Marine Hydrocolloids	
Food Processing & Agro Products	Mid-Corporate	Capricorn Food Products India Limited	
IT & IT Enabled Services	SME	Cadsys (India) Limited	
II & II Ellableu Services	Mid-Corporate	Computer Age Management Services Private Limited	
Plastic & Plastic Products	SME	Suprabha Protective Products Private Limited	
Plastic & Plastic Products	Mid-Corporate	Emmbi Industries Limited	
Professional & Business Services	SME	Fourth Partner Energy Private Limited	
FIOIESSIONAL & BUSINESS SELVICES	Mid-Corporate	Kavin Engineering and Services Private Limited	
Textiles & Garments	SME	Aesthetic Living Merchants Private Limited	
rextries & darments	Mid-Corporate	MAF Clothing Private Limited	
Transportation & Logistics	SME	Express Global Logistics Private Limited	
Transportation & Logistics	Mid-Corporate	Sindhu Cargo Services Private Limited	
Travel, Tourism & Hospitality	Mid-Corporate	Olive Bar & Kitchen Private Limited	



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W2 Winners Leading SMEs of India 2016

#### Theme Based Awards

Category	Company Name
Best Global Business	Thermopads Private Limited
Emerging SME	Quarterfold Printabilities
Emerging Mid-Corporate	Jaipur Rugs Company Private Limited
Best Woman Entrepreneur	Ms. Deepa Sayal (ADG Online Solutions Private Limited)









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### Sectoral Risk Outlook (SRO)

"POTENTIAL" of sectors with our SRO reports

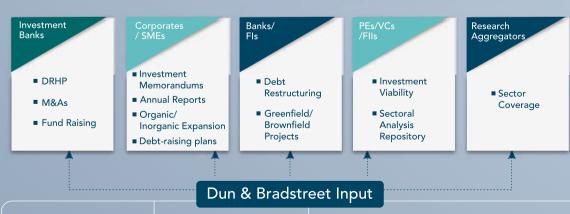
Comprehensive Sectoral Coverage



Sectoral Risk Outlook (SRO) reports enable end-users to understand the performance of sectors under coverage by providing the latest available data along with comprehensive analysis. The report also provides our short to medium term outlook on sectors and factors leading to the outlook.

#### Key Benefits

- Understand the market size of the sector alongside potential for future growth.
- Analyzing Government regulations and their impact on the sector.
- Foreign trade growth scenario and reasons for the trend.
- Comprehensive analysis of **demand and supply drivers** likely to impact the sector in the medium term.
- Macroeconomic scenario and its impact on the sector.
- Future growth forecast and analyst outlook on the sector.
- Financial Analysis of the industry including margins, profitability, leverage and key ratios.
- Industry risk score on a 8 point scale based on validated and authenticated parameters.
- Reports can be customized as per regional and product specifications and requirements of the end-user.



- Industry attractiveness
- Market sizing
- Govt. regulations
- Industry viability
- Investment parameters
- Leverage analysis
- Financial benchmarking
- Past performance and Future potential
- Comprehensive analysis of relevant parameters

# EMPOWERING BUSINESS GROWTH



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### Leading SMEs of India 2016

Sr No	Company Name	Category	Sectors
1	A. V. Global Corporation Private Limited	SME	Transportation & Logistics
2	ADG Online Solutions Private Limited	SME	Professional & Business Services
3	Aesthetic Living Merchants Private Limited	SME	Textiles & Garments
4	AMN Life Science Private Limited	SME	Chemicals & Pharmaceuticals
5	Ankur Scientific Energy Technologies Private Limited	SME	Engineering & Machinery
6	Arcgate	Mid-Corporate	IT & IT Enabled Services
7	Ardom Telecom Private Limited	Mid-Corporate	Professional & Business Services
8	Asahi Songwon Colors Limited	Mid-Corporate	Chemicals & Pharmaceuticals
9	Aujas Networks Private Limited	Mid-Corporate	IT & IT Enabled Services
10	Blend Colours Private Limited	Mid-Corporate	Plastic & Plastic Products
11	Brigade Hospitality Services Limited	Mid-Corporate	Travel, Tourism & Hospitality
12	Cadsys (India) Limited	SME	IT & IT Enabled Services
13	Caliber Technologies Private Limited	SME	IT & IT Enabled Services
14	Capricorn Food Products India Limited	Mid-Corporate	Food Processing & Agro Products
15	Captain Polyplast Limited	Mid-Corporate	Plastic & Plastic Products
16	Computer Age Management Services Private Limited	Mid-Corporate	IT & IT Enabled Services
17	CORE Energy Systems Private Limited	SME	Engineering & Machinery
18	Cotmac Electronics Private Limited	Mid-Corporate	Electrical & Electronic Goods
19	Cyfuture India Private Limited	Mid-Corporate	IT & IT Enabled Services
20	Duropack	SME	Transportation & Logistics
21	E-Connect Solutions Private Limited	SME	IT & IT Enabled Services
22	Ecos (I) Mobility & Hospitality Private Limited	Mid-Corporate	Travel, Tourism & Hospitality
23	Elin Appliances Private Limited	Mid-Corporate	Electrical & Electronic Goods
24	Elins Switch Boards Private Limited	SME	Electrical & Electronic Goods
25	Embee Software Private Limited	Mid-Corporate	IT & IT Enabled Services
26	Emmbi Industries Limited	Mid-Corporate	Plastic & Plastic Products
27	Eric Apparel Private Limited	SME	Textiles & Garments
28	Estee Advisors Private Limited	SME	Professional & Business Services
29	eTrans Solutions Private Limited	SME	Transportation & Logistics
30	Evolvus Solutions Private Limited	SME	IT & IT Enabled Services





Leading SMEs of India 2016

Sr No	Company Name	Category	Sectors
31	Express Global Logistics Private Limited	SME	Transportation & Logistics
32	Fourth Partner Energy Private Limited	SME	Professional & Business Services
33	Future Focus Infotech Private Limited	Mid-Corporate	IT & IT Enabled Services
34	Gislen Software Private Limited	SME	IT & IT Enabled Services
35	Globe Cotyarn Private Limited	Mid-Corporate	Textiles & Garments
36	Green Gold Animation Private Limited	Mid-Corporate	Professional & Business Services
37	Grenera Nutrients Private Limited	SME	Food Processing & Agro Products
38	H. D. Wires Private Limited	Mid-Corporate	Electrical & Electronic Goods
39	HD Fire Protect Private Limited	Mid-Corporate	Engineering & Machinery
40	Hexagon Nutrition Private Limited	Mid-Corporate	Food Processing & Agro Products
41	Holostik India Limited	Mid-Corporate	Others
42	Ideal Lighting Systems Private Limited	SME	Electrical & Electronic Goods
43	Indfrag Limited	Mid-Corporate	Chemicals & Pharmaceuticals
44	Interactive Manpower Solutions Private Limited	Mid-Corporate	Professional & Business Services
45	ITCube Solutions Private Limited	SME	IT & IT Enabled Services
46	Jaipur Rugs Company Private Limited	Mid-Corporate	Textiles & Garments
47	JHS Svendgaard Laboratories Limited	Mid-Corporate	Others
48	Jodhani Brothers	Mid-Corporate	Others
49	Kavin Engineering and Services Private Limited	Mid-Corporate	Professional & Business Services
50	Koso India Private Limited	Mid-Corporate	Engineering & Machinery
51	Laxmi Agro Industrial Consultants & Exporters Limited	Mid-Corporate	Chemicals & Pharmaceuticals
52	MAF Clothing Private Limited	Mid-Corporate	Textiles & Garments
53	Magnolia Limited	SME	Chemicals & Pharmaceuticals
54	Malladi Drugs & Pharmaceuticals Limited	Mid-Corporate	Chemicals & Pharmaceuticals
55	Manorama Industries Private Limited	Mid-Corporate	Food Processing & Agro Products
56	Marine Hydrocolloids	SME	Food Processing & Agro Products
57	Mascot Metal Manufacturers	SME	Engineering & Machinery
58	Medopharm	Mid-Corporate	Chemicals & Pharmaceuticals
59	Megaa Moda Private Limited	SME	Food Processing & Agro Products
60	Metalman Auto Private Limited	Mid-Corporate	Engineering & Machinery
61	Mikrotek Machines Limited	SME	Engineering & Machinery
62	MKU Limited	Mid-Corporate	Others
63	Modern Transformers Private Limited	SME	Electrical & Electronic Goods
64	Newgen Software Technologies Limited	Mid-Corporate	IT & IT Enabled Services
65	Nila Infrastructures Limited	Mid-Corporate	Others
66	Olive Bar & Kitchen Private Limited	Mid-Corporate	Travel, Tourism & Hospitality





Sr No	Company Name	Category	Sectors
67	Optimus Drugs Private Limited	Mid-Corporate	Chemicals & Pharmaceuticals
68	Orion Security Solutions Private Limited	Mid-Corporate	Professional & Business Services
69	Pioneer Coldstore and Cladding Private Limited	SME	Engineering & Machinery
70	Prasol Chemicals Limited	Mid-Corporate	Chemicals & Pharmaceuticals
71	Prothom Industries India Private Limited	SME	Plastic & Plastic Products
72	Quarterfold Printabilities	SME	Others
73	Reliable Insupacks Private Limited	SME	Plastic & Plastic Products
74	Roop Automotives Limited	Mid-Corporate	Engineering & Machinery
75	Rotex Automation Limited	Mid-Corporate	Engineering & Machinery
76	Sahasra Electronics Private Limited	Mid-Corporate	Electrical & Electronic Goods
77	SARJAK Container Lines Private Limited	Mid-Corporate	Transportation & Logistics
78	Sarla Performance Fibers Limited	Mid-Corporate	Textiles & Garments
79	Satyendra Packaging Private Limited	Mid-Corporate	Plastic & Plastic Products
80	Seaport Logistics Private Limited	Mid-Corporate	Transportation & Logistics
81	Sequel Logistics Private Limited	Mid-Corporate	Transportation & Logistics
82	Shalina Laboratories Private Limited	Mid-Corporate	Chemicals & Pharmaceuticals
83	Sindhu Cargo Services Private Limited	Mid-Corporate	Transportation & Logistics
84	SMI Coated Products Private Limited	Mid-Corporate	Others
85	Sun Electro Devices Private Limited	SME	Electrical & Electronic Goods
86	Suprabha Protective Products Private Limited	SME	Plastic & Plastic Products
87	Survival Technologies Private Limited	Mid-Corporate	Chemicals & Pharmaceuticals
88	Tally Solutions Private Limited	Mid-Corporate	IT & IT Enabled Services
89	TEMA India Limited	Mid-Corporate	Engineering & Machinery
90	Theon Pharmaceuticals Limited	Mid-Corporate	Chemicals & Pharmaceuticals
91	Thermopads Private Limited	Mid-Corporate	Electrical & Electronic Goods
92	UFO Moviez India Limited	Mid-Corporate	Others
93	VaaaN Infra Private Limited	SME	IT & IT Enabled Services
94	Vasa Pharmachem Private Limited	SME	Chemicals & Pharmaceuticals
95	Vasantha Advanced Systems	SME	Electrical & Electronic Goods
96	Vedika Credit Capital Limited	SME	Professional & Business Services
97	Virinchi Limited	Mid-Corporate	IT & IT Enabled Services
98	Wilhelm Textiles India Private Limited	SME	Textiles & Garments
99	WIN (India) Exports	SME	Textiles & Garments
100	Xplorer Consultancy Services Private Limited	SME	Professional & Business Services

Leading SMEs of India 2016









Professor Kavil Ramachandran
Executive Director
Thomas Schmidheiny Centre for Family Enterprise
Indian School of Business



Navneet Bhatnagar
Research Associate
Thomas Schmidheiny Centre for Family Enterprise
Indian School of Business

## **Continuity of Family Business Across Generations**

- By Navneet Bhatnagar and Professor Kavil Ramachandran

Creating family businesses that last multiple generations has always been a challenge. Given that family controlled businesses constitute a significant part of businesses, particularly in Asian countries, the need to find mechanisms to facilitate their survival and growth is always important. Unfortunately, awareness about such mechanisms is limited, let alone the capabilities and resources required to implement any such strategies. It is in this context that we should look at the relevance and magnitude of the impact of the series of family business conferences, the Indian School of Business has been organizing over the years. The Thomas Schmidheiny Centre for Family Enterprise that has organized these conferences ensured that the message of each conference was shared and discussed across academic and business communities.

## Leadership Challenges in Building Large Businesses

Most family business leaders continue to explore the unknown in their 'discovery driven journey', at least until the business becomes really large. This is so independent of the generation to which the business leader belongs to. Fundamental to building a large business is the clarity the family and leadership has about its purpose of existence. While a growth strategy is critical, a set of core organization values that are shared by the employees is a basic building block of any successful organization. One common thing that

helps build lasting large businesses is the practice of those values.

Entrepreneurship is a value that is found to permeate through the history of any multi-generational organization. As the organization grows big and gets trapped by structural and systemic forces, it is the ability of the leadership to sustain entrepreneurial orientation across the organization that helps it to remain competitive.

Another important dimension is the role of women as business leaders. Women leaders and their contribution to building large businesses show their phenomenal inherent capabilities as business transformational leaders. They are proven to be very good in handling emotionally sensitive situations. Lasting family businesses need to more effectively tap the potential contribution of women leaders.

Building a successful large family business depends a lot on the quality and contribution of the board of directors. Very often family business leaders are not aware of the roles and responsibilities that an active board of directors can play. Family businesses that recognize the board as the custodian of the overall interests of all stakeholders do benefit immensely from the collective wisdom of board members. An effective board calls for a vision and strategy that is shared among the promoter family, business leadership and board members. A board with

independent minded and competent members with diverse background is able to help the organization grow rapidly and consistently, while keeping the long term building blocks intact. However, leaders should be aware that it means some loss of freedom for them!

# Building Family Bonding as a Unique Strategic Vision

Family is a unique social institution held together by emotional bonding among the members. Unlike a business, where relationship among the employees is contractual, quality of relationship among the members is influenced by the shared values and purposes. It is a fragile system that needs continued careful nurturing.

What makes the family bonding in a family business context is the positive energy and collective pool of non-monetary network of resources. This helps family businesses to not only withstand challenges but also build lasting businesses. This will happen only when there is strong alignment of goals and intentions in the same direction.

Experiences of several successful family businesses show that relationships are shaped and strengthened by individual personalities working with similar perspectives. Discontent in relationships grows due to mistrust which in turn is an outcome of gaps between what one does and what one's hidden motivations are. Families have to work towards aligning everybody's thoughts and have a shared strategy for the business and family. This essentially implies creation of a shared mental model through dialogues, mutual learning and joint discovery of the unknown. People should develop capabilities to listen.

# Managing Succession and Next Generation Grooming

Family businesses need to plan and prepare for succession to ensure smooth leadership transition when the incumbent leader grows old and is not able to continue in leadership role. This requires that the next line of leadership is timely trained and groomed to take on the larger responsibility in future. A clear succession plan also helps in avoiding potential conflicts among siblings.

The future of family business depends on the choice of successor. The successor must be committed to core family

values and act as a responsible trustee of the business. He/she needs to earn the respect of all stakeholders including employees, dealers, shareholders and board of directors. For this to happen, the successor's appropriate grooming is most crucial.

# Owners Expectations and Growth of Family Business

Owner families need to continually build their businesses with the same entrepreneurial zeal that got them started. As they grow, family businesses always need to guard themselves from organisational inertia. They must keep their entrepreneurial spirit alive. Exploring new ways of doing business must always be explored, while ensuring synergy in overall strategy. Family businesses need to have cohesive thinking amongst all family stakeholders and full clarity on financial terms even with silent partners.

It is important to aptly manage the expectations of family owners, especially when there is diversity in thinking among family members as they traverse through different phases in their lives. It is important that they are made to realize that their goals are only achievable when the business registers satisfactory growth and profitability. Staying together under an effective leadership is the only way to achieve that.

Preserving family wealth is another major challenge for family business sustenance. Business families need to adopt diversification strategy in managing their business and family wealth portfolios. They must develop agile and opportunity-prone operating models. It is important to ensure that family businesses hire, retain and develop the best talent at all levels. Superior human resource capital will help family businesses in creation and preservation of wealth for future generations.

Responsible ownership is vital for family business sustenance. Documenting the ownership norms, rights and privileges is always more trustworthy. It is advisable that family businesses prepare legally valid shareholders agreement that defines precisely who owns what and lays out the rules of transfer, inheritance, sale/exit. This will improve clarity and minimize conflicts.





Figure 1. Essentials for Building Long-Lasting Family Businesses

## Building Teams and 'Letting Go' of Control

Developing capable teams that can deliver and giving them decision-making control is essential for smooth transition of family business leadership to later generations. The incumbent family business leader always faces many challenges in letting-go the control over the business, like fear of loss of stature, power and respect. Insecurity and doubts on the capability of the successor also hinder the transition. It is important that the leader proactively addresses these challenges, insecurities and threats.

Bringing high quality non-family professionals and giving them freedom to operate is essential for long-term institutional building. This has to be achieved by mutual trust, taking charge, delivering performance and adhering to value systems. In most long-lasting family businesses all family members involved are aligned with strategic objectives and are willing to adapt/evolve. Such businesses are receptive to external input and talent and are also valued by external investors.

## **Conclusion**

Transforming family businesses into enduring legacies across generations requires building them as institutions while keeping the organisation and the people managing it rooted in human values. In order

to transform family businesses into lasting institutions, business leadership must adopt long-term perspective while maintaining strategic freshness. Keeping their entrepreneurial spirit alive and building leadership capabilities is very important for family businesses to successfully face future challenges. It is also crucial that even as they grow into large organisations, family businesses retain their familiness and unique strategic vision that can continue to provide them a competitive edge. Though competition can garner superior financial and other physical resources, it is the unique human capital resource that sets the family businesses apart - this must always be valued whenever strategic decisions are made. Augmenting human capital and strengthening familiness must be a core activity for the family business.

Family businesses must also ensure timely grooming of the next generation to prepare and equip them for larger responsibilities in future. Formulation of a clear succession plan with clearly defined roles and responsibilities will help family businesses in avoiding conflicts. The incumbent leader must mentor the successor for a limited period of time and should let-go of control once the successor is prepared to manage the affairs. Building capable teams augments the support to successive leadership. It is important for long-term sustenance that the successor is trained to act as a trustee and take everyone along. Responsible ownership is another important aspect essential to make a family business long-lasting. Varying expectations of different family owners must not hinder the family business from its overarching goal of long-term growth and profitability. Family businesses that act and fortify on these five fronts transform themselves into long-lasting institutions.

Authors are Research Associate and Executive Director of the Thomas Schmidheiny Centre for Family Enterprise, Indian School of Business.

PROFILE OF AWARD WINNERS

## **Explosion Proof Lighting**



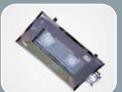














Weather Proof Indoor Lighting

















Weather Proof Outdoor Lighting

















# ideal All Type of Industrial LED Light Manufacturer **Lighting Systems Pvt. Ltd.**





Plot No 209/9, GEB Office Road, GIDC, Ankleshwar - 393002, Dist Bharuch Gujarat INDIA Tel: +91-2646-220245, +91 - 92278 82315; Fax: +91-2646-222713; Email: info@ilsgroup.in

# CHEMICALS & PHARMACEUTICALS

Winners

## **SME**

• AMN Life Science Private Limited

Bradstreet

## **Mid-Corporate**

• Optimus Drugs Private Limited

## **AMN Life Science Private Limited**

Management Details: Managing Director Director Sector Category

Ashish Khemka Reshma Khemka Chemicals & Pharmaceuticals SME

Contact Details: Website: www.amnlife.com

811, A Wing, The Capital, BKC, Bandra (E), Mumbai - 400051, Maharashtra

#### **Business Excellence Highlights**

- The company's line of generic and specialty treatments is backed by efficient development and manufacturing capabilities, ensuring the highest quality and accessibility to medicines while reducing costs. The company is also WHO (cGMP) Certified
- The company has plans to expand its presence in the Middle East, Latin America and CIS countries
- Recently, the company has also started providing Contract Research and Manufacturing Services (CRAMS)

## **About the Company**

AMN Life Science Pvt Ltd (AMN), incorporated in 2003, is involved in manufacturing and export of pharmaceutical products catering to various therapeutic segments which include orals (solids/liquids), injectable/ sterile eye drops, specialty range and nutraceuticals & OTC among others. It also offers formulations in acute and chronic therapy.

## **Operations**

AMN develops, produces and markets generic drugs as well as innovative and specialty pharmaceutical products. It manufactures a wide range of pharmaceutical products such as antibiotic, gastro-intestinal, nephrology, pain & other lifestyle diseases, oncology, biological/ blood products and peptides. The company's products include *Avam, Amcort, S-Valapro, Amnacloxa, Moxitam,* and *Renalog* among others. The company has a strong presence in Myanmar, Sri Lanka, Philippines, Cambodia, Vietnam, Thailand, Mauritius, Ghana, Lebanon, Bolivia and Nigeria among others. The company has registered its products in South Asia and African countries and promotes its products via network of distributors and participation in tenders. The company has registered over 300 products in the last 2 years. It has also registered about 100 new products, taking its product range over 300 across 6 countries worldwide.

Dun & Bradstreet D-U-N-S® No 65-050-7556

## **Optimus Drugs Private Limited**

Management Details: Managing Director Executive Director Sector Category

Dr. Srinivasa Reddy VV Srinivasa Rao Chemicals & Pharmaceuticals Mid-Corporate

Contact Details: Website: www.optimuspharma.com

No. 1-2-11/1, Street no.2, Kakatiya Nagar, Habsiguda, Hyderabad - 500007, Telangana

## **Business Excellence Highlights**

- The company is approved by the major regulatory authorities like US FDA, EDQM, KFDA, COFEPRIS Mexico, WHO GMP etc
- Over 40 process patents have been developed by the R&D centre

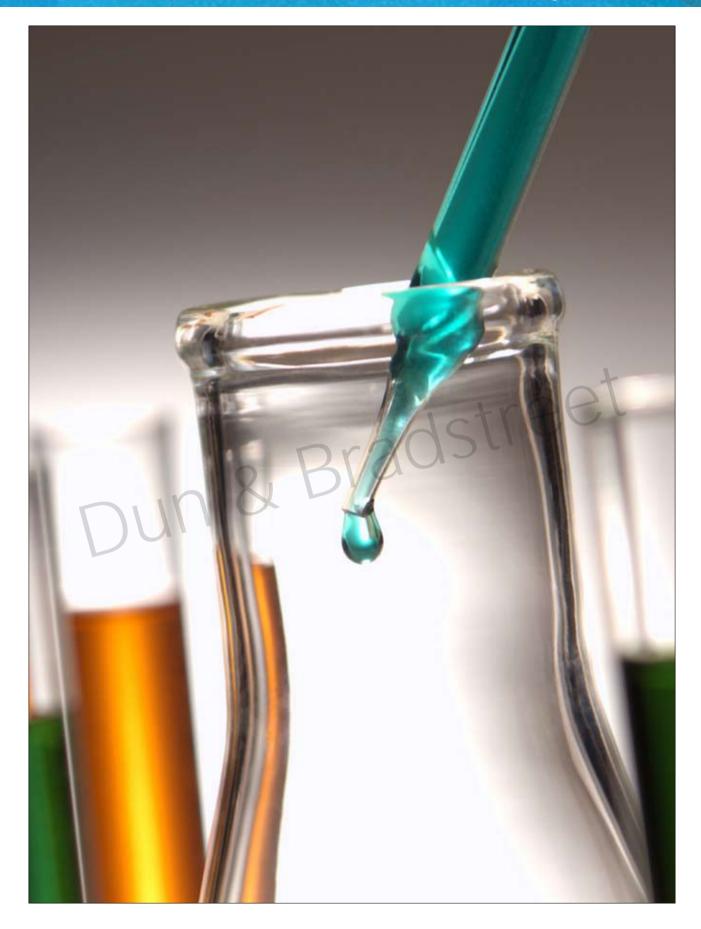
## **About the Company**

Optimus Drugs Pvt Ltd (Optimus), manufacturer of pharmaceutical products, is a part of the Optimus Group. The group started its journey as custom synthesis laboratory in 2004. In 2006-07, the API plant of Surya Kiran Labs was acquired and later renamed as Optimus Drugs.

### **Operations**

Optimus manufactures pharmaceutical active ingredients & advanced drug intermediates for the global pharmaceutical industry. The company specializes in the manufacture of APIs targeting the regulated markets. It caters to various therapeutic segments such as antihyperparathyroid, antidepressant, chelating agent, multiple sclerosis, antifungal, antibacterial, antithrombotic, anticonvulsant, antiparkinsonian, antilipemic and urinary incontinence among others. Optimus operates through its manufacturing facility of about 8 acres located in Nalgonda, Telangana. The company's R&D center is spread over an area of more than 5,000 sq. ft with major equipment such as HPLCs, GC, UV, IR, polari meter, potentiometer, KF titrator, stability and humidity chambers and other equipment.

Some of the major customers include Pfizer, Cipla, Glenmark, Dr. Reddy's, Lupin, Torrent, Novartis amongst others.





# **SASMOS HET Technologies Ltd**

SASMOS HET Technologies Ltd (SASMOS) is an Indian company registered under the Indian Companies Act, 1956 on 19th Nov 2007 and commenced its operations since 2nd Jun 2008. The company has its manufacturing unit and registered office at # 311, NPR Complex, Hoody Village, and Whitefield Road, Bangalore. The company is a leading manufacturer of Aerospace, Defence, Marine industry products of cable assemblies, wiring harness, panel boxes, and electro-mechanical assemblies

Over the last 8 years, SASMOS has serviced many of the Indian Defense customers like Bharat Electronics Limited (BEL), Hindustan Aeronautics Limited (HAL), Defense Research & Development Organizations like ADE (Aeronautical Development Establishment), CABS (Center for Air Borne Systems), DRDL (Defense Research & Development Laboratory), Heavy Vehicles Factory (HVF), Tata Power, L&T, Honeywell Technologies, Goodrich etc.

With a dedicated Export Oriented Unit, SASMOS has been exporting above 80% of its turnover to major global defense companies like Boeing, IAI (Israel Aircraft Industries), Rafael Advanced Technologies, Honeywell Technologies US, Strongfield Technologies UK, Milper Ltd, SMART Systems Pte Ltd, MBDA France, C4 ATS US, Meggitt UK and in the process of exporting to Dassault Aviation, BELL Helicopters, Fokker Elmo B V etc.

The major business being targeted currently and would be focused for the next 5 years is from the overseas Defense & Aerospace companies, looking out for Indian partners who can help them fulfill their Off-set obligations arising out of the defense deals with the Indian Government. SASMOS, being an Indian company is eligible for participating in this multi-billion dollar off-set business and can partner

the overseas Defense & Aerospace companies in fulfilling their off-set obligations to the Indian Government.

The company has also obtained an AS 9100 Rev C certification for the quality systems and processes, which is the primary requirement of any Global customer in this industry. In addition, with the help of the experienced management team and skilled work force, the organization is ready for the multifold growth in the coming years.

SASMOS has set up a subsidiary company Fokker Elmo SASMOS Interconnection Systems Limited (FE-SIL) in November 2014. This company is as a Joint Venture with a Dutch Aerospace & Defence company, Fokker Elmo B V.(Now a part of GKN Group) Fokker Elmo B V is a major supplier (Global Ranking of No 3) for Interconnection Systems to major defense companies like Boeing, Lockheed Martin, Sikorsky, Honeywell etc.

FE-SIL has been set up with the motive of "Make in India", the critical electronic wiring assemblies & looms for the aviation industry, especially Defence & Civil aircraft and helicopters. The company (FE-SIL) is designed to reach a turnover of about INR 100 Crores by 2020 with help of the vast experienced & strong leadership of the SASMOS management and proven Engineering & Technological support of Fokker Elmo B V.

# ELECTRICAL & ELECTRONIC GOODS

Winners

## **SME**

Ideal Lighting Systems Private Limited

Bradstreet

## **Mid-Corporate**

Cotmac Electronics Private Limited

Dun & Bradstreet D-U-N-S® No 87-172-4708

## **Ideal Lighting Systems Private Limited**

Management Details: Director Director Sector Category

Biju Padathuruthy Yogesh Patel Electrical & Electronic Goods SME

Contact Details: Website: www.ilsgroup.in

Plot No. 209/9, GEB Office Road, GIDC, Dist. Bharuch, Ankleshwar, - 393002, Gujarat

### **Business Excellence Highlights**

# • The company has in-house testing facilities for electrical and lighting tests

- The company provides all type of illumination design for virtual lighting results using illumination design software such as DIALux, CG Lux
- The company provides "Pay as you save" method, in which customers have to pay in terms of power consumption savings
- The company is ISO 9001:2008 certified

## **About the Company**

Ideal Lighting Systems Pvt Ltd (ILS) manufactures industrial LED lighting products with unique designing for thermal management. The company offers industrial LED products ranging from 15W to 600W. They also have wide range of high bays and flood lights in higher wattage. The company began operations in 2012 and is headquartered in Ankleshwar, Gujarat.

### **Operations**

ILS's product portfolio includes LED flame proof well glass, LED weather proof well glass, LED flame proof reactor vessel lamp, LED flame proof hand lamp, LED flame proof flood light, LED commercial low bay light, LED weather proof mid bay light and LED weather proof high bay light among others. In addition to selling equipment, the company provides allied services such as testing as well. The company has in-house testing facilities for electrical and lighting tests. The company undertakes projects for creating lighting designs according to actual requirements of plant area with use of special "Lighting designing software" along with complimentary maintenance up to three years. The company provides varied options of illumination design for virtual lighting by using illumination design software like DIALux, CG Lux. The company provides "Pay as you save" method, in which customers have to pay in terms of power consumption savings. Some of the company's major customers include Asian Paints, Reliance Infra, Godrej, Huntsman International, RIL, Indian Air Force, and ONGC among others.

Dun & Bradstreet D-U-N-S® No 86-225-0532

# **Cotmac Electronics Private Limited**

Management Details: Chairman Managing Director Sector Category

Shyam Sirur Mukund Muley Electrical & Electronic Goods Mid-Corporate

Contact Details: Website: www.cotmacelectronics.com

168-'s'-Block, MIDC, Bhosari, Pune - 411026, Maharashtra

## **Business Excellence Highlights**

## The company has started offices in Canada, Singapore and Dubai

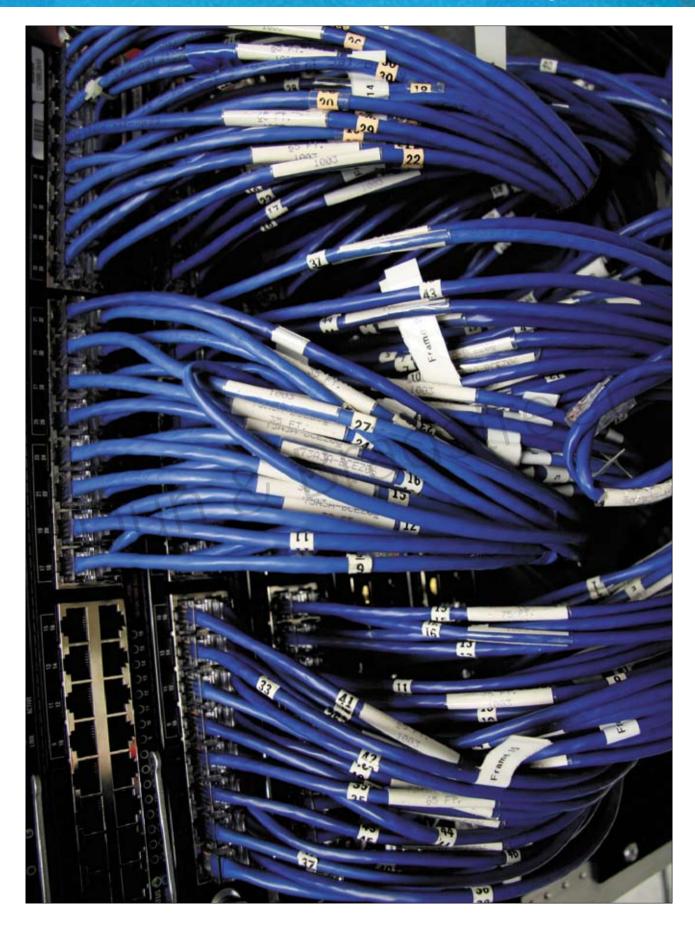
- Cotmac has technical association with Siemens Germany by way of solution partner
- The company has plans to focus on IT-based solutions for manufacturing and process industries

## **About the Company**

Cotmac Electronics Pvt Ltd (Cotmac), an industrial automation solution provider, commenced operations in 1992. The company caters to customers across diversified industry verticals as their one-stop partner for all their automation needs.

### **Operations**

Cotmac offers innovative solutions and services in industrial automation using DCS, PLCs, Drives and CNCs for various applications in industries such as automobile, F&B, pharmaceutical, sugar, cement, paper, energy, chemicals, material handling, steel, packaging, and textiles amongst others. The company provides solutions in areas of factory automation, process automation, control panels, engineering and software services, machine tools re-conditioning and retrofitting, tracking solutions and green energy among others. The company also offers a range of services which include designing customized solutions, systems engineering, software development, installation and commissioning. It also offers turnkey solutions for electrical, instrumentation and control system solutions. The company has four manufacturing facilities and three service and development centers. Some of the company's prominent clients include Siemens India Ltd, Thyssenkrupp Industries India Pvt Ltd, Volkswagen India Private Limited, SKF India Ltd, MRF Ltd, Larsen & Toubro Limited, ITC Limited, and Essar Steel Ltd among others. The company has also expanded its customer base by catering to export orders primarily to Europe, US, Bangladesh and Singapore.





### **Profile**

Hi-Tech iSolutions (Hitech) is a 25-year-old organization specialising in business and engineering solutions through outsourcing. Hitech is headquartered in Ahmedabad (India), with operations in Cochin (India), Santa Clara (USA), Dubai (UAE) and London (UK).

Hitech was founded by young technocrats, a group of graduate students in engineering, with the aim to transform the traditional ways of managing and scaling back office business operations. Today, Hitech is a strategic business partner to companies in industries such as Aviation, Building Design and Construction, Manufacturing and Industrial Engineering, and Media and Publishing.

Through apt use of technology, development of processes focused on excellence in quality, and business ethics centred on values of integrity, trust and commitment, Hitech has helped more than 5,000 clients in over 25 countries save time, money and resources, and compete in the global marketplace. Today Hitech is a crucial partner to multitude of companies worldwide.

Hitech has provided Engineering & Data Management solutions to several Fortune 500 across the globe. By bringing BIM to Architecture and Civil engineering projects, CAE to Industrial and Mechanical Engineering industry, Aeronavigation solutions to leaders in Aviation, and Process Management to businesses, Hitech has played an integral role in growth of businesses.

Hitech's 800 employees have demonstrated repeatedly that the company can take on complex projects and deliver in the shortest period; this has fuelled the company's CAGR of 20% and its reputation as one of the Top Outsourcing Companies in India (Dun & Bradstreet). Recently Hitech achieved "Highest" rating for Financial Strength and Operations Stability; GESIA recognized Hitech as Top Performer in Operations Excellence category.

Hitech is trusted for its dedication to client success, its focus on continuous process improvements and innovation, and the accountability it demonstrates in every business engagement. As Hitech celebrates its Silver Jubilee Anniversary this year, a new chapter is unfolding in its history; Hitech is extending its operations closer to where its customers are, leading to an ever stronger bonding for sustained partnership and mutual growth.

# ENGINEERING & MACHINERY

Winners

## **SME**

• CORE Energy Systems Private Limited

Bradstreet

## **Mid-Corporate**

• HD Fire Protect Private Limited

**SME** 

## **CORE Energy Systems Private Limited**

Management Details: Chairman & MD Director Sector Category

Nagesh Basarkar Sunayana Basarkar Engineering & Machinery

Contact Details: Website: www.core.co.in

Plot X-16, 1 & 2, International Business Centre, MIDC, Dombivli (East) - 421203, Maharashtra

### **Business Excellence Highlights**

## The company has established an office in Dubai, DWC to cater to the Middle East market

- The company is building a fabrication/assembly facility in Mumbai, Maharashtra
- It has collaboration with Pompetravaini, Italy for jointly developing engineered systems for nuclear, oil and gas industry

## **About the Company**

CORE Energy Systems Pvt Ltd (CORE), an engineering services and project management company, was incorporated in 2004. CORE was initially formed as a partnership firm in 1997 and in 2004 it became a private limited company. The company offers a range of high technology products, value added services as well as turnkey engineering solutions catering to niche sectors.

#### Operations

CORE offers its services under various verticals namely - Industrial Productivity Solutions (IPS), Engineering & Turnkey Solutions (ETS), Industrial Engineering Services (IES) and Nuclear Engineering Solutions (NES). The company primarily focuses on nuclear, oil & gas, and defense market; however, it also caters to other major industrial segments such as petrochemicals, fertilizers, chemicals, steel, and infrastructure etc. The company undertakes projects in areas of Engineering, Procurement and Construction Management (EPCM) and Lump Sum Turnkey (LSTK), pumping systems & packages, system integration & skid packages, design & engineering consultancy, compressed air & gas system, HVAC & chilled water plant. It also offers services such as equipment overhauls, erection and commissioning, operation and maintenance, and shutdown. The company's product portfolio includes chillers, pumps, compressors, blowers, plate heat exchangers, air conditioning, air handling units and pneumatic & hydraulic tools. Core has one manufacturing facility located in Thane, Maharashtra. The company's business associates include Chicago Pneumatic, Ingersoll Rand India Ltd, Daikin, Flowserve, Armstrong, Atlas Copco and JST Transformateur among others.







## **HD Fire Protect Private Limited**



Harish Dharamshi Managing Director

## **About the Company**

HD Fire Protect Private Limited, manufacturer of water and foam based fire-fighting equipment & systems, was incorporated in 1990. The company over the last 26 years has its products successfully tested, installed and accepted in thousands of sites across 60 countries worldwide.

#### **Operations**

HD Fire Protect offers a wide range of solutions, from simple industrial fire protection systems to most complex fire-fighting skids. The company's product range includes water and foam based firefighting products including water spray systems, deluge valves and skids, sprinkler systems, fire monitors, foam equipment and systems, foam proportioning systems, custom engineered fire-fighting skids and various other valves and accessories used in fire protection systems. These products are used in various fire protection applications in range of industries.

The company has exhaustive testing facilities that ensure all the products undergo rigorous quality and performance testing with compliance to various international standards. HD Fire Protect is ISO 9001:2008, ISO 14001:2004 and OSHAS 18001:2007 certified by TUV Nord. Company's products have been approved by internationally recognized agencies — UL (USA) and FM (USA). Products also have various other certifications like approval from Bureau of Indian Standards, CE mark and ASME U stamp for pressure vessels.

The company has its manufacturing plant spread over three acres located in Jalgaon, Maharashtra and its second plant and corporate office in Thane, Maharashtra. Company's facilities include inhouse foundry, CNC & conventional machine shop, conveyorized painting and powder coating unit, advanced fabrication facility certified for manufacturing pressure vessels as per ASME Section VIII-DIV 1, Grit blasting facilities, flow testing facilities with flow up to 18,000lpm. The company has exhaustive testing facilities including Hydraulic, Performance, Induction, Foam Expansion and Metal testing using Spectrograph, etc. Company has implemented a fully integrated ERP system.

The company caters to large oil, petrochemical, industrial, chemical, and power companies among others in the world. The company has its presence across Asia, Australia, Middle East, Europe and

## Sector

**Engineering & Machinery** 

#### Category

MID

### **Management Details**

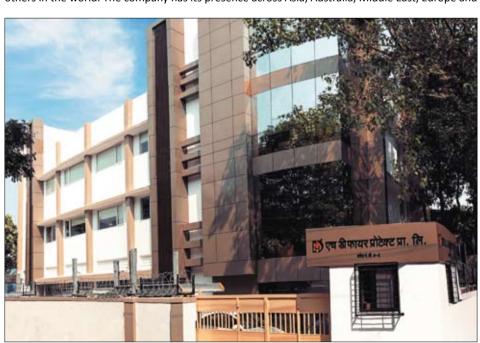
Managing Director Harish Dharamshi Directors Anik Dharamshi Miheer Ghotikar Narendra Dharamshi Sushil Shah

### **Contact Details**

D-6/2, Road No.34, Wagle Industrial Estate, Thane – 400604, Maharashtra Telephone: +91 22 21582600 Email: info@hdfire.com Website: www.hdfire.com

## **Key Business Highlights**

- Company's product technology is 100% indigenous. Company follows three principles: "Make in India", "Make for India" and "Make for the World"
- In FY16, the company has constructed a new corporate office & factory building at Wagle Estate, Thane
- Company's products are approved by various international regulatory agencies and Government authorities in numerous countries worldwide



HD Fire Protect - Corporate Office

14 Advertorial



HD Fire Protect - Jalgaon Factory

America. Some of the major customers include Reliance Industries, BPCL, NTPC, Kuwait Oil Company, Saudi Aramco, Saudi Electricity Company, PT. Pertamina, DLF, Essar, Hyatt Hotels, Hyundai, P&G, PepsiCo, Samsung Engineering, and Tata Steel among others.

Company has strong focus on R&D and its product technology is completely indigenous. The company has customer centric approach and thus has one dedicated account manager or account executive for every customer. The company has started field support services to assist the customers in installation and commissioning of its products on site. The engineers have successfully travelled internationally to countries like Myanmar, Thailand, Oman and UAE for customer support in installation. Company also offers various training programs including technical training and hands-on practical training on its range of products. The company has its sales office in Delhi and its network of distributors in various countries across the world.

HD Fire Protect has partnered with POTTER and is an authorized exclusive distributor of Products such as Fire Sprinkler Monitoring, Fire Systems and Corrosion Solutions in India. Company is focused on improving its online presence and this it is active on social platforms such as Facebook, YouTube, and LinkedIn. The company has managed to get more than 600 followers – from Fire Protection Industry on LinkedIn.

Company regularly participates in trade shows & events to showcase its products. In FY16, it participated in Intersec Expo 2016 in Dubai, Fire & Safety India 2016 Show in Mumbai, MIPS / Securika 2016 show in Moscow and FIPS Show 2016 in Sau Paulo, Secutech 2016 show in Hanoi, IFSEC 2016 show in Sri Lanka and MEFSEC show in Cairo.

Company has achieved highest financial ratings of MSE\*1 from Crisil and MSME-1 from SMERA.

Advertorial 15



## USP's

- A WHO GMP compliant Pharmaceutical Export House with integrated portfolio of high quality medicines.
- Committed to serve global healthcare need
- Over 300+ Product registrations worldwide
- 200+ products under registration pipeline
- Focused on reach and affordability
- Proficient regulatory team able to provide CTD compliant dossiers
- Upcoming Beta/ Cepha / general manufacturing facility near Mumbai to export to Regulated Markets.

# **Specialty product range covering**

- Nephrology
   Gastroenterology
   Oncology
- Cardiovascular & Diabetes
   Antibiotics

## **Future plans focused on**

Biosimilars
 Nano-technology

Access to life...

Access to healthy life...

# FOOD PROCESSING & AGRO PRODUCTS

Winners

## **SME**

Marine Hydrocolloids

## **Mid-Corporate**

Capricorn Food Products India Limited

Bradstreet

## **Marine Hydrocolloids**

 Management Details:
 Chief Executive Officer
 Managing Partner
 Sector
 Category

Kurian Jose (Jr.) Kurian Jose (Sr.) Food Processing & Agro SME

Contact Details: Website: www.meron.com

Deepa Building, Santo Gopalan Road, Chullickal, Cochin – 682005, Kerala

### **Business Excellence Highlights**

## The company has in-house R&D department with a pilot plant to test and process new products before large scale commercial production

 The company's various certifications include ISO 22000:2005, GMP and HACCP

## **About the Company**

Marine Hydrocolloids (Marine), formed as a partnership firm, started manufacturing food grade of agar agar in 1982. In 1989 it started manufacturing bacteriological, pharmaceutical and plant tissue culture grade agar agar. The company is a part of Meron group which is a manufacturer and exporter of agar agar, agarose, culture media ingredients and natural biopolymers in India.

#### Operations

Marine is a manufacturer and exporter of agar agar that is used in various industries such as food, pharmaceutical, microbiology, biotechnology, dentistry etc. The company offers three grades of the product viz. food, bacteriological and pharmaceutical grade. The company's product portfolio of agar agar includes bacteriological grade, food grade powder, food grade strips, pharma grade, plant tissue culture grade, plant gel (gellan gum), wonder gel (spreadable agar-agar), agarose. The company has one manufacturing facility which is located in Cochin, Kerala. The company has production capacity of over 350 MT per annum. Exports account for more than 50% of the company's revenue. The company exports to countries such as South America, Europe, CIS & Russia, Africa, Middle East, South East Asia, USA, Far East, and Australia.

Dun & Bradstreet D-U-N-S® No 86-217-7636

## **Capricorn Food Products India Limited**

Management Details: Managing Director Director Sector Category

Rahoul Jain Shuchi Jain Food Processing & Agro Products Mid-Corporate

Contact Details: Website: www.capricorngroup.com

New no. AH-11, 8th Main Road, Shanthi Colony, Anna Nagar, Chennai - 600040, TN

## **Business Excellence Highlights**

## Capricorn has temperature controlled warehouses to maintain optimum product quality

- Capricorn is Certified FSSC 22000:2010 for The Food Safety Management Systems, Certified for Kosher by STAR KOSHER, Certified for Halal by Jamiat Ulama-E-Maharashtra, and Certified by BRC for Global Standard for Food Safety
- In FY16, the company launched Tiffin-To-Go whose range of products include Punjabi Dal- Chawal, Rava Upma, Biryani and a wide range of Indian Desserts

## **About the Company**

Capricorn Food Products Pvt Ltd (Capricorn) was established in 1998 as an export oriented food processing company to manufacture tropical fruit pulp / purees and concentrates, bulk frozen, IQF fruits & vegetables, fruit juices and dehydrated products (ready to eat). In 1999, the company started with canning process and by 2003 an aseptic packaging line was introduced for processing fruit purees /concentrates.

## Operations

Capricorn is a fruit processing company manufacturing pulp/purees and concentrates of tropical fruits like mango, pineapple, guava, papaya, pomegranate, banana, etc. It also processes vegetables, gherkins, peppers, baby corn, beans, potatoes and green peas in frozen form. The company procures fruits and vegetables from its own orchards and nearby farms. It processes close to 1, 00,000 tons of mangoes every year. The company procures packing material from certified vendors and packaging is done in ASEPTIC bags from 20 litres to 1000 litre packs and OTS cans. The company processes over 200,000 tons of tropical fruits every year. It follows ISO 9001-2000 standards for ensuring the quality of the processed foods. The company also has its own mango orchards covering almost 140 acres in Satyavedu, AP. The company has well-structured infrastructure with production lines, warehouses, ripening chambers to ensure best quantity at best quality. The company has 5 production facilities viz. two in AP, two in Maharashtra and one in TN. The company exports to more than 50 countries across the US, Europe, Asia and Middle East.





## **GST for SMEs - A Perspective**

GST is a game changer because it is not just an overhaul of indirect taxes, but the way business is done. Unless you are not on top of your taxes on a daily basis, there is no way you will be on top of your business. Let us examine what this means for an SME and also unorganized businesses.

## How do SMEs comply with their taxes today?

At the end of a specified period, be it a month, quarter or a year, a Chartered Accountant (CA)/ Sales Tax Practitioner (STP)/Tax Return Preparer (TRP) would either call or send his person over to the business person's establishment, collect the documents of sales and purchases and on the day the payment is to be made, advise an amount to be paid and manage the compliance process. There is also the management of the assessments, dealing with the assessment officer, providing explanations, etc.

## How will things change with GST?

GST is a technology led law. Nothing under this law in terms of compliance can be accomplished without a stamp of technology. Right from raising invoices to the matching that happens on the GSTN portal for availing input credit to filing returns, making payments, everything is technology led. So, if you or your advisor (CA/STP/TRP) are going to believe that you are going to wade through this without adopting technology, you are doomed. Unless the business person can actually monitor input credits and ensure they are gets available, the business will not be competent. This is not only restricted to the business but the entire ecosystem the business is part of. Everyone will need to comply.

## What about the unorganized sector?

If you look at the 20L limit for registration and compliance, what does it exactly mean? A business of 6k rupees/day which many people in the economy are into but not necessarily aware that they need to comply. The number of these businesses are roughly 6 million. Unless they efficiently comply, the seamless chain that is the foundation of any value added tax regime would fail, ultimately leading to them closing

down. However, if adopted, this would be a huge boost to businesses of every size.

## What should be done to prepare and be ready?

There are a few important things which need to be followed to the "T" to ensure a successful regime for small businesses.

**Technology**- Since technology is the foundation of GST, you either adopt it or lose your position in the market. Be it for availing input credit, filing returns or for that matter any part of compliance, technology in terms of choosing the right software to manage your business is the key.

Transparency- With demonetization extending its tentacles, there is very little that a direct tax officer does not know about your business that an indirect tax officer knows or vice versa. So the more transparent you are, you get the stamp of confidence from your ecosystem and this can enhance your business.

*Timelines*- Gone are the days when defaulting in filing your returns affected only you. It will now affect everyone in the ecosystem this will lead to you losing your trust in the chain and the risk of going out of business. So timelines become extremely important and cannot be taken for granted.

**Training-** Train your employees and get them to understand the importance of compliance and how it directly affects your business. This needs to be looked at from long term perspective and will play a very important role in the smooth operation of your business.

Tax Return preparer- If you chose to outsource your returns, ensure that the TRP understands your business and also assists you with the right amount of knowledge and expertise that is needed from him.

Overall, it is a make or break time for businesses and we are at the cusp of one of the biggest economic changes in the country's history. The mantra to best manage this change is technology and its successful adoption will be key to compliance and economic growth.

# IT & IT ENABLED SERVICES

Winners

## **SME**

• Cadsys (India) Limited

## **Mid-Corporate**

 Computer Age Management Services Private Limited

Bradstreet





N C V Harish Rangacharya Managing Director

### Sector

IT and ITeS

#### Category

SME

### **Management Details**

Managing Director

N C V Harish Rangacharya

Executive Director

N C Padmaja

## **Contact Details**

3-5-900/1, 4th Floor, Aparajita Arcade, Old MLA Quarters Rd, Himayath Nagar, Hyderabad - 500029, Telangana Telephone: +040 23224110 Website: www.cadsystech.com

## **Key Business Highlights**

- Certified ISO 9001:2015 QMS and 27001:2013 ISMS from BSI, UK
- More than 20 years of corporate expertise in GIS and engineering services
- Launched new software, Super Pro for CATV and telecom customers
- Strong financial and management base
- Flexible and round the clock operations
- Own in-house product Concord Pro for data conflation
- Effective ERP based project control systems like LMS

## **Cadsys (India) Limited**

## **About the Company**

Cadsys (India) Limited (Cadsys) is engaged in providing GIS, engineering, Photogrammetry, Survey and software development. Headquartered in Hyderabad, the company began operations in 1992 and currently has offices in US and Australia. Cadsys undertakes GIS and engineering design services in the domains like telecom, CATV, oil & gas, electric and other utilities.

## **Operations**

Over the last 20 years, Cadsys has mapped millions of square miles of the earth's surface under its GIS & mapping services for various global clients. Cadsys adopts high degree of automation and various total quality management techniques to improve efficiency, quality and be a reliable partner for customer's success in competitive markets. Cadsys operates with a network of channel partners across the globe. The company provides 90% of value addition through its Indian based operations and the channel partners provide the business development and logistic support. Cadsys has ISO and ISMS certifications.

## **Prominent International Presence**

Cadsys derives most of its revenues from its international operations. It has service presence in 13 countries. The company has global footprint of long-standing relationship with major companies in US, UK, Middle East and Australia. AT&T, Verizon, Qwest, Silcar, BYERS Engineering, Hyderabad Traffic Police and MidAmerican Energy are some of the elite customers of Cadsys.

## **Strong Focus on Innovation**

Concord Pro is Cadsys's innovative conflation software, aimed to help the utility companies to conflate their network data to new landbase more accurately. Concord Pro provides a cost effective solution for utility customers who want to conflate their networks to new landbase.

The newly launched software – Super Pro is specifically developed for CATV and telecom customers to design their OSP network. This software has enabled Cadsys to bag new large projects from customers like Comcast, Verizon and Google Fiber. The company is currently executing projects for Verizon (US), SILCAR Communications (Thiess) (AUS), Comcast (US), Google Fiber (US), and MidAmerican Energy (US) amongst others.

## **Customer Centric**

In order to ensure higher customer satisfaction, Cadsys develops customized software products that meet customer's specific requirements. This has enabled the company to retain its customers for the past eight years with repeat orders. Further, in order to address the needs of the customers and to reduce response time, the company has set up offices in Australia and the US.

### Social Media Engagement

Cadsys over the past few years has significantly increased its online presence through various social media channels such as Facebook, Twitter and YouTube. In addition to this the company adopts different techniques like SEO for branding and to generate business enquiries.

## **CSR**

The CSR activities of the company are aimed at environmental conservation, animal protection, and improve cleanliness. Over the years, the company has undertaken various initiatives to support the bio diversity campaign, animal protection campaign and has been actively involved in Swatch Bharat campaign.

22 Advertoria

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# **Computer Age Management Services Private Limited**

Management Details: President & CEO Chief Financial Officer Sector Category

N.K. Prasad M Somasundaram IT & IT Enabled Services Mid-Corporate

Contact Details: Website: www.camsonline.com

No 158 Rayala Towers, Mount Road, Chennai - 600002, TN

### **Business Excellence Highlights**

The company's service solution portfolio for mutual fund industry, AIF/PE & VC Funds, Banks and NBFCs and private insurance companies includes –

- · Regulatory services
- Customer service
- · Record keeping
- · Account creation
- · Transaction processing

## **About the Company**

Computer Age Management Services Pvt Ltd (CAMS), one of India's premier mutual fund transfer agency, began operations in 1988. The company primarily offers its services to the mutual fund industry. It also acts as a technology enabled service solutions partner to private life insurance, private equity funds, banks and non-banking finance companies. The clientele of the company includes BlackRock, Fidelity, J.P. Morgan, HSBC, Prudential, Sun Life and Standard Life among others. It is headquartered in Chennai and has pan India presence with offices across 262 cities.

## **Operations**

The company is one of the largest IT enabled services player that manages and supports the complete value chain of investor services. For the mutual fund industry, its array of services to the asset management companies include transfer agency services, customer care services and various other services for distributors. In addition to serving as a B2B solutions partner, the company also provides B2C services through a variety touch points such as pan India network of service centres, white label call centre, and white label online services. The company has a unique fee structure linked to assets serviced rather than transactions based pricing. The company has launched market leading platforms, *myCAMS* for individual investors and *GoCORP* for institutional investors and will be focused on growing the adoption of these transformational platforms. *myCAMS* is a technology application which enables clients to conduct various types of transactions online for all mutual funds serviced by CAMS as Registrar.



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- Past performance and Future potential
- Comprehensive analysis of relevant parameters

# PLASTIC & PLASTIC PRODUCTS

Winners

## **SME**

Suprabha Protective Products
 Private Limited

Bradstreet

# **Mid-Corporate**

• Emmbi Industries Limited





**Prabhakar Rao Bantwal**Chairman and Managing Director

### Sector

**Plastic & Plastic Products** 

#### Category

SME

## **Management Details**

Chairman and Managing Director Prabhakar Rao Bantwal Director Sumalata Bantwal

### **Contact Details**

Suprabha Corporate House, 373, Somwar Peth, Pune - 411 001 Tel: +91 20 2606 1238/ 1123 Website: www.suprabha.com

## **Key Business Highlights**

- The company is one of the first VCI manufacturers in the world to get an ISO: TS 16949 certification
- The company has a strong focus on superior quality, customer satisfaction, ethics and the environment
- The company has fostered economic growth opportunities for 4-5 villages in and around their factory by providing employment to about 500 illiterate and semiliterate, socially and economically backward citizens

## **Suprabha Protective Products Private Limited**

## **About the Company**

Suprabha Protective Products Pvt Ltd (Suprabha) is a Corrosion Solutions Provider with a wide array of products and services. Suprabha's tryst with anti-corrosion goes back to the 70s, when Late Chariman Mr. Jayakrishna Shripad Betrabet, innovated the groundbreaking concept of India's first eco-friendly Vapour Corrosion Inhibitor (SVCI). Initially the company started as a proprietary firm and in 1987 was converted into a private limited company. With over four decades of experience in the industry, the company has made path-breaking innovations in eco-friendly and bio-degradable SVCI for rust prevention and established itself as one of the trusted players in the market.

#### **Operations**

Suprabha's corrosion solutions have enabled its customers experience up to 40% savings in their corrosion costs annually. The company's solutions have applications in varied industries namely automobiles, power, steel, aluminum, cement, fertilizer, and agriculture. Major products categories offered by the company are Vapour Corrosion Inhibitors and Polymer Products. Rustopaper, Rustofilm, Biodegradable Synthetic Paper, Rustopliq, Rust Prevention Oils, Water Based SVCI, Rustojel, SVCI Powder & Desiccants, and Surface Treatment Liquids are products offered under the Vapour Corrosion Inhibitors category. These products are used for protecting goods and machinery of all sizes. LDPE Film, Stretch Film, Shrink Film, Mulch Film, HDPE / PP Bags & Covers, Fumigation Covers, Tarpualins, Jumbo Bags, FIBC, Scrim Fabric, etc are the products offered under the Polymer products category. The company has introduced revolutionary concepts like Corrosion Audits, Supply, Apply & Preservation (SAP) and provides consultation, trains customers' personnel in the proper application of their products, provides detailed study reports and customized technocommercial proposals to suit the varied needs of its customers.

The company has two manufacturing facilities spread across 300,000 sq. ft. in Pune. The facility is fully automated and integrated covering all processes and products ranging from film blowing/extrusion of polymers, lamination, chemical coating to the fabrication of customized covers. The lamination plant of the company is equipped to produce laminated fabric up to 4,250 mm in single width. The company strongly focused on being environmentally friendly. The company through its research and development division is constantly on the lookout to improve their process and make them greener. The raw materials used in the production are eco-friendly and bio-degradable. The company uses water soluble chemicals and water emulsion or chemicals which are water insoluble, and eco-friendly LPG gas for drying range. The company has adopted dry packaging system with its SVCI protection with bio-degradable and clay based desiccant.

Essar Steel Ltd., Ikon Associates, JSW Steel Coated Products Ltd, BHEL, NTPC, NALCO, Jindal Stainless Ltd, Honda, Tata Motors, Maruti Suzuki, TVS, Brakes India Limited, Federal Moghul, Samkrg Pistons, Pitti Lamination, TDPL, Tecumseh, Phoenix Marketing are some of the elite customers of the company. Besides these, the company has over 3,500 loyal customers.

Suprabha is one of the first VCI manufacturer's in the world to get an ISO/TS 16949 Certification which is usually restricted to the automotive industry. The company's quest for excellence has helped it garner several awards from reputed national and international organizations such as Indian Institute of Packaging, World Packaging Organization, BIS and others, year after year. Suprabha is also serious about its Corporate Social Responsibility. To this end, the company have provided employment to hundreds of men and women from the surrounding villages, thus empowering them and enabling them to provide for their families and contribute to society.

26 Advertorial

#### Dun & Bradstreet D-U-N-S® No 65-083-6583

## **Emmbi Industries Limited**

Management Details: Chairman & MD Chief Financial Officer Sector Category

Makarand Appalwar Rinku Appalwar Plastics & Plastic Products Mid-Corporate

Contact Details: Website: www. wovensackindia.com

Valecha Chambers, 3rd Floor, New Link Road, Andheri (W), Mumbai - 400053, Maharashtra

### **Business Excellence Highlights**

## Emmbi's R&D center called as "Emmbi Innovation Lab" has been recognized by the Department of Science and Technology as a Government approved R&D center

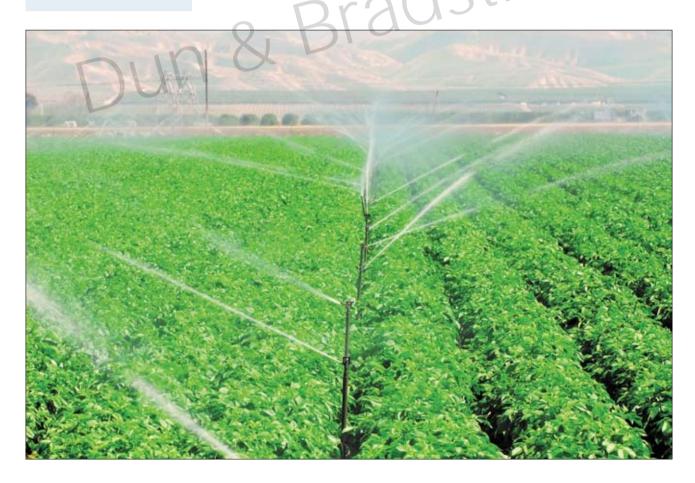
- It has registered 11 patents during the past two years
- The company has developed energy savings solutions for various verticals and thus managed to reduce its consumption from 0.89 units per kg of the polymer processed to 0.83 units per kg of the polymer processed resulting in power saving of 9% y-o-y

## **About the Company**

Emmbi Industries Ltd (Emmbi), manufacturer of woven polyethylene and polypropylene products, was incorporated in November 1994. The company manufactures FIBC (Flexible Intermediate Bulk Containers) and woven sacks and various woven polymer based products.

### **Operations**

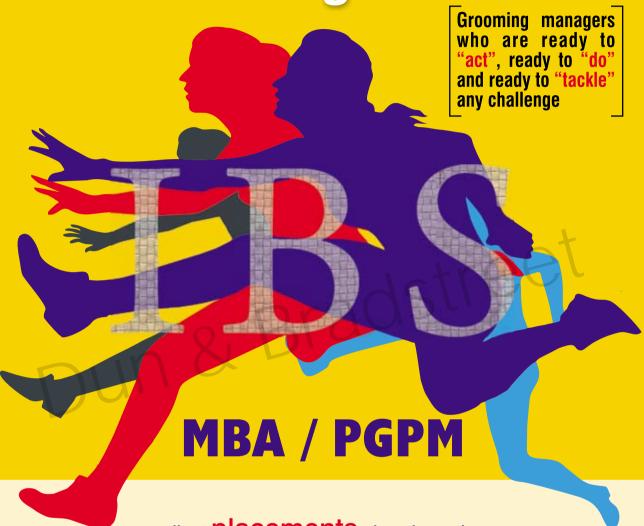
Emmbi offers specialty FIBCS, standard FIBCS, containers, liners & box bags, sacks, aqua save water conservation products, specialty films & fabrics, asbestos removal products, and anti-corrosive VCI packaging solutions. The company manufactures over 30 products which include de-watering FIBC, single & two loop bags, automobile covers, valve mouth plastic woven sacks, flexible water tank, film liner barrier & moisture proofing, FIBCs for asbestos, and woven PE Sheets among others. The company has its manufacturing facility located in Silvassa, Dadra & Nagar Haveli. The facility is equipped with latest machinery for its various activities such as extrusion, weaving, webbing, extrusion coating, 3 layer co-extruded liner, twisting & filler cords, printing section, FIBC assembly, packing & coding section, quality assurance lab, and natural weathering. The company has implemented a lean manufacturing process achieving a "Six Sigma" level. The company has its presence in over 52 countries across Europe, America, Australia, UK, Middle East and Asia. Some of the major customers of the company include HUL, ITC, GCPL, RIL, Amazon, Flipkart, Pioneer Seeds, DOW Chemicals, Honda Motors, and Suzuki Motors amongst others.











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# PROFESSIONAL & BUSINESS SERVICES

Winners

## **SME**

• Fourth Partner Energy Private Limited

Bradstreet

# **Mid-Corporate**

Kavin Engineering and Services
 Private Limited

Dun & Bradstreet D-U-N-S® No 87-140-6566

## **Fourth Partner Energy Private Limited**

 Management Details:
 Managing Director
 Executive Director
 Sector
 Category

Saif Dhorajiwala Vivek Subramanian Energy SME

Contact Details: Website: www.fourthpartner.co

Fourth Partner House, Plot No.: N46, H. No: 4-9-10, HMT Nagar, Hyderabad - 500076, Telangana

### **Business Excellence Highlights**

## The company is registered as a partner with state bodies in India such as RREC (Rajasthan), TNREDC (Telangana) and NREDCAP (Andhra Pradesh)

 The company's broad product portfolio comprises of small solar lanterns to solar street lights and solar power packs

## **About the Company**

Fourth Partner Energy Pvt Ltd (Fourth Partner Energy) is a renewable energy service company established in 2010. The company operates in various areas of solar power by providing services for financing, engineering, project installation, and post-installation services. The company has completed over 500 installations across multiple states in India.

#### Operations

Fourth Partner Energy provides turnkey EPC services for grid-connected and off-grid rooftop solar power installations for industrial, commercial, and residential purposes. It offers annual maintenance contracts, in addition to specific operations and maintenance contracts such as breakdown maintenance services, preventive maintenance services, solar panel cleaning services, and other customized maintenance services. The company's product portfolio includes off grid system, solar pump, solar lantern, umber charge controller, solar street light systems, solar home lighting systems, solar outdoor lighting, and solar power packs are the products offered by the company. The client has diversified client base comprising banks, educational institutions, oil companies, hospitals, government entities, PSUs, non-profit organizations, schools and residential complexes among others. Pay-per-use- model and capex model are the financing options offered by the company. In the pay-per-use- model, the customer can pay for the energy generated from solar asset or pay a pre-agreed price. In the capex model, the company offers financing lease options for its customers.

Dun & Bradstreet D-U-N-S® No 67-709-8814

## **Kavin Engineering and Services Private Limited**

Management Details: Chief Executive Officer Director Sector Category

S Ramachandran Manimekalai, Ramachandran Professional & Business Services Mid-Corporate

Contact Details: Website: www.kavinengg.com

Module 102, Tidel Park, Civil Aerodrome Post, Coimbatore - 641014, TN

## **Business Excellence Highlights**

## Since its inception, the company has completed more than 220 projects for offshore floating, offshore fixed, onshore & terminals and power refinery segments

- The company has executed more than 75 projects for FPSOs
- In 2015, the company opened an office in Singapore

## **About the Company**

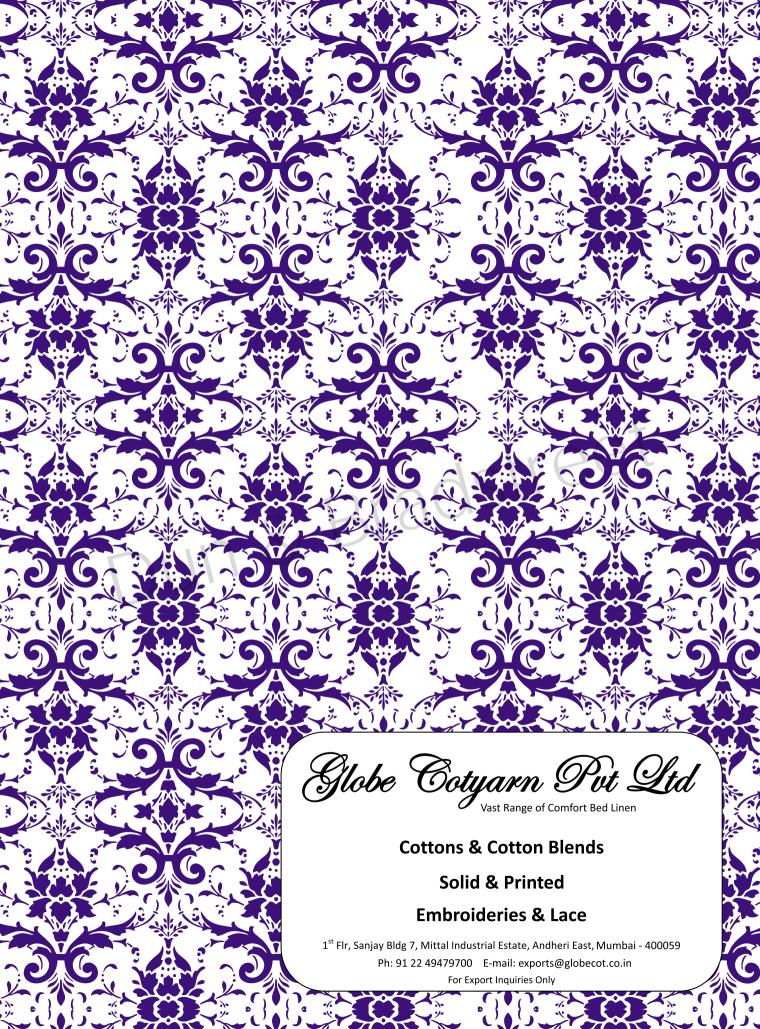
Kavin Engineering and Services Pvt Ltd (Kavin Engineering), incorporated in 2002 and headquartered in Coimbatore, provides customized concept to commissioning services for oil and gas production and processing facilities, both off & on-shore. The company specializes in engineering FPSO (Floating Production Storage Offloading) topside and modularized packages.

#### Operations

Kavin Engineering's offerings cover the entire spectrum of offshore and onshore oil and gas processing systems in the upstream market. Its service offerings include engineering and design services, project management consultancy services, primarily in the global oil & gas industry. Its service portfolio includes brownfield, greenfield (offshore and onshore) project engineering; engineering services; process systems & packages; and project management consultancy service. The project engineering segment offers brownfield facilities upgrades and de-bottlenecking studies; greenfield facilities developments; offshore fixed and floating facilities and FPSO developments among others. The engineering services offered under engineering comprise of conceptual and feasibility Studies, front end engineering design, process optimization studies, process design reviews, and FPSO topsides design amongst others. Some of the company's major domestic clients include ONGC, Oil India, HPCL and BORL among others. The company has executed global projects in Yemen, Oman, Iraq, Indonesia, Malaysia, Nigeria, Australia, Mexico and Vietnam among others.



Advertorial 31



# **SME Business Excellence Awards 2016**

# **TEXTILES & GARMENTS**

Winners

### **SME**

Aesthetic Living Merchants Private Limited

Bradstreet

# **Mid-Corporate**

• MAF Clothing Private Limited





**Nitin Jain**Managing Director

### Sector

Textile

#### Category

SME

#### **Management Details**

Managing Director Nitin Jain Director Ritika Jain

### **Contact Details**

Plot No. 36, Pace city 1, Sector 37, Gurgaon, Haryana - 122001 Email: nitin@abia.in Website: www.abia.in

#### **Key Business Highlights**

- INV HOME, is the high end retail brand and has opened 4 stores in New Delhi, Mumbai and Hyderabad within a span of 4 years which are running successfully.
- The company is a one stop shop for home and living for the export market as well as the retail stores where the variety of products available in one place is rare in the market.
- The company has ventured successfully into the new product categories and won appreciation and awards from buyers for the innovative designs and uniqueness.

### **Aesthetic Living Merchants Private Limited**

#### **About the Company**

Aesthetic Living Merchants Pvt Ltd (ABIA) was founded in 2002 with an objective to cater to the requirements of the global lifestyle world. Over the years, the company has positioned itself as a one stop universal destination for all home décor needs.

#### Operations

The company specializes in manufacturing products for the home and living departments of high end stores. The company has three manufacturing facilities in Haryana. It has a rich experience of over twelve years working with luxury brands like Harrods, Bloomingdale's, Calvin Klein Home, Ralph Lauren, and Neiman Marcus. Exports contribute to a major share of the company's revenues. The company has customers across the globe with its major markets being US, UK, Denmark, South America and the Middle East. The company is the one of the prominent suppliers of bedding items to West Elm, a premier brand in the U.S.A. The other major US brands contacting with ABIA are Williom Sonama and Nordstrom.

As an asset heavy company and being in the fashion space, it is vital for the company to have a quick inventory turnover in order to have a strong operating cash flow and avoid theirs products becoming obsolete. To improve its inventory turnover the company adopted inventory management software. The use of inventory management software has enabled the company to improve its inventory turnover, reduce shelf life, and improve profitability. In order to keep up the pace with the fashion world, the company also focuses in releasing new collections every season. These new designs are developed by the company's in house designing teams.

In order to enhance the customer experience, the company is constantly focused on identifying new ways to serve their customers better. The company has domestic presence in Mumbai, Hyderabad, and Delhi. In order to improve customer response time, the company has started fulfillment centers in Mumbai and Hyderabad. This development has enabled the company to save on its transportation costs.

In addition to the domestic markets, the company also has strong focus on exports. In order to enhance its customers reach, the company regularly participates in fairs like the Heimtextil and Ambient in Frankfurt and fairs in India like IHGF, and industry conventions. The company is also collaborating with Enova Textile (US) for procuring green cotton.



Corporate Office

The company also initiated the e-commerce branch of INV HOME which is a high end online brand reaching across the globe through www.invhome.in. Further, in order to enhance its online presence, the company is active on all social platforms which include Facebook, Twitter, Instagram, LinkedIn, and Pinterest.

#### **Product Portfolio**

The company's key products are covered under the following brand categories:

#### **Home & Living**

ABIA is specialized in interior decoration articles of metal, leather wood, glass, textiles, home fashion, The company aims to enable its customers create symphony in their homes. It also offers a complete range of coordinated home décor products which consists lamps, wall mirrors, office stationary & soft furnishings. They comprise of bed linen (quilts, throws, duvet cover, sham), cushion cover, curtains, table linen (tablecloth, mat, napkin, runner), kitchen accessories (apron, oven mitt, pot holder, kitchen towel), outdoor products like pillows and poufs, decorative items, decorative lamps, high end furniture, leather stationary and innovative leather-steel blend up market luxury products. Some of the company's products are eco-friendly as they are made using organic and recycled fabrics. The company adheres to the highest standards by only procuring the highest quality of raw materials and imported fittings.

#### **INV HOME**

The company launched INV HOME brand in 2012 and is aimed to redefine the luxury living by combining time honored artisan techniques with precise state-of-the-art detailing. INV HOME products are elegantly designed and made using the highest quality of materials. In addition to home décor, the products offered under the INV HOME brand extend to dinnerware, candleware, home linen, lightings, decor, and furniture.

#### **CSR**

The company deeply believes that it has a responsibility towards the society. Under its umbrella of CSR activities, the company has supported education for underprivileged children by providing them with uniforms, stationery, and toiletries and provided financial assistance for victims of floods and earthquakes across the country. In addition to financial assistance, the company also provided clothes and quilts for victims of natural disasters.









### **MAF Clothing Private Limited**

Management Details: Director Director Sector Category

Munavar Jaliwala Faizal Jaliwala Textiles & Garments Mid-Corporate

Contact Details: #35/3/32, Adakamaranahalli, Tumkur Road, Makali Post, Bengaluru - 562123, Karnataka

#### **Business Excellence Highlights**

### The company uses latest technologies for its operation such as CAD software for designing, automated machines for manufacturing activities, ERP systems for its business functions

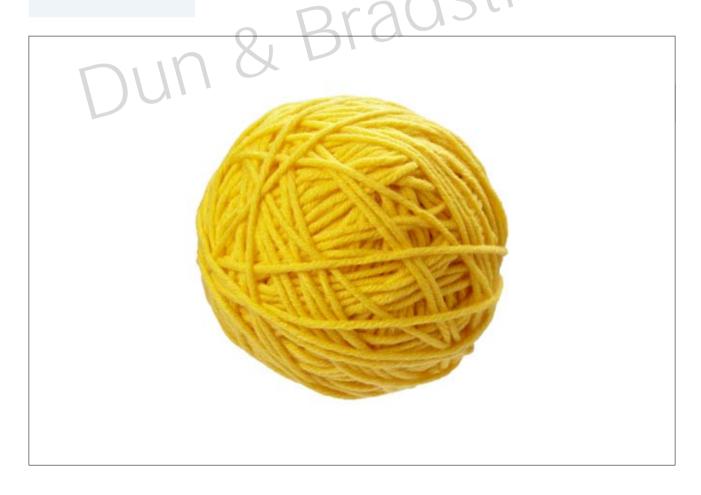
 Since its inception, the company has generated employment for more than 5500 people majorly for illiterate and economically weaker section people

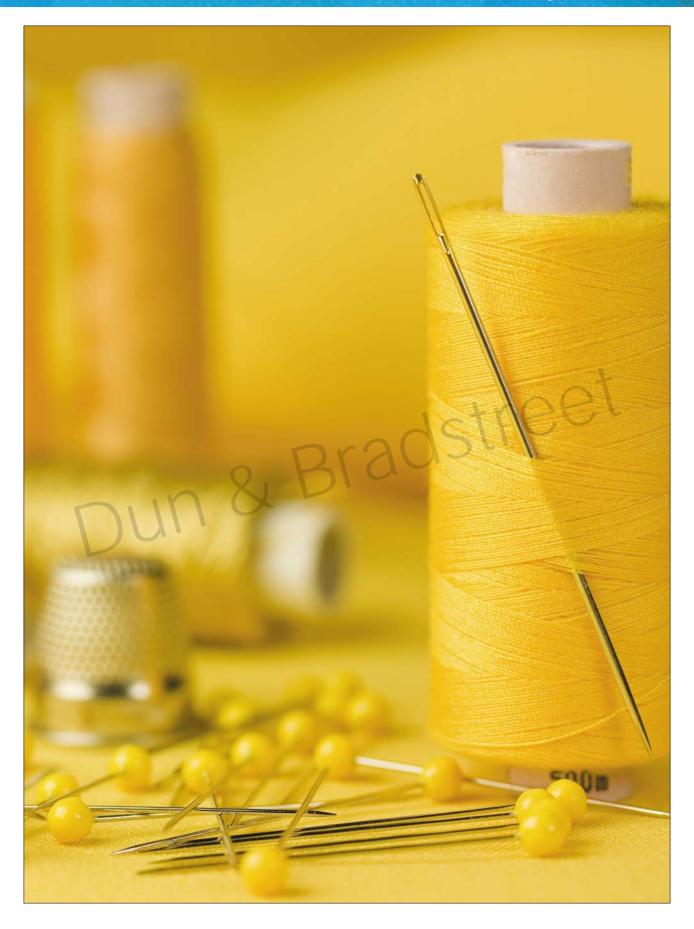
### **About the Company**

MAF Clothing Pvt Ltd (MAF Clothing), incorporated in 2009, is involved in manufacturing and export of readymade garments for men, women and kids. MAF Clothing manufactures readymade garments – both woven and knit.

### **Operations**

MAF Clothing manufactures knit & woven tops for men, women, boys, girls, babies etc. The company manufactures all types of knitted fabrics from lowest 90 GSM to modal, fleece & terry in solid, print and yarn dyed stripes. The company's woven products are equipped for handling light weight fabrics such as rayon, viscose etc. The company operates through two units located in Tumkur, Bengaluru. The company's production capacity stands at approximately 600,000 pieces in woven and nearly million pieces from knits division. The production units are well- equipped with latest machinery such as welt pocket machine, collar turning machine, front placket machine, automated fabric spreading & checking machine, pneumatic & hydraulic machine for buttoning, needle detectors & metal detectors for removal of metallic bits. Some of the major customers include Primark, Matalan, RNA Land Mark, Max among others. Exports account for nearly 90% of the company's revenue. The company's exports its products to the UK, Ireland, Spain and Germany among others.







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At Shriram, we believe in supporting our customers when they need it the most. For over three decades, we have not only enabled around 13 lakh small truck operators get started with timely credit, but also transformed the lives of over one crore customers with a range of business and personal loans. No wonder, Shriram continues to be a beacon of hope for ordinary Indians aspiring to start or run small businesses and secure a brighter future.



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# **SME Business Excellence Awards 2016**

# **TRANSPORTATION & LOGISTICS**

Winners

### **SME**

• Express Global Logistics Private Limited

Bradstreet

## **Mid-Corporate**

Sindhu Cargo Services Private Limited

Dun & Bradstreet D-U-N-S® No 91-534-3271

## **Express Global Logistics Private Limited**

Management Details: Director Director Sector Category

Nilesh Gandhi Keyur Gandhi Transportation & Logistics SME

Contact Details: Website: www.expressworld.com

Kulkarni Patil Bhavan, 2nd Floor, 14 Murzban Road, Fort, Mumbai - 400001, Maharashtra

#### **Business Excellence Highlights**

### The company is ISO 9001:2008, ISO 14001:2004 & OHSAS 18001:2007 certified

 The company is a member of over 6 exclusive networks / associations of forwarders viz. The Bombay Custom House Agents' Association, Freight Forwarders Association of India, FIATA International Federation Freight Forwarders Associations, WCA Projects Network, Worldwide Project Consortium. Association Multimodal Transport Operators of India, WWPC Network and PPG (Projects Professionals Group)

### **About the Company**

Express Global Logistics Pvt Ltd (Express Global) was established in the year 1946 as custom house agent and freight forwarding company. The company provides logistical services in the areas of import and export of goods. It also has expertise in areas of customs clearance including matters related to project imports, special valuation branch, scheme related clearances etc. The company also provides consultancy services on pre-shipment documentation, DGFT related matters and related export/import and logistics issues.

#### **Operations**

Express Global's product portfolio includes logistical solutions such as project handling, door to door logistics, custom clearances, de-consolidation of cargo, site handling, pre-shipment advice, supply of transport equipment, freight booking – air & sea, relocation of plant & machinery, route survey & inspection, packing & documentation, warehousing & distribution, shipping agency & representation, supply of hydraulic/ telescopic/ crawler cranes – up to 450 tons, heavy – ODC transportation, ISO tank containers among many other allied services. The company specializes in project cargo movement on turnkey basis covering packing, freight forwarding, documentation, customs clearance, transportation and site handling etc. It also offers supply chain solutions and value added warehousing and distribution services. The company has over 24 offices in India, one in Tanzania and one in Singapore. Some of the major clients include Larsen & Toubro, Bajaj Auto, Whirlpool of India, United Spirits, and Trafigura among others.

Dun & Bradstreet D-U-N-S® No 85-932-2453

### **Sindhu Cargo Services Private Limited**

Management Details: Managing Director Sector Category

G Balaraju Transportation & Logistics Mid-Corporate

Contact Details: Website: www.sindhucargo.com

Sindhu Logistics Park, No.34, Hunsemaranhalli PO, Bengaluru - 562157, Karnataka

### **Business Excellence Highlights**

### In FY16, Sindhu Cargo opened new branches for transportation business and brought additional vehicles

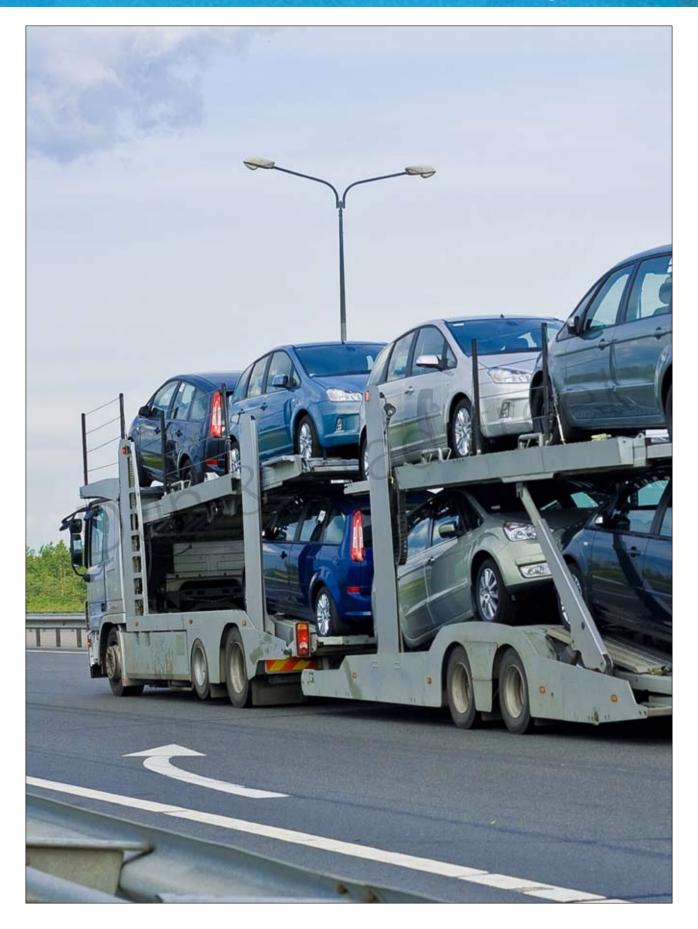
- Sindhu Cargo ventured into commodity export service comprising customs clearing and freight forwarding
- Thecompanyenhancedexport services in pharmaceuticals and perishable items such as flowers, vegetables, marine etc

#### **About the Company**

Sindhu Cargo Pvt Ltd (Sindhu Cargo) was established in 1987 as a partnership firm and was converted into a private limited entity in 1991. It started its inland transport division in 1995, freight forwarding activities in 1998 and warehousing activities in 1999. The company opened an integrated logistics park in 2010.

#### Operations

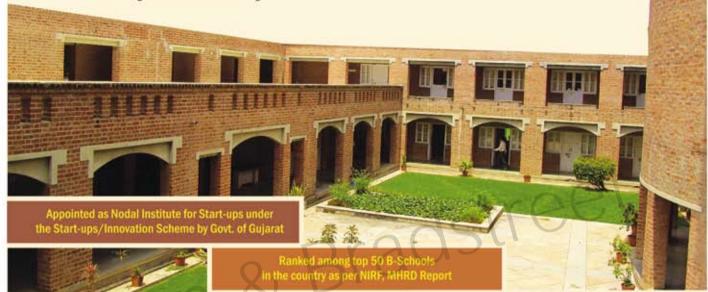
Sindhu Cargo is an integrated logistics solution provider with its service portfolio comprising freight forwarding, custom clearances, domestic transportation, cold chain transportation, warehousing and distribution and consultancy on custom laws among others. Its services include repair & return (re-export & re-import) clearances, high sea sale / in-bond sale clearances, air freight consolidation & forwarding, sea freight forwarding, warehousing, inland transportation and arranging licenses, closure of licenses, marine Insurance, providing documentation & liaising etc. The company's valued added services include document management activities including centralized filing of documents, processing and finalization of SVB and pre and post SEZ/EOU and STPI activities among others. Sindhu Cargo has presence at more than 20 locations across the country and owns more than 150 commercial vehicles for transportation. The company is affiliated to IATA, FIATA, FFFI, ACAAI, and WCA Family of Logistics Network and is a licensed NVOCC operator. The company offers services to diversified industries such as electrical, electronics, engineering/heavy engineering, IT & ITES, textiles, hospitality, aviation, and agriculture among many others.



# Let EDII Chart Your Entrepreneurial Career

# **Entrepreneurship Development Institute of India (EDII)**

Promoted by apex financial institutions; the IDBI Bank Ltd., IFCI Ltd., ICICI Bank Ltd., State Bank of India (SBI), with support from the Govt. of Gujarat & engaged in promoting entrepreneurship through education, research, training & institution building.



### **LANDMARKS**

- 1389 students successfully completed its Post Graduate Programmes with 65% start up rate
- Established Technology Business Incubator to promote Startups with innovative ideas
- 12911 students trained under the Distance Learning Programme in Entrepreneurship
- 716 Corporate Executives trained under Executive Development Programme
- Helped set up twelve state level exclusive ED Centres / Institutes
- Exposing students of IIMs, IITs, S & T institutes and management schools to Entrepreneurship
- Developed curriculum on Entrepreneurship for UGC
- Developed text books on Entrepreneurship in vernacular language
- Earned accolades and support from the World Bank, Commonwealth Secretariat, UNIDO, ILO, FNSt, British Council, Ford Foundation, European Union, ASEAN Secretariat, etc.
- Nodal Agency for Govt. of India's
  - Ministry of External Affairs
- Ministry of Food Processing
- Ministry of Textiles
- NSTEDB, DST
- Set up EDCs in Cambodia, Lao PDR, Myanmar & Vietnam
- Will establish such EDCs in Uzbekistan and in five African countries

Winner of ADFIAP International Award for Human Capital Development

### **CORE AREAS**

- Entrepreneurship Education & Research
- Micro Enterprises, Micro Finance and Sustainable Livelihood
- SMEs & Business Development Services
- Cluster Competitiveness, Growth and Technology
- Social Entrepreneurship & Corporate Social Responsibility
- Women Entrepreneurship & Gender Studies



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# **SME Business Excellence Awards 2016**

# **TRAVEL, TOURISM & HOSPITALITY**

Winners

# **Mid-Corporate**

• Olive Bar & Kitchen Private Limited

Bradstreet

### Olive Bar & Kitchen Private Limited

Management Details: Managing Director Director Sector Category

AD Singh Sabina Singh Travel, Tourism & Hospitality Mid-Corporate

Contact Details: Website: www.olivebarandkitchen.com

2nd Floor, Karmyog Building, Parsi Panchayat Road, Andheri (E). Mumbai - 400069, Maharashtra

#### **Business Excellence Highlights**

### The company's major brands include Olive Bistro, SodaBottleOpenerWala, The Local, The Moving Kitchen, The Fatty Bao, Ek Bar, Olive Bar and Kitchen, Guppy, Monkey Bar, and Olive Beach

 In FY16, the company has opened 9 new restaurants across its different chains

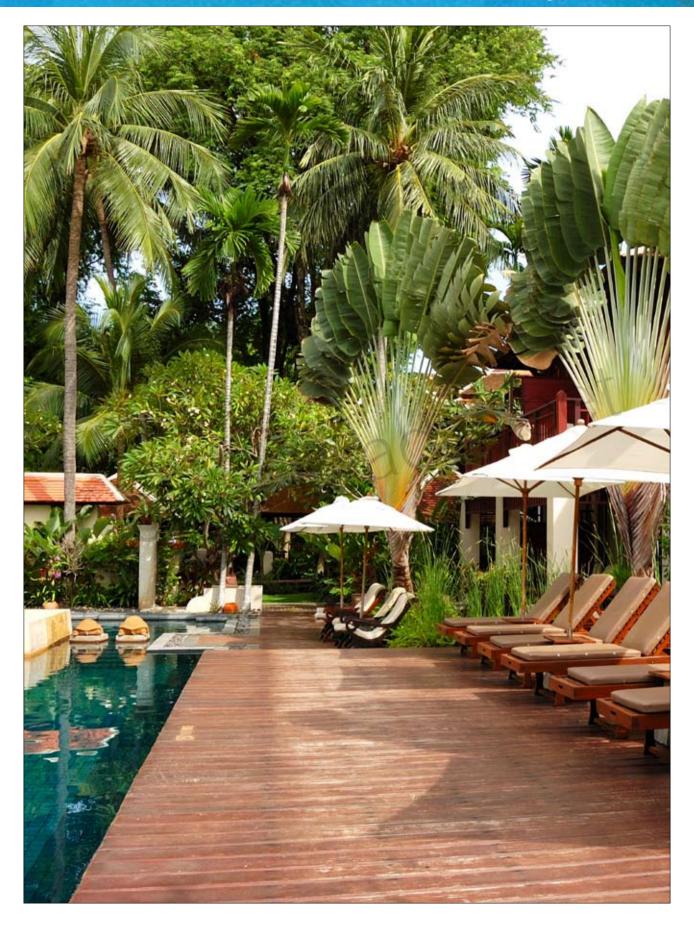
### **About the Company**

Olive Bar & Kitchen Pvt Ltd (Olive) is involved in the restaurant business. It opened its first restaurant, Olive Bar and Kitchen, in Mumbai in 2000. The company has a Pan India presence with restaurants across Mumbai, Delhi, NCR, Bengaluru and Hyderabad among others.

#### **Operations**

Olive, which in the initial phase of its existence had only *Olive* - a fine dining restaurant, has now diversified into more affordable dining segment with brands like *SodaBottleOpenerWala* and *Monkey Bar*. Olive owns 10 brands ranging from fine dining to pubs such as *Olive Bistro*, *SodaBottleOpenerWala*, *The Local*, *The Moving Kitchen*, *The Fatty Bao*, *Ek Bar*, *Olive Bar and Kitchen*, *Guppy*, *Monkey Bar*, and *Olive Beach*. Under these brands, the company operates 24 restaurants across the county. The company has conceptualized each brand keeping in mind a unique theme attached to it and offering different types of cuisines. Olive also offers high end catering services through *The Moving Kitchen (TMK)*. Its bouquet of services includes Chef Studio, Box Catering, Corporate Catering, Executive Lunches, Wedding Caterings, Pizza Parties, and Devotional Caterings. *TMK's* clients include Cartoon Network, Discovery Channel, Audi, Bentley, Lamborghini, French Embassy in India, Embassy of USA, Zara, Kimaya, and Indo French Chamber Of Commerce among others.







# The BSE SME Platform Solution

For enabling equity resource mobilization through market participation, BSE launched BSE SME platform on March 12, 2012, enabling SME's to list and grow.

The BSE-SME Platform fast emerged as preferred destination of the SME segment to list and grow. As of 18th November 2016, it has helped entrepreneurs of 161 SME entities to raise Equity for growth and expansion in a cost effective manner, thereby assisting in their aspirations, while enabling wealth creation, social and economic development. It also allayed some of the common fears of the entrepreneurs wrt listing on a Stock Exchange viz. high cost and complexities involved in raising Capital; additional burden of Compliances; perceived risk of consequences of breach of listing requirements; fear of take over etc.

# BSE SME Platform: Footprint since 2012

As of 18th November, 2016 the BSE-SME segment enabled 161 SMEs to raise capital of ₹ 1,256.7 Crores. The BSE SME listed companies had a market capitalization of ₹ 10,048 Crores (as on 18th November 2016). On an average about 40 companies have listed per year. As the BSE-SME segment is evolving the profile of the shareholders at IPO stage is undergoing a change from being primarily HNI retail investors to increased participation from Institutional investors.

Table (1): Market Statistics		
No. of Companies Listed on SME till date	161	
Total Amount of Money Raised (₹ Cr.)	1,256.7	
No. of Companies Migrated to Main Board	18	
No. of Companies Listed as of date	143	

BSE provides SMEs two modes to list their securities:

- SME platform through IPO
- Direct Listing on Institutional Trading Platform (ITP) without an IPO

#### **Market Makers**

BSE SME platform has a largest number of Market Makers (99 as on 18th November 2016) registered with it for providing the two way quotes which assists in increasing liquidity. The shares listed with Market Making facility allows an exit opportunity for the investors.

### Value added Company Research

BSE SME has recognized the importance of ensuring research coverage of listed SMEs. Hence, BSE has engaged independent research firms like Care Research, Lotus Knowlwealth, ICRA Research, Varhad Financial Consultancy Services. EquityMasters 5 4 1 Agora Research, Stakeholdes Empowerment Services and others to produce research reports on behalf of BSE SME. The Research costs are met by BSE out of its Investor Protection Fund. The Research information is available for the benefit of the investors.

### Raising the Opportunity value

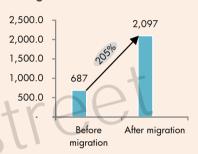
BSE-SME listed companies benefit from potential migrations to the Main Board if the face value of the issued capital exceeds ₹ 10 crores. Migration to the Main Board gives the company greater visibility and access to a wider investor base

### **Value Realized**

As indicated in Fig (1), the total Free Float market cap for the 18 migrated SME companies has increased by 205% as of 30th October 2016 vs. the free float market cap prior to migration. Within this group

15 companies have witnessed an increase in market cap since migration while the market cap of 11 companies increased by more than 50% post migration. The investors on the BSE-SME segment have seen their investment double with the migration of these SME companies to the main board.

Fig(1): Free Float Market Cap of the 18 Cos listed on BSE SME that have migrated to the Main Board



#### A dedicated BSE SME IPO Index

The S&P BSE SME IPO Index (Fig. 2) consists of all the IPOs listed on BSE SME Platform, for a period of three years. A company that migrates from the BSE SME Platform to the BSE Main Board Platform is removed from the index on the date of the migration. A minimum of 10 companies are maintained in the SME index at all times. Every company is weighted in the index based on its float-adjusted market capitalization. The index has grown by over 10 times since August 2012 indicating strong performance of this market.

Fig (2): BSE SME IPO Index



# **SME Business Excellence Awards 2016**

# **THEME BASED AWARDS**

### Winners

### **Best Global Business**

• Thermopads Private Limited

# **Emerging SME**

Quarterfold Printabilities

# **Emerging Mid-Corporate**

• Jaipur Rugs Company Private Limited

### **Best Woman Entrepreneur**

 Ms. Deepa Sayal (Co-Founder and Director, ADG Online Solutions Private Limited)

Dun & Bradstreet D-U-N-S® No 65-013-9819

### **Thermopads Private Limited**

Management Details: Managing Director Technical Director Special Award Category

Nand Kishor Ghurka Uma Ghurka Best Global Business

Contact Details: Website: www.themopads.com

Plot #28, Nagarjuna Hills, Punjagutta, Hyderabad - 500082, Telangana

#### **Business Excellence Highlights**

### In FY16, the company has installed new machinery and conducted trial run at its new plant to manufacture hi-tech heaters

- The company's major initiatives in the past two years include –
  - o Identification and development of new high tech products (heaters)
  - o Sourcing technology through patents and inhouse research
  - o Collaborating with consultants and technical experts

### **About the Company**

Thermopads Pvt Ltd (Thermopads) is the flagship company of the Thermo Group. It commenced operations in 1979 with manufacturing of heating mantles. The company specializes in manufacturing industrial, commercial and domestic heaters. In 1997 the company commenced its export operations. Thermopads has one sales/marketing office in the UK and Germany each.

#### **Operations**

Thermopads's product portfolio includes floor heating mat & cable, snow melting mat & cable, electrical heat tracers, heated hoses, hopper heaters, heating jackets & insulation pads, thermo heating blankets, drum heater, door & drain pipe heater, crank case heater among many others. The company has three manufacturing facilities with the principal manufacturing facility in Hyderabad having more than 100,000 sq. of product development, quality control laboratories & manufacturing space. The facility consists of resistance element standing lines from USA, flouropolymer extrusion lines from Austria, metal sheathing and earthing lines from Germany, robotic mat making machines, and hybrid final testing and quality check lines from Finland. The company's certifications include ISO 9001:2008, ISO 14001:2004, BS OHSAS 18001:2007 and other international certifications such as IEC 60335/ IEC 60800/ IEEE515, IS1554/694 etc. The export market accounts for nearly 90% of the company's total revenue. The company exports to more than 40 developed countries. Its major export destinations include the US, UK, Canada, Netherland, Sweden, Australia and Sweden among others.

Dun & Bradstreet D-U-N-S® No 65-102-0138

### **Quarterfold Printabilities**

Management Details: Founder & CEO Director Special Award Category

Nilesh Dhankani Manoj Dhankani Emerging SME

Contact Details: Website: www.quarterfoldltd.com

1207, Cyber One, Plot no. 4 and 6, Sector 30A, Vashi, Navi Mumbai - 400703, Maharashtra

### **Business Excellence Highlights**

### The company has developed more than 200 titles and some of them are selected by UNICEF and US AID projects

- The company has printed and delivered over 4 million books to the Ministry of Ivory Coast in a record time of 3 weeks
- The company has printed and delivered 2 million books in a span of 30 days for one of its export order from Ghana

#### **About the Company**

Quarterfold Printabilities (Quarterfold), established in 2014, provides educational content and print management services. The company covers various aspects of a publisher's printing requirements specializing in printing school books and educational print materials. The company is a certified Star Export House.

#### Operations

Quarterfold offers end-to-end print solutions such as print management, content development and publication support. In addition to offering end-to-end print solutions under one roof, the company also develops educational content for publishers in Africa customized to their local syllabus. The company has an in house design studio equipped with latest workstations to create innovative designs to print. The company also provides activities related to binding, finishing and embellishment work such as spot lamination, silver/gold foiling, embossing, glittering, radium lettering, drip off, lamination on silver matt pad, velvet lamination, 3D lamination, holographic lamination. The company has partnerships with various printing presses in India that gives access to number of high speed web machines, high quality Sheet fed machines with different size / cut off, latest CTP and binding machines line Colbus (perfect binding), Muller Martini and various other Indian / German machines for cost effective printing and binding services. Exports account for nearly 100% of the company's total revenue. Its major export destinations include Ghana, Nigeria, Ivory Coast and Zambia. The company is accredited with ISO 9001:2008 certification.

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

### **Jaipur Rugs Company Private Limited**

Management Details: Chairman & MD President Special Award Category

Nand Kishore Chaudhary Asha Chaudhary Emerging Mid-Corporate

Contact Details: Website: www.jaipurrugsco.com

G-250, Mansarovar Industrial Area, Jaipur - 302020, Rajasthan

#### **Business Excellence Highlights**

- In the last three financial years, the company has woven 2,006,190 sq. ft. carpets for floor covering solutions
- In the last three financial years, the company paid almost Rs. 1,500 Mn to artisans and different process specialists
- The company is ISO 14001: 2004, ISO 9001:2008, and SA 8000: 2008 certified

### **About the Company**

Jaipur Rugs Company Pvt Ltd (Jaipur Rugs), manufacturer and exporter of hand knotted carpets, was founded in 1978 by Mr. Nand Kishore Chaudhary. In 1986 the company started direct exports and in 1999 set up Jaipur Rugs Inc in the US.

### **Operations**

Jaipur Rugs manufactures carpets/ rugs made of wool, silk, cotton, viscose/art silk/ rayon. The company's range of products include hand knotted wool rugs, silk rugs, flat woven rugs, hand-tufted rugs, floor mats, pillows depicting a fine combination of Indian artwork with modern design. The carpets/ rugs made by the company are hand-oven by over 40,000 artisans across 600 villages in India. The carpets are exported to more than 40 countries across the world. The company exports to various countries such as the US, Australia, Canada, France, Greece, Germany and Italy among many others. The rug making process is based on a decentralized model where the hand-made rugs are woven by specialist artisans in different location. The company imports wool from foreign locations like New Zealand & Australia and it is cleaned and spun-into yarn to supply the same to the artisans for weaving rugs. The company has 13 branches spread over 5 states in India with its head office in Jaipur. The styles offered by the company include Classic, Flatweave, Modern, Naturals, Overdyed, Solids, and Transitional.

### **Deepa Sayal**

### **ADG Online Solutions Private Limited**

Management Details:Co-Founder & DirectorDirectorSpecial Award CategoryDeepa SayalCol Kushwant Rai BediBest Woman Entrepreneur

Contact Details: Website: www.adgonline.in

103, 104, 105, 1st Floor Charmwood Plaza, Charmwood Village, Surajkund, Faridabad - 121009, Haryana

### **Business Excellence Highlights**

- Deepa Sayal has over 20 years of holistic experience in the marketing domain
- She undertakes social endeavors to educate and empower women
- Deepa Sayal's core competency lies not only in building enterprises, but also in revolutionizing and conceptualizing web development, digital brand campaigns and value led marketing programs

Deepa Sayal is a renowned digital and social media evangelist, acclaimed corporate speaker, a seasoned entrepreneur and a philanthropist. Deepa Sayal has over 20 years of holistic experience in the marketing domain. She is the co-founder and managing director of ADG Online Solutions Pvt Ltd and Netmax Digital Pvt Ltd.

Deepa Sayal's core competency lies not only in building enterprises, but also in revolutionizing and conceptualizing web development, digital brand campaigns and value led marketing programs for a large number of blue chip clientele across India and abroad.

Deepa Sayal was facilitated with the 'Priyadarshini Award' by the Federation of Indian Women Entrepreneurs in 2015 for her role and contribution as a women entrepreneur. She was also recipient of the 'Women Leadership award for excellence in Digital and Social Media Sector' by World Women Leadership Congress Awards in 2015. This award recognized her role and accomplishments in the digital and social media sector and acknowledged her experience in different sectors and verticals in India and abroad.

Deepa Sayal is very passionate about giving back to the community. She undertakes social endeavors to educate and empower women. She heads a leading women's non-profit organization, Indian Women Institutional League. The organization connects over 2000 zealous and successful women entrepreneurs who work together to educate and mentor women from across the Indian sub-continent.



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URN No. NIA/16-17/SPON/418

FEATURED SMES

Dun & Bradstreet D-U-N-S® No 65-035-3456

# A. V. Global Corporation Private Limited

Management Details:Managing DirectorDirectorSectorCategoryV MehtaA MehtaTransportation & LogisticsSME

Contact Details: 201, New Delhi House, Barakhamba Road, New Delhi - 110001, Delhi

Dun & Bradstreet D-U-N-S® No 65-018-3569

# **Ankur Scientific Energy Technologies Private Limited**

Management Details:ChairmanManaging DirectorSectorCategoryB JainA JainEngineering & MachinerySME

Contact Details: 'Ankur', Near Navrachana School, Sama, Vadodara - 390024, Gujarat



#### Dun & Bradstreet D-U-N-S® No 85-878-9032

# **ARCGATE**

# **Arcgate**



Kunal Bagla CEO

#### Sector

IT and ITeS

#### Category

MID

#### **Management Details**

Chairman Dilip Bagla CEO Kunal Bagla

#### **Contact Details**

G1-11, IT Park, MIA (Extn.), Udaipur - 313003, Rajasthan Telephone:+91 77420 92381/82 Website: www.arcgate.com

#### **Key Business Highlights**

- Arcgate has decade of experience working with more than 75 start-ups in the Silicon Valley
- The company caters to a diverse group of companies from wide range of industries.
- The US is a significant market for the company.
- Arcgate's team of over 1300 experts combined with technology expertise in social, big data, cloud and mobile are helping start-ups make sense of data growing at an unprecedented volume and speed.

#### **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 mobile application development for venture backed startups in the US.

#### Operations

The company has over a decade of experience in the industry. Arcgate caters to data entry and content related requirements of its clients ensuring quality and accuracy in its operations through its offerings which comprise of data entry and classification, video tagging and classification, company specific research, lead research and qualification, content review and moderation, data reconciliation and cleansing and online customer support.

The company also offers services such as application development and maintenance, mobile apps, and quality assurance and testing. Under the application development and maintenance vertical, the company offers services such as content management systems, HTML5 development, and NoSQL databases amongst others. Under the mobile apps vertical, the company develops apps for iOS, Android, and Windows operating systems. The quality assurance and testing vertical offers web & mobile testing, functionality testing, cross-platform testing, and automated testing services.

The company caters to a diverse group of companies from industries such as consumer internet, media, financial services, software, travel and hospitality, logistics, education, healthcare, advertising, social and mobile platforms amongst others. Some of the major clients of the company include Microsoft, Intel McAfee, McCANN, Network18, Zillow, eBay and Thomson Reuters amongst others.

The company, with its team of experts with the technology expertise in social media, big data, cloud and mobile, is enabling start-ups to derive information from data. The analytics service provided by the company help in transforming data into insight to enable businesses make more informed and smarter decisions.

The company offers services primarily to the start-ups in the USA. The company offers new platform based approach to provide key outsourcing services to an untapped market segment of funded start-ups in the USA. The company's project management teams in the USA work closely with their customers to streamline project delivery and communication.

In order to strengthen its presence in USA, the company is actively working on enhancing its local presence in the USA market through dedicated business development associates and joint ventures with other companies.

#### **CSR**

The CSR activities of the company have been aimed at education, supporting economically backward citizens, and improving cleanliness. The company has supported the 'Swacch Bharat Abhiyaan" by undertaking cleanliness drives in Udaipur. The company has also distributed books, uniforms, and electrical appliances to the government schools and distributed blankets and other essentials to the economically backward citizens in the region.

Dun & Bradstreet D-U-N-S® No 86-027-3165

### **Ardom Telecom Private Limited**

Management Details: Managing Director & CEO Director & COO

Sector Category

A Shankar R Singh Professional & Business Services Mid-Corporate

Contact Details:

609 B & 610, Sixth Floor, Welldone Tech Park, Sohna road, Sector - 48, Gurgaon - 122018, Haryana

Dun & Bradstreet D-U-N-S® No 87-229-7688

### **Asahi Songwon Colors Limited**

**Management Details:** Chairperson & MD Joint Managing Director Sector Category

P Jaykrishna

G Jaykrishna

Chemicals & Pharmaceuticals

Mid-Corporate

**Contact Details:** 

"Asahi House", 13, Aaryans Corporate Park, Shilaj-Thaltej Road, Near Shilaj Rly. Crossing, Thatlej, Ahmedabad - 380059, Gujarat

Dun & Bradstreet D-U-N-S® No 65-058-3250

### **Aujas Networks Private Limited**

Co-founder & COO **Management Details:** Co-Founder & CEO

Sector

Category

S Rao

N Kotian

**IT & IT Enabled Services** 

Mid-Corporate

**Contact Details:** 

#595, 4th Floor, 15th Cross, 24th Main, 1st Phase, JP Nagar, Bengaluru - 560078, Karnataka

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

## **Blend Colours Private Limited**

**Management Details: Managing Director**  Director

Sector

Category

S Rathi

S Lahoti

**Plastic & Plastic Products** 

Mid-Corporate

**Contact Details:** 

Plot No 35 IDA Kattedan, Hyderabad -500007, Telangana

Dun & Bradstreet D-U-N-S® No 86-003-8601

## **Brigade Hospitality Services Limited**

**Management Details: Executive Director**  Director

Sector

Category

V Verma

N Shankar

Travel, Tourism & Hospitality

Mid-Corporate

**Contact Details:** 

29th Floor, World Trade Center, Dr. Rajkumar Road, Malleswaram West, Bengaluru - 560055, Karnataka



Dun & Bradstreet D-U-N-S® No 67-585-0063



Sathya Sekhar Surabhi Chief Executive Officer

#### Sector

IT & ITeS

#### Category

SME

### **Management Details**

Chief Executive Officer Sathya Sekhar Surabhi Technical Director Ravi Kumar Annamaraj

### **Contact Details**

B-36, Caliber House, Industrial Estate, Sanath Nagar, Hyderabad-500018, Telangana Website www.caliberuniversal.com

### **Key Business Highlights**

- CaliberLIMS complies with all-important US FDA 21 CFR viz., FDA 21 CFR 211.68, FDA 21 CFR 211.160, and FDA 21 CFR 820.72.
- The company has over 65 customer organizations with multiple users using various Caliber products, with Caliber LIMS alone accounting for over 12500 user licenses.
- The company has a strategic alliance with large System integration companies, instrumentation companies and other implementation partners for seamless delivery across the globe.

### **Caliber Technologies Private Limited**

### **About the Company**

Caliber Technologies Private Limited (Caliber) was incorporated in April 2001 to offer software solutions for Pharma Quality Management and Automation of Laboratory activities. The solutions offered by the company cater to the compliance requirements of the businesses in pharma industry enabling them to comply with international quality standards and regulatory norms like GLP, FDA, and GAMP and to address data integrity issues. Caliber operates from Hyderabad India and Pittsburgh PA, USA.

#### **Operations**

Caliber is a technology solution provider for pharma and regulated industries. Its technology solutions help companies to comply with stringent GMP regulations and exacting standards in an environment of extreme cost containment. Its products are designed ground up on specially built architecture for meeting GMP regulations and to ensure lower cost of ownership. It has been providing technology solutions to the life science industry for over a decade.

The software solutions offered by the company include quality control automation (LIMS), electronic batch records management system (EBR), quality assurance management system (QMS), electronic document management system, and Training management system. Its product line includes CaliberLIMS, CaliberBRM, CaliberQAMS, CaliberDMS, Caliber iLIMS, and Caliber Pet-LIMS. The company's products are innovative, highly configurable, integrate well with SAP etc., and are extremely user friendly. The latest product offerings of Integrated Quality Management (IQM) and QualityPyramid help Pharma companies in meeting the upcoming guidelines on Quality Metrics. It also offers Caliber Stability as a service which performs routine procedures on pharma and biotech products to analyze the long-term effect of the environment on a drug. Caliber also offers independent validation services to assure quality performance of the application and ERP Validation Service. In addition to the above, the company also provides specialized implementation services for implementing its products and post implementation support services.

Caliber is a recipient of product excellence awards twice from Hysea, Awards for Fastest 50 and Fastest 500 technology companies in India and Asia respectively from Deloitte, CIO 100 India and CIO Asia award for the CaliberLIMS project and Entrepreneur of the year award from HMA.

Caliber also offers Caliber's product suite on SaaS (Software as a Service) platform. This platform enables the customer to use the software on Caliber owned and maintained server space and network. With such an arrangement, the customers benefit by saving of hardware costs, software licensing costs, network charges and maintenance. About 90% of the current CaliberLIMS user companies are USFDA certified Pharma companies who have successfully passed through the FDA audits. CaliberLIMS is basically designed on the .NET platform offering seamless integration with various instruments and ERP (SAP and Oracle OPM) packages, and its feature-rich modules cover the entire gamut of Quality operations in the Pharmaceutical manufacturing facilities.

With a team of 220 technical personnel, Caliber is empowered to offer implementation services and maintenance to the utmost satisfaction of the end users. Caliber's Design, Development, Testing and Maintenance services are certified for ISO 9000-2000. Caliber has also been successfully audited by several leading Indian and MNC companies for quality system compliance.

The company has implemented the first paperless laboratory in India with complete integration of instruments, LES and ERP (SAP) thus making the Laboratory 100% paperless. The landscape of customers of Caliber ranges from large enterprise multi continent implementation to SMEs handling simple automation to very complex total automation with enterprise integration. The company caters to big names in the pharma and biotech industry such as Mylan, Dr. Reddy's, Aurobindo, Zydus Cadila Healthcare, Hetero, Encube Ethical, Alkem, Bharat Petroleum, Cairn, Divis, Himalaya and Lupin among many others. Caliber has established implementations in North America, Europe, Thailand and China.

Dun & Bradstreet D-U-N-S® No 87-229-7698

### **Captain Polyplast Limited**

Management Details: Managing Director Director Sector Category

R Khichadia Plastic & Plastic Products Mid-Corporate

Contact Details: Survey No. 267, Plot No 10A, 10 B & 11, opp. Pitrukrupa Hotel, N/H 27 Shapar (vreval)

Dist. Rajkot - 360024, Gujarat

Dun & Bradstreet D-U-N-S® No 67-744-7132

# **Cyfuture India Private Limited**

Management Details:Chief Executive OfficerSectorCategory

A Bairathi IT & IT Enabled Services Mid-Corporate

Contact Details: G-13/14, Noida Special Economic Zone (NSEZ), Phase II, Noida - 201305, UP

Dun & Bradstreet D-U-N-S® No 65-070-9116

### **Duropack**

Management Details: President Sector Category

Madhubala Transportation & Logistics SME

Contact Details: 5 DDA Community Center, Gitanjali Enclave, New Delhi - 110017, Delhi

Dun & Bradstreet D-U-N-S® No 86-443-1644

### **E-Connect Solutions Private Limited**

Management Details: Managing Director Director Sector Category

M Agarwal J Patel IT & IT Enabled Services SME

**Contact Details:** G-18-19,20, IT Park, MIA Udaipur - 313001, Rajasthan

Dun & Bradstreet D-U-N-S® No 87-229-7703

# **Ecos (I) Mobility & Hospitality Private Limited**

Management Details: Managing Director Joint Managing Director Sector Category

R Loomba A Loomba

Travel, Tourism & Hospitality Mid-Corporate

Contact Details: 221, Ground Floor, Okhla Industrial Estate, New Delhi - 110020, Delhi

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

## **Elin Appliances Private Limited**

Management Details: Director Director Sector Category

Kamal Sethia Kishor Sethia Electrical & Electronic Goods Mid-Corporate

Contact Details: 4771, Bharat Ram Road, 23-Daryaganj, New Delhi - 110002, Delhi

Dun & Bradstreet D-U-N-S® No 87-233-0417

# **Elins Switch Boards Private Limited**

Management Details:Managing DirectorExecutive DirectorSectorCategoryS SeetharamuS KrishnanElectrical & Electronic GoodsSME

Contact Details: No 65 A1, 3rd Cross, Bomasandra Industrial Area, Bengaluru - 5600099, Karnataka







Sudhir Kothari MD and CEO

#### Sector

IT & ITeS

#### Category

MID

#### **Management Details**

MD and CEO
Sudhir Kothari

### **Contact Details**

8, A J C Bose Road, Circular Court, 2nd Floor, Kolkata – 700 017, WB Website: www.embee.co.in

#### **Key Business Highlights**

- Evolved from being a value added partner for software products to a System Integrator
- Tier 1 Partnership with leading global OEMs for hardware & software products
- Certified as ISO 9001:2008 compliant
- Established ERP practice based on SAP B1 in early 2007
- In-house development capabilty
- Applications developed HRMS, DMS, workflow, BI Dashboard, Warehousing solution

### **Embee Software Private Limited**

#### **About Embee**

Embee Software Pvt. Ltd. is an IT solutions provider that helps its customer be abreast with constantly changing technology environments and help them improve their business competitiveness. Owing to our expert technical and domain knowledge we provide customer centric and integrated solutions in the area of infrastructure, application and business process to optimize our customers' IT investment.

Established in 1987 Embee has established itself as one of the leading System Integration (SI) and IT consulting firms in India. Typical services provided by the Company include Cloud Services, Mobility and IT Security Solutions, Software Licensing and other services including implementation of ERP, HRMS, FMS & AMC and Audio Visual solutions, among others. Embee is currently present across 9 locations covering the entire country with 350+ experienced technicians and other personnel.

#### Operations

The solutions offered by the company comprises of Cloud infrastricuture solutions, Communications and messaging services, Core infrastructure technology solutions, ERP solutions, integrated audio visual solutions, networking solutions, portal and collaboration solutions & security solutions. Embee is also one of the leading Licensing Solution Partner (LSP) for Microsoft.

**Cloud Solutions**: Embee helps organizations identify their needs and suggests suitable cloud service offerings. The company also provides laaS (Infrastructure as a Service), PaaS (Platform as a Service) and SaaS (Software as a Service) amongst others.

**Communications and Messaging Services**: As a Microsoft LAR Partner, Embee enables and extends interoperability and survivability for customers deploying Microsoft unified communications solutions.

**Core Infrastructure Technology Solutions**: Embee helps organizations automate and increase efficiency across the divisions, thereby enhancing productivity.

**ERP Solutions**: Embee is one of the leading Enterprise Resource Planning (ERP) solutions implementer with solutions to cater to a wide range of businesses need and help organizations take important business decisions confidently. Our solution is based on SAP B1. Embee also has its in-house developed HRMS product to compliment ERP implementations.

**Integrated Audio Visual Solutions**: Embee helps companies overcome cost and time constraints to make swift decisions in a competitive environment with internal and external stakeholders through its audio visual products and solutions.

**Networking Solutions**: Embee's Enterprise Network Solution includes comprehensive services that help organizations achieve their collaboration and knowledge sharing goals.

**Security Solutions**: Embee provides intelligent solutions to organizations to protect against growing threats and offers smart ways to minimize risk and lower the total cost of ownership.

**Software Solutions and Licensing**: Embee helps companies manage their software license agreements and is the software license provider for Microsoft, Adobe, Oracle, Symantec, Trend Micro, McAfee, Siemens and SAP B1 amongst others.

#### **Managed Services**

Managed IT services and managed people services are the two broad category of managed services offered by the company. Under the managed IT services segment, the company offers annual maintaince contracts, facilities management services, remote technical support, and waranty extentsion packs amongst others. Under the managed people services, the company provides contractual skill augmentation services, and arranges temporary IT staffing for short staffed organisations.

Dun & Bradstreet D-U-N-S® No 91-854-6263

# **Eric Apparel Private Limited**

 Management Details:
 Managing Director
 Director
 Sector
 Category

 M Johnse
 U Mulakampilly
 Textiles & Garments
 SME

Contact Details: ERIC House, Vikas Metal Compound, LBS Marg, Vikhroli(West), Mumbai - 400083, Maharashtra

Dun & Bradstreet D-U-N-S® No 85-965-6078

### **Estee Advisors Private Limited**

Management Details: Director Chief Operating Officer Sector Category

S Tyagi P Rakheja Professional & Business Services SME

Contact Details: 8th Floor, Block I, Vatika Business Park, Sohna Road, Sector 49, Gurgaon - 122001, Haryana

Dun & Bradstreet D-U-N-S® No 86-444-0274

### **eTrans Solutions Private Limited**

Management Details: Founder, MD & CEO Sector Category

S Acharya Transportation & Logistics SME

Contact Details: FD-404, Sector-III, Salt Lake City, Kolkata - 700106, WB

Dun & Bradstreet D-U-N-S® No 65-097-3667

### **Evolvus Solutions Private Limited**

Management Details:Director & CEODirector & Chief Services OfficerSectorCategoryB JagannathanS KarthikeyanIT & IT Enabled ServicesSME

Contact Details: #15-16,10th Floor, Vayudooth Chambers, Mahatma Gandhi Road, Bengaluru - 500001 Karnataka

Dun & Bradstreet D-U-N-S® No 86-219-6305

## **Future Focus Infotech Private Limited**

Management Details: Managing Director Joint Managing Director Sector Category

M Subramanian V Mathur

IT & IT Enabled Services Mid-Corporate

Contact Details: No. 3, II Street, Haddows Road, Nungambakkam, Chennai - 600006, TN

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

### **Gislen Software Private Limited**

Management Details: Managing Director Sector Category

M Gislen IT & IT Enabled Services SME

Contact Details: Unit 27, SDF - Phase-2, MEPZ, Tambaram, Chennai - 600045, TN

Dun & Bradstreet D-U-N-S® No 91-853-1609

### **Globe Cotyarn Private Limited**

Management Details:Managing DirectorDirector - FinanceSectorCategoryA JhunjhunwalaK ChokhaniTextiles & GarmentsMid-Corporate

Contact Details: Sanjay Bldg. No.7, 1st Floor, Mittal Indl.Est. Sakinaka, Andheri-Kurla Road, Andheri (E),

Mumbai - 400059, Maharahstra

Dun & Bradstreet D-U-N-S® No 87-140-6568

### **Green Gold Animation Private Limited**

Management Details: Managing Director Director Sector Category

R Chilakalapudi S Jain Professional & Business Services Mid-Corporate

Contact Details: The Platina, 11th Floor, A Block, Kondapur Road, APHB, Gachibowli, Hyderabad - 500032, Telangana

Dun & Bradstreet D-U-N-S® No 85-965-0220

### **Grenera Nutrients Private Limited**

Management Details: Chairman & MD Executive Director Sector Category

P Subramaniam S Ramesh Food Processing & Agro Product SME

Contact Details: 37-B, Puthupalayam, Aval Poondurai, Erode - 638115, TN

Dun & Bradstreet D-U-N-S® No 92-269-1162

### H. D. Wires Private Limited

Management Details: Managing Director Director Sector Category

Dilip Dev Dheeraj Dev Electrical & Electronic Goods Mid-Corporate

Contact Details: Plot No 17-20, Sector-E, Industrial Area, Sanwer Road, Indore - 452015, MP

Dun & Bradstreet D-U-N-S® No 67-593-7356

## **Hexagon Nutrition Private Limited**

Management Details:Chairman & MDDirector - HealthcareSectorCategory

A Kelkar N Kelkar Food Processing & Agro Products Mid-Corporate

Contact Details: 404 A, Global Chambers, Adarsh Nagar, Off Link Road, Andheri (W) Mumbai - 400053, Maharashtra

Dun & Bradstreet D-U-N-S® No 65-044-0274

Mid-Corporate

Others

### **Holostik India Limited**

Management Details: Group Director Sector Category

A Gupta

Contact Details: C-117, Sector -2 Noida - 201301, UP

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

# **Indfrag Limited**

Management Details:Chairman & MDDirectorSectorCategoryP SamuelA SamuelChemicals & PharmaceuticalsMid-Corporate

Contact Details: No 15, Service Road, HAL II Stage, Bengaluru - 560008, Karnataka

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

## **Interactive Manpower Solutions Private Limited**

Management Details: Chief Executive Officer Director Sector Category

A Somaiya A Vithlani Professional & Business Services Mid-Corporate

Contact Details: 301, President Plaza, Thaltej Cross Road, S.G. Highway, Ahmedabad - 380054, Gujarat

Dun & Bradstreet D-U-N-S® No 87-140-6569

**SME** 

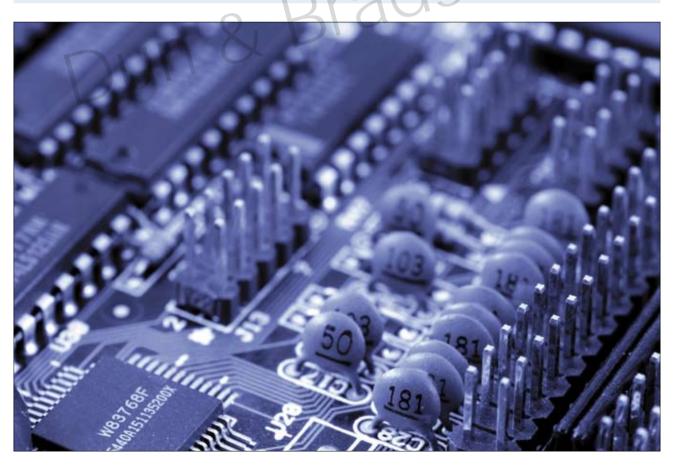
### **ITCube Solutions Private Limited**

Management Details: Managing Director Chief Executive Officer Sector Category

A Rajadhyaksha U Inamdar IT & IT Enabled Services

Contact Details: S.No.662/1+2, 665, 5th Floor, Kapil Upavan Plaza, Lake Town Road, Near State Bank Nagar, Bibwewadi,

Pune - 411037, Maharashtra







Nikhil Nanda Managing Director

### Sector

FMCG

#### Category

MID

#### **Management Details**

Chairman & Non-Executive Director Vanamali Polavaram Managing Director Nikhil Nanda

#### **Contact Details**

Trilokpur Road, Kheri (Kala-Amb), Tehsil - Nahan, District Sirmour – 173030, HP Website: www.svendgaard.com

### **Key Business Highlights**

- Widened the proprietary brand portfolio by developing 18-20 new SKUs (toothpaste and toothbrushes)
- Divested the detergent manufacturing facility
- Recently got tie up with one of the fastest growing consumer brand, i.e. Patanjali for the manufacture of toothpaste
- On expansion spree, the company had initiated land development near its current manufacturing facility at Kala-Amb for creating fully integrated multi product facility in line with the requirement of its customers

### **JHS Svendgaard Laboratories Limited**

### **About the Company**

JHS Svendgaard Laboratories Ltd. (JHS Svendgaard) was incorporated in the year 2004 after taking over businesses of Sunehari Svendgaard Laboratories, Sunehari Oral Care and Jai Hanuman Exports. The company is amongst the leading manufacturer and exporter of oral care products. JHS Svendgaard also offers contract manufacturing partnership to brands in the domestic and the international market. The company possesses the only and largest toothpaste and toothbrush manufacturing facility within the same campus. Over the years, the company has emerged as a preferred supplier for its existing and potential new customers for the various strategic advantages it offers to its customers.

#### **Products**

The company is engaged in manufacturing range of oral and dental products for various reputed national and international brands. The oral care and hygiene products manufactured by the company include tooth brush, tooth paste, mouthwash, laundry detergent, whitening gels, denture tablets, hand sanitizer and room fresheners.

Some of the prominent Indian FMCG brands for which the company currently undertakes contract manufacturing & had worked in the past, include Patanjali Ayurved Ltd., Amway India Enterprises Pvt Ltd, Dabur India Ltd, Walmart India Pvt. Ltd., Colgate Palmolive India Ltd., Future Group, Elder Health Care Ltd, and J. L. Morison's India Ltd. amongst others. The international brands served by JHS Svendgaard include Dr Fresh, Peanuts, Lavoris, Hello Kitty, Walgreens and Walmart.

In order to carve out the niche for itself, the company also ventured in to its own brand, private labelling for retail chains and big brands. The company market its products under the proprietary brand "Aquawhite". The Aquawhite brand includes complete oral care range for every age group. Currently, under the Aquawhite brand, the company is manufacturing toothbrushes and has recently ventured in to manufacturing of toothpaste as well.

Some of the products offered by JHS Svendgaard under its proprietary brand include:

**Tooth Brush**: Triple Guard, Deep Clean, Sensitive, Active Clean, Super Action, Twin Guard, Popular, Smiley Junior, Super Clean, Smart Clean and Max Clean.

**Tooth Paste**: Tooth paste under Aquawhite brand includes Red & Blue Gel 80 & 150 g and White Calcium Toothpaste 200, 100 & 35 g.

#### **Facilities**

JHS is having its state of the art multi product manufacturing facility at KALA-AMB (district Sirmour) Himachal Pradesh over an area of 70,000 Sq. yds. approx. with its corporate office at Mohan Cooperative Industrial Estate, New Delhi.

The company possesses an annual installed capacity of 250 mn toothbrushes, 21600 Tonnes toothpaste, 5 Million litres of mouthwash. The manufacturing facilities use highly advanced machines from Zahoransky of Germany, Boucherie of Belgium, USP 32 grade water generation system and Nordon of Sweden. The facility at Kala Amb, HP is a tax free location (till 2020).

The company also has well established research and development department along with complete in house fully equipped world class Q.C. laboratory with latest gadgets to ensure which ensures international quality of products.

Dun & Bradstreet D-U-N-S® No 67-728-0459

### **Jodhani Brothers**

Management Details: Partner Partner Sector Category

J Jodhani V Jodhani Others Mid-Corporate

Contact Details: DW 4220,BDB, BKC, Bandra (East), Mumbai - 400051, Maharashtra

Dun & Bradstreet D-U-N-S® No 65-008-1271

### **Koso India Private Limited**

Management Details: Managing Director Director Sector Category

G Gupta Y Ikegaya Engineering & Machinery Mid-Corporate

Contact Details: H-33&34, MIDC, Ambad, Nashik - 422010, Maharashtra

Dun & Bradstreet D-U-N-S® No 91-537-1923

### **Laxmi Agro Industrial Consultants & Exporters Limited**

Management Details: Managing Director Director Sector Category

Sushil Gupta Shiv Gupta Chemicals & Pharmaceuticals Mid-Corporate

Contact Details: 24/24 Rahul Apartments, Ansari Road, New Delhi - 110002, Delhi

Dun & Bradstreet D-U-N-S® No 65-076-7655

### **Magnolia Limited**

Management Details: Director Director Sector Category

T Shetty R Singh Chemicals & Pharmaceuticals SME

Contact Details: 15(B), Paradigm, Mindspace, Malad (w), Mumbai - 400064, Maharashtra

Dun & Bradstreet D-U-N-S® No 65-007-6243

# **Malladi Drugs & Pharmaceuticals Limited**

Management Details: Managing Director Executive Director - Operations Sector Category

M Prashant S Sistla Chemicals & Pharmaceuticals Mid-Corporate

Contact Details: No.9, GST Road, St.Thomas Mount, Chennai - 600016, TN

Dun & Bradstreet D-U-N-S® No 87-140-6571

### **Manorama Industries Private Limited**

Management Details: President Sector Category

A Saraf Food Processing & Agro Products Mid-Corporate

Contact Details: Room No 104, 1st Floor, JK Corp HSG Society, 40/42, Mint Road, Fort, Mumbai - 400001, Maharashtra

Dun & Bradstreet D-U-N-S® No 65-018-6075

### **Mascot Metal Manufacturers**

Management Details:Chief Executive OfficerPartnerSectorCategoryR AgrawalM AgrawalEngineering & MachinerySME

Contact Details: A-II, Industrial Estate, Aligarh - 202001, UP

Dun & Bradstreet D-U-N-S® No 67-588-3546

## Medopharm

Management Details: Partner Sector Category

S Chordia Chemicals & Pharmaceuticals Mid-Corporate

Contact Details: Medo House, No.25, Puliyur 2nd Main Road, Trust Puram, Chennai - 600024, TN

Dun & Bradstreet D-U-N-S® No 85-954-9361

### Megaa Moda Private Limited

Management Details: Managing Director Director Sector Category

Y Gupta S Ramalingam Food Processing & Agro Products SME

Contact Details: 9th Floor Flat A10, CIC Building, 33A Chowringhee Road, Kolkata - 700071, WB

Dun & Bradstreet D-U-N-S® No 92-029-0017

## **Metalman Auto Private Limited**

Management Details: Chairman Managing Director Sector Category

B Bembi N Jairath Engineering & Machinery Mid-Corporate

Contact Details: E-127, Focal Point, Phase IV, Ludhiana - 141010, Punjab

Dun & Bradstreet D-U-N-S® No 91-577-8398

### **Mikrotek Machines Limited**

Management Details:Managing DirectorSectorCategory

B Kamala Babu Engineering & Machinery SME

Contact Details: 16 A Sector, 2nd cross, Amruthnagar Main Road, Bengaluru - 560092, Karnataka

Dun & Bradstreet D-U-N-S® No 87-233-9600

Mid-Corporate

Others

### **MKU Limited**

Management Details: Chairman Managing Director Sector Category

M Gupta N Gupta

Contact Details: 13, Gandhi Gram, GT Road, Kanpur - 208007, UP

15, Gariani Gram, Gr Road, Kanpar 200007, G

Dun & Bradstreet D-U-N-S® No 86-269-7457

### **Modern Transformers Private Limited**

Management Details:Managing DirectorChief Executive OfficerSectorCategoryD AggarwalM AgarwalElectrical & Electronic GoodsSME

Contact Details: C-137, Bulandshare Road, Industrial Area, Ghaziabad - 201001, UP

Dun & Bradstreet D-U-N-S® No 65-031-7415

## **Newgen Software Technologies Limited**

Management Details: Managing Director & CEO Sector Category

D Nigam IT & IT Enabled Services Mid-Corporate

Contact Details: A-6, Satsang Vihar Marg, Qutab Institutional Area, New Delhi - 110067, Delhi

Dun & Bradstreet D-U-N-S® No 91-565-9678

# **Nila Infrastructures Limited**

Management Details: Chairman & MD Joint Managing Director Sector Category

M Vadodaria K Vadodaria

Others Mid-Corporate

Contact Details: First Floor, Sambhaav House, Opp Chief Justice's Bungalow, Bodakdev, Ahmedabad - 380015, Gujarat





Ashutosh Jha Chairman & MD

#### Sector

**Professional & Business Services** 

#### Category

Mid-Corporate

#### **Management Details**

Chairman & MD Ashutosh Jha Director Kundan Jha

#### **Contact Details**

5-E, 1st Floor,
Jungi House Shahpur Jat
New Delhi – 110049
Tel: +9111-26495662 / 63
Email
customercare@orionfacilities.com
Website
www.orionsecure.co.in

### **Key Business Highlights**

- Around 60% of the manpower at ORIONSECURE is engaged in services like security, fire, events services & systems and rest 40% are engaged in integrated facility services, other services.
- It has a client portfolio of over 1000+ customers spread across 16 different sectors.

### **Orion Security Solutions Private Limited**

### **About the Company**

Orion Security Solutions Pvt Ltd (ORIONSECURE), a flagship and holding company of the Orion Group, was founded in the year 2005 & later incorporated in 2010. The company is amongst the leading provider of both traditional and new-age integrated security services with operations across Europe, Middle East. Additionally, it also provides a wide bouquet of service offerings in the facility management area including; janitorial service operations, engineering & maintenance services.

ORIONSECURE is accredited with ISO 9001:2008, ISO 14001: 2004, ISO 9001:2015, OHSAS 18001:2007 and SA 8000:2008 certifications. The company has also been awarded by prestigious institutes and publications such as CAPSI, Business Sphere NCR Chamber of Commerce, IISM, India SME Forum.

ORIONSECURE is headquartered in New Delhi, and operates eight regional offices, 42 branches and 22 training centres. It has more than 22,000 personnel's and 17 mobile training officers.

#### **Areas of Expertise**

ORIONSECURE offers seamless, sustainable, feasible and cost-effective security solutions to its customers. Its wide range of offerings encompass:

- Manned Guarding: The company offers customised manned security solutions for individual
  and enterprise customers. Its offerings include; office security guard services, housing
  societies / residential security guard services, factory / industrial complex security guard
  solutions, restaurant / club security bouncers, perimeter manned security solutions, event
  security guard services, armed security guard services and manned traffic and parking
  management services. The company conducts extensive training and education sessions that
  upgrade the skills and abilities of employees.
- Facility Management: The company offers end-to-end integrated facility management
  solutions, catering to industrial giants and multinational technology companies to universities
  and residential complexes. Its range of offerings under facility management include; janitorial
  services, pantry services, electromechanical, horticulture and allied facility services.
- Technology & System for Security: ORIONSECURE offers integrated security management
  solutions using advanced technological systems and intelligent devices. ORIONSECURE
  provides security system integration of advanced technological systems and intelligence
  devices. The company has extensive knowledge in providing hi-tech security management
  solutions across a diverse range of industries and geographies. The company has an extensive
  range of technical capabilities such as, integrated security centres, perimeter protection,
  access control systems, perimeter protection etc.
- Events and Executive Protection: The company is a key player in the Event Protection,
  Executive Protection or a comprehensive package of both. Its team include experienced
  and dedicated personnel that are well trained in crowd management techniques and fully
  knowledgeable about latest security standards and procedures.
- Intelligence & Investigation: ORIONSECURE specializes in delivering global solutions for Intelligence, Investigation, Information Security, Cyber Forensics and Online reputation Management. The company niche capability is in addressing all existing and known frauds, even if done via cyber methods. The intelligence & investigation team is associated with Corporate, Banking and Government sectors.
- Training and Development: ORIONSECURE is a leading training & development solutions provider which leverages training as a critical tool for the development of its resources. The Company has its own Vertical Training Academy/Centre namely Orion Skill with advanced training infrastructure in partnership with various States Govt./ Central Govt. of India. This is being done under the aegis of the NSDC (National Skill Development Council).

ORIONSECURE as an organization has resolved to train 12,500 manpower in FY 16-17 and the company is well on its way to achieve the ambitious target of training 1,32,000 manpower by 2022.

• Research & Consulting: The company offers a host of research & consulting services including; market research & resource survey, forestry and environmental studies (including eia), water resource/watershed sector studies; socio-economic studies; agriculture and allied sector studies; health sector studies; infrastructure studies; techno economic feasibility studies; monitoring & evaluation; environment impact assessment; strategic analysis/planning; and investment choice and turnaround studies.

#### Clientele

ORIONSECURE caters to a wide client-base including companies from several prominent sectors. The industry segment wise share is mentioned below:

Industries	Share (%)	Key Clients	
Banking & Insurance	29%	HSBC, IDBI Bank, IndusInd Bank, Andhra Bank, TATA Communications, AVIVA Life, Reliance Life Insurance, HDFC Ergo, TATA AIG, Bank of India, SBI, Axis Bank	
Energy, Oil & Gas	13%	CAIRN, GSPC, HMEL, ABB, TATA power, NTPC, WBSEDCL, Reliance Power	
Educational Institution	12%	IIT Delhi, IIT Indore, IIT Jodhpur, NIFT Jodhpur, CSIR, AIIMS, Bimtech, BIT Mesra, NIT Delhi, IIITD, RNIIPM, Nalanda University, CIPET, CSIR IGIP, DPS, Patna University	
IT/ITeS	10%	Facebook, Accenture, SAMSUNG, firstsource, KPMG, Flipkart.com, GENPACT, Willis	
Industrials/Engineering	10%	Ashok Leyland, Honda, USHA,	
Hospitality & Healthcare	9%	Mariott, Vivanta, Fortis Healthcare, AIIMS, ILBS, PGI	
Tele Communications	9%	Airtel, GTL, Viom, Idea, MTS, Bharti Infratel, Reliance Communications, Aircel	
Infrastructure/ Aviation	4%	GMR, Hyderabad Rajiv Gandhi International Airport, Air India	
Retails/ECommerce	4%	Flipkart, Grofers, Future Group, Carrefour, Geant	

### **International Presence & Tie-ups**

Apart from domestic market, ORIONSECURE has presence in countries such as UAE, Qatar, , Bahrain, UK and Finland through group entities. In UAE, Bahrain, UK and Kenya, it operates through Universal Security Services LLC, Scorpion for Cleaning S.P.C, Orion Secure Ltd and MBM – Orion Services Solution Ltd respectively. In Finland it operates through strategic partnership entities including; FCG International Ltd, Hesburger, Burger-In Oy, and HSY. Other international partnerships include; Regulus Global, LLC and Radiv Global Technologies Pvt Ltd.



Dun & Bradstreet D-U-N-S® No 87-229-8663

### **Pioneer Coldstore and Cladding Private Limited**

Management Details:DirectorSectorCategoryS VasudevanEngineering & MachinerySME

Contact Details: No 25, Pallavan Nagar Main Road, Maduravoyal, Chennai - 600095, TN

Dun & Bradstreet D-U-N-S® No 91-801-7385

### **Prasol Chemicals Limited**

Management Details: Chairman Managing Director Sector Category

N Shah G Parikh Chemicals & Pharmaceuticals Mid-Corporate

Contact Details: Prasol House, A-17/2/3, TTC Indutrial Area, MIDC Khairne, Navi Mumbai - 400710, Maharashtra

Dun & Bradstreet D-U-N-S® No 87-415-9196

### **Prothom Industries India Private Limited**

Management Details: Co-Founder & MD Chief Executive Officer Sector Category

A Chandrachud S Bairagi Plastic & Plastic Products SME

Contact Details: 78/1, Dynamic Logistics Trade Park, Bhosari - Alandi Road, Dighi, Pune - 411015, Maharashtra

Dun & Bradstreet D-U-N-S® No 91-811-7941

# **Reliable Insupacks Private Limited**

Management Details: Managing Director Director Sector Category

M Roy S Roy Plastic & Plastic Products SME

Contact Details: B-2/7 & 2/8, Site-B, UPSIDC Indl. Area, Surajpur Greater Noida - 201306, UP

Dun & Bradstreet D-U-N-S® No 86-217-3486

# **Roop Automotives Limited**

Management Details: Director Director Sector Category

M Oswal P Salhotra Engineering & Machinery Mid-Corporate

Contact Details: 19, Roz Ka Meo Industrial Area, Sohna, Gurgaon -122103, Haryana

Dun & Bradstreet D-U-N-S® No 91-669-5989

### **Rotex Automation Limited**

Management Details: Director Sector Category

N Shah Engineering & Machinery Mid-Corporate

**Contact Details:** 987/11, GIDC-Makarpura, Vadodara – 390010, Gujarat

Dun & Bradstreet D-U-N-S® No 91-861-3225

# Sahasra Electronics Private Limited

Management Details: Chairman Director

A Manwani V Manwani

Contact Details: 129-G.NSEZ, Noida - 201305, UP

Sector Category

Electrical & Electronic Goods Mid-Corporate

Dun & Bradstreet D-U-N-S® No 86-944-9069

# **SARJAK Container Lines Private Limited**

 Management Details:
 Managing Director
 President - Finance & Pricing
 Sector
 Category

A Sheth S Shah Transportation & Logistics Mid-Corporate

Contact Details: 8th Floor, DLH Plaza, Opp Shoppers Stop, S.V.Road, Andheri (West), Mumbai - 400058, Maharashtra

Dun & Bradstreet D-U-N-S® No 65-065-6606

# Sarla Performance Fibers Limited

Management Details: Chairman & Whole-Time Director Managing Director Sector Category

M Jhunjhunwala K Jhunjhunwala Textiles & Garments Mid-Corporate

Contact Details: 59/1/4, Amli Piparia Industrial Estate, Silvassa - 396230, D&NH

Dun & Bradstreet D-U-N-S® No 65-061-0871

# **Satyendra Packaging Private Limited**

Management Details: Director Sector Category

S Shah Plastic & Plastic Products Mid-Corporate

Contact Details: Opp. Hotel 2000, NH No. 8, Gopalpura, Anand - 388370, Gujarat

Dun & Bradstreet D-U-N-S® No 72-564-8468

# **Seaport Logistics Private Limited**

Management Details: Managing Director Director Sector Category

M Tahjudeen M Saifudeen Transportation & Logistics Mid-Corporate

**Contact Details:** 85/42, Dheen Estate, Moore Street, Parry's, Chennai - 600001, TN

Dun & Bradstreet D-U-N-S® No 86-250-3230

# **Sequel Logistics Private Limited**

 Management Details:
 Chairman & Founding Director
 Founder Director & CEO
 Sector
 Category

S Jobanputra S Rajkumar Transportation & Logistics Mid-Corporate

Contact Details: L-374, 5th Main Road, Sector 6, HSR Layout, Bengaluru - 560102, Karnataka

Dun & Bradstreet D-U-N-S® No 65-022-0858

# **Shalina Laboratories Private Limited**

Management Details:Managing DirectorDirectorSectorCategoryP PimplikarS SankaranChemicals & PharmaceuticalsMid-Corporate

Contact Details: 96/97, Maker Chamebrs VI, Nariman Point, Mumbai - 400021, Maharashtra

Dun & Bradstreet D-U-N-S® No 65-025-1932

# **SMI Coated Products Private Limited**

Management Details:DirectorDirector - Accounts & FinanceSectorCategoryA MehtaM ShaikhOthersMid-Corporate

Contact Details: 4-B-5 Gundecha Onclave, Kherani Road, Sakinaka Andheri (E), Mumbai - 400072, Maharashtra

Dun & Bradstreet D-U-N-S® No 87-140-6572

# **Sun Electro Devices Private Limited**

Management Details: Managing Director Sector Category

S Jain Electrical & Electronic Goods SME

Contact Details: Plot No D-7, Area No 1, Chakan MIDC, Mhalunge, Near HP Gas, Next to Courtyard Marriot Hotel,

Pune - 410501, Maharashtra

Dun & Bradstreet D-U-N-S® No 65-035-9305

# **Survival Technologies Private Limited**

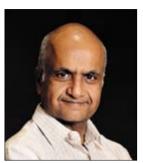
Management Details:DirectorDirectorSectorCategoryV AgrawalN AgrawalChemicals & PharmaceuticalsMid-Corporate

Contact Details: 1401A, Naman Midtown, 14th Floor, Senapati Bapat Marg, Elphinstone, Mumbai - 400013, Maharashtra



Dun & Bradstreet D-U-N-S® No 65-052-8060





**Bharat Goenka**Managing Director

### Sector

IT & ITeS

### Category

Mid-Corporate

### **Management Details**

Managing Director Bharat Goenka Executive Director Tejas Goenka

### **Contact Details**

No. 23 & 24, AMR Tech Park II B, Hongasandra, Hosur Road, Bengaluru – 560068, Karnataka Number: 1800-200-8859 Email marketing@tallysolutions.com Website www.tallysolutions.com, blogs.tallysolutions.com

# **Key Business Highlights**

- More than 1 million businesses in the world run on Tally which amounts to 3-4 million users overall
- Sales, service, implementation and solutions of Tally products and services is handled by a 28000+ partner network all over the world
- 20 regional offices in India to add to regional offices in Dubai & Nairobi

# **Tally Solutions Private Limited**

### **About the Company**

Tally Solutions Pvt Ltd (Tally Solutions) is a pioneer in the business software products arena. Since its inception in 1986, Tally's simple yet powerful products have been revolutionizing the way businesses run. Having delivered path breaking technology consistently for more than 3 decades, Tally symbolizes unmatched innovation and leadership. Today, it caters to millions of users across industries in over 100 countries and continues unchallenged as the industry leader in the enterprise resource planning software domain.

### **Products & Services**

Tally Solutions is amongst the leading business management software products company. The company has been amongst the pioneers in introducing codeless software, a natural language interface, path-breaking remote functionality and other unique capabilities. The company was also one of the forerunners in launching launch free service and breakaway commercial terms including free upgrades and no charge per seat to transform the ownership experience. Some of the products provided by Tally Solutions include:

**Tally.ERP 9**: It is the flagship product of the company. It is a sophisticated business management software product and offers an ideal combination of functionality, control and customizability built in, thereby resulting in accelerated business growth.

Tally.ERP 9 allows the users to do their business transactions from the comfort of their home or generate the stock status report and print the copy from any place. The product has been designed keeping in mind the business fraternity. Power of connectivity of the software enables all the internal stakeholders of the company to access the information at any time and from anywhere. The salient features of the product are ease of installation along with incremental implementation which allows the users to activate just as many of its functions when required, even across locations.

With features like Remote Access, Audit & Compliance Services, an Integrated Support Centre and Security management, the product is designed to enable businesses to operate seamlessly. Besides offering the primary functionality of an accounting package, the product also offers packages for other functionalities such as finance, inventory, sales, purchase, Point-of-Sales, manufacturing, costing, job costing, pay roll and branch management along with capabilities to manage all indirect and direct taxes. Tally.ERP 9 permits business owners and their associates to enhance their business operations with its simplicity, speed, accuracy and flexibility.

**Tally.Server 9**: It is an enterprise class product and has the ability to redefine performance for businesses that are looking to scale their operations. The powerful concurrent capabilities of the product coupled with highly secured data administration features enables businesses to lower their maintenance costs and improve productivity of their operations.

**Tally Software Services** – Tally Software Services (TSS) is a software subscription for a collection of services which add great value to Tally.ERP 9 by giving users additional features. Connectivity driven functionalities such as continuous upgrades & updates, central consolidation of branch data, instant support from within Tally.ERP 9 and much more, enables businesses to enhance their performance drastically.

TSS enables the business to always remain up-to-date with the latest developments in technology and statutory laws. Moreover, the users have complete visibility over their business (across branches) even while they are on the move. TSS helps the users to stay connected with their business, customers, banks and other business stakeholders in an efficient manner. It provides a host of services under the broad categories of Tally Infrastructure Capabilities, Tally Business Convenience Capabilities, Tally Compliance Capabilities, Tally New Products and Tally Support.

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# **TEMA India Limited**

Management Details:Managing DirectorDirectorSectorCategoryH SippyC DoshiEngineering & MachineryMid-Corporate

Contact Details: Hamilton House, 3rd Floor, J N Heredia Marg, Ballard Estate, Mumbai - 400038, Maharashtra



Dun & Bradstreet D-U-N-S® No 65-060-3637





Amit Kumar Bansal Managing Director

### Sector

**Pharmaceuticals** 

### Category

MID

### **Management Details**

Managing Director Amit Kumar Bansal Director Punit Bansal

# **Contact Details**

400, Industrial Area, Phase –I, Panchkula – 134113, Haryana

### **Key Business Highlights**

- Theon has been accredited with cGMP & WHO GMP certification and is also ISO 9001:2008 certified.
- Theon has marked its presence globally by exporting its products to Africa, South East Asia, Central Asia, French West Africa, CIS, Latin America and Asia Pacific to name a few.
- Theon undertakes contract manufacturing for prominent players in the pharmaceutical industry such as Cadila, Sun Pharma, Lupin, Mankind Dr. Reddy, Glenmark, Aristo, IPCA, Abbott and many more all over India.
- Theon has dedicated contract manufacturing for Potassium Clavulanate combinations with huge enhanced capacities.

# **Theon Pharmaceuticals Limited**

### **About the Company**

Theon Pharmaceuticals Ltd, a WHO–GMP and ISO 9001:2008 certified company commenced its business operations in the year 2005 with a mission to improve the quality of human life by ensuring premier health care for the society with quality and affordable drugs. Theon has had a modest beginning and eventually carved out a distinct place of its own in the ever growing Indian Pharmaceutical Industry. With its state-of-the art ultra-modern facility spread over 4.5 acres in excise free zone of Himachal Pradesh in North India, Theon is equipped with World-class infrastructure for manufacturing Tablets, Capsules, Ointments, Sachets, Injectables and dry Syrup Formulations. The company has dedicated & segregated blocks for General, Penicillines (Beta Lactam) & Cephalosporin dosages in the form of Tablets, Capsules, Ointments, Sachets, Injectables and Dry Syrups covering all major therapeutic segments.

### Theon's Global Presence

Theon's manufacturing site has been approved by PPB- Kenya, NDA-Uganda, FMHACA, TFDA-Tanzania, MCAZ- Zimbabwe, MOH- Congo, NDSO-Lesotho, MOH- Vietnam, DPM- Ivory Coast, MOH- Sri Lanka, MOH- Afghanistan, and FDA- Philippines. Other regulatory approvals like EU-GMP, PIC/S, ANVISA, MCC and others are in pipeline. Theon currently caters to countries in Africa, South East Asia, Central Asia, French West Africa, CIS, Latin America and Asia Pacific amongst others.

### **Theon's Esteemed Clients**

Theon undertakes contract manufacturing for various companies like Cadila, Sun Pharma, Wockhardt, Indoco, Mankind, Abbott, Meyer, Macleods, Aristo, Dr. Reddy, Glenmark, IPCA, and Lupin amongst others in India.

# **Products Range**

The company is engaged in manufacturing range of finished pharmaceutical products in various dosage forms like Tablets, Capsules, Dry syrups, Dry powder Injectables, Ointments & Sachets and all major therapeutic segments. The product portfolio of Theon includes Potassium Clavulanate combinations, Cephalosporin range, General range, and Multivitamin combinations amongst others.

### **Facilities & Capacities**

Theon operates through its manufacturing facility in Baddi, HP spread over 1.5 acres in the excise free zone. Theon has an annual installed capacity of manufacturing 5.5Billion/ Annum units of Solid oral formulations, 1.5Million/ Annum units of Dry Syrups, 60 Million/ Annum units of Injectables, 50 Million/ Annum units of Ointments & 125 Million/ Annum units of Sachets. Theon maintains dedicated R & D laboratories and stability chambers & labs to carry our Real Time & Accelerated Stability studies as per ICH guidelines. Theon has latest sophisticated instruments in its in-house chemical, instrumental & microbiological laboratories for strict compliance of Good Laboratories Practices (GLP's) which focuses on development of new products across a wide range of therapeutic segments. Theon's dosage development laboratory is equipped with capabilities like cost effective taste masking technology, pre formulation studies, lab/ pilot scale development, stability studies, technology transfer of new products, technical assistance for manufacturing, data management and prototype equipments.

### Corporate Social Responsibility

Theon makes continuous efforts to promote good health, social development and better environment, through various company programs. The company has Environment, Health and Safety (EHS) policy which aims for the highest standards in plant design, manufacturing facilities, equipment's, maintenance and operations. The policy also focuses on regular health assessment of the employees and hygiene monitoring at the workplace. Further, the manufacturing processes are continuously upgraded to improve health and hygiene standards. Theon also conducts regular training programs for its employees to enhance awareness in the area of health, safety and environment.

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Dun & Bradstreet D-U-N-S® No 91-544-0883

Category

# **UFO Moviez India Limited**

Management Details: Founder & MD Joint Managing Director Sector

S Gaikwad K Agarwal Others Mid-Corporate

Contact Details: Valuable Techno Park, Plot No 53/1, Road No 7, MIDC, Marol, Andheri (East), Mumbai - 400093,

Maharashtra

Dun & Bradstreet D-U-N-S® No 85-947-1994

# **VaaaN Infra Private Limited**

Management Details: Managing Director Director Sector Category

A Kishore IT & IT Enabled Services SME

Contact Details: 206, Saral Co-operative Group Housing Society Ltd., Plot No. 15, Sector 10, Dwarka, Delhi - 110075, Delhi

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

# Vasa Pharmachem Private Limited

Management Details: Managing Director Director Sector Category

J Vasa V Vasa Chemicals & Pharmaceuticals SME

Contact Details: RV Vasa House, 88, Pankaj Society, opp Anjali BRTS Paldi, Ahmedabad - 380007, Gujarat

Dun & Bradstreet D-U-N-S® No 91-842-3489

# Vasantha Advanced Systems

Management Details:ProprietorChief Executive OfficerSectorCategoryS ChidambaranathanR KarthikeyanElectrical & Electronic GoodsSME

Chicambaranathan Kharameyan

Contact Details: 159/2, Sivalingapuram Texttool East, Thippe Gounder Street Ondipudur, Coimbatore - 641016, TN

Dun & Bradstreet D-U-N-S® No 65-036-3943

# **Vedika Credit Capital Limited**

Management Details:ChairmanManaging DirectorSectorCategory

U Jain G Jain Professional & Business Services SME

Contact Details: 406, 4th Floor, Shrilok Complex, HB Road, Ranchi - 834001, Jharkhand

Dun & Bradstreet D-U-N-S® No 65-034-2285

# Virinchi Limited

Management Details: Promoter Chief Executive Officer Sector Category

V Kompella S Prasad IT & IT Enabled Services Mid-Corporate

Contact Details: A-1 3rd Floor, Surabhi Plaza, Vikrampuri, Karkhana, Secunderabad - 500009, Telangana

Dun & Bradstreet D-U-N-S® No 91-717-1241



Erik Oliver Illig Managing Director

# About the Company

Wilhelm Textiles India Pvt Ltd (Wilhelm Textiles) is a subsidiary of Werner Wilhelm GmbH, Germany. It is an Indo-German joint venture and is in operation in India since 1995. The company operates in the textiles segment with specialisation in footwear textiles. Headquartered in Gurgaon, the company operates regional sales office and warehouse & distribution centre in Chennai, TN. It caters to more than 750 customers globally, with local offices and operations spread throughout India, Germany and Portugal. Since 2013, the turnover of the company has grown from ₹ 43 crores to ₹ 100 crores.

Wilhelm Textiles India Private Limited

### **Product Range**

Wilhelm Textiles offers a very extensive product mix for the shoe, automobile, sports goods, home furnishings and other specialised technical application. Its product range includes:

**Fusible Interlinings**: It offers a comprehensive range of fusible interlinings, available in greige and bleached (white) form. These interlinings technically fit to different types of leathers.

**Crimping Cloth**: It offers customised crimping material for its customers who find special knitted fabrics to have excellent crimping features.

**Linings**: Its wide range of lining material is available in different colours, designs, texture and pattern. It is processed cautiously to ensure that its originality remains the same. It is also available in laminated version with backers, ranging from non-woven, foam, wadding or other special material, as per customer requirement.

**Spacers**: It offers a very wide range of spacer fabrics with varied construction, thickness, appearance and colour, suitable for production of sports shoes.

**Non-woven Fabrics**: These fabrics have very soft and cushioning feel and are mainly used in footwear lining. Available in different colors like white, black etc; non-wovens are mainly fused with fabric as per the requirement of clients.

**Strobel Material**: The strobel material has a soft and cushioning effect and is widely used by its customers. It offers flexible, soft and comfortable feel on wearing. At the same time, it is also hard and solid to protect from any distortion of shoe sole. Moreover, this unique strobel material has high stability and seam-holding capability during critical shoe-making process.

**Uppers**: It offers a wide assortment of durable and weather resistant upper material. It is available in wide spectrum of colours and hold wide demand by the footwear manufactures. Its range of upper materials includes Canvas, Denims, Satins, Chequered designs, etc.

**Leather Imitations & Micro Fibre Fabrics**: This leather imitation material is very soft and durable to be used in footwear. It also offers original leather qualities like flexibility, permeability, abrasion resistance, adhesion properties among others. The micro fibre material offered by the company can be used for manufacturing bags, shoes and other products. This material is generally used as heel grip of shoes and offers high abrasion properties.

**Fur Linings**: Fur lining are used for shoes, especially in long boots. These linings are available in natural as well as synthetic versions. These linings also find usage in hand bags and jackets.

**Water Proof Membranes**: This membrane offers unbeatable level of breathability. Through physio-chemical process (diffusion), the membrane transports moisture away from the body and at the same time it is waterproof. It also possesses a special property of stretching more than their original length and width. This quality of membranes makes it different and excellent to be used in shoes and jackets.

### Sector

**Textiles & Garments** 

### Category

SME

### **Management Details**

Managing Director Erik Oliver Illig

# **Contact Details**

38th Km Stone, Delhi - Jaipur Highway, Village Khandsa, Behrampur Rd, Gurgaon – 122001, Haryana

Website: www.wilhelmindia.co.in

# **Key Business Highlights**

 Wilhelm Textiles has entered into a technical collaboration with Sympatex Technologies GMBH to use their waterproof membranes and promote their brand for waterproof shoes production in Europe and India

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Dun & Bradstreet D-U-N-S® No 87-181-2170

# **WIN (India) Exports**

P Kundu

Management Details:PartnerPartnerSectorCategoryA VaswaniM VaswaniTextiles & GarmentsSME

Contact Details: No. 4, CASA Major Road, Egmore, Chennai - 600008, TN

Dun & Bradstreet D-U-N-S® No 86-024-4316

SME

**Professional & Business Services** 

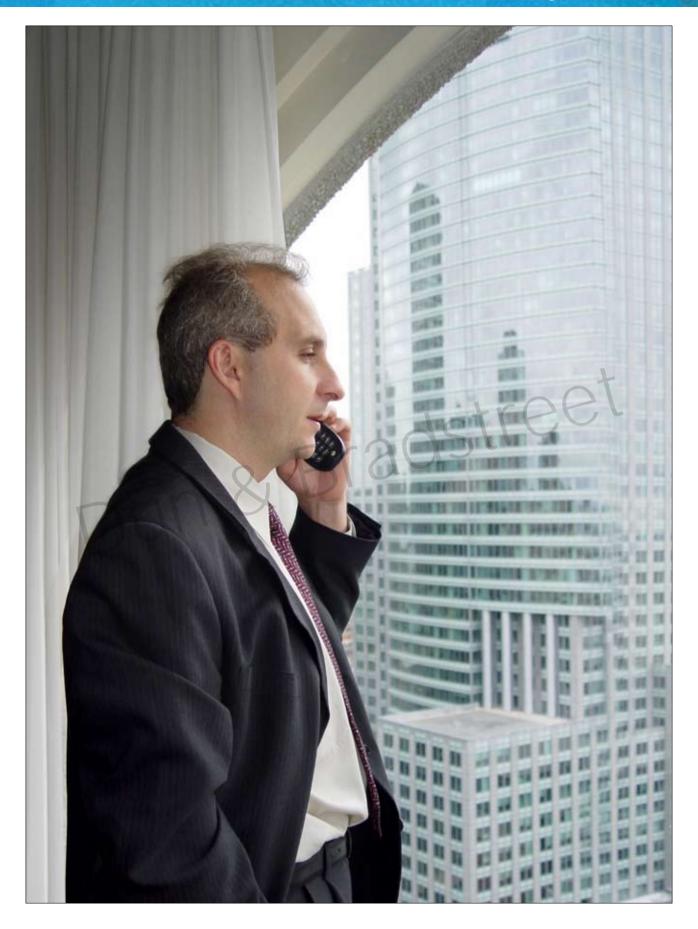
# **Xplorer Consultancy Services Private Limited**

Management Details: Managing Director Director Sector Category

Contact Details: Plot No 3, First Floor, Sector -18, Sarhaul, Opposite Hipa, Gurgaon - 122001, Haryana

**B** Kundu





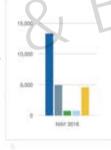




Ministry of MSME, Govt. of India



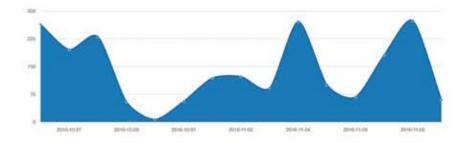


















www.msmedatabank.in

# Salient Features of MSME DataBank

- Notified under MSMED (Furnishing of Information) Rules, 2016 vide Gazette Notification dated July 29, 2016.
- · Web based secured application accessible 24x7,
- · Aadhaar & Udyog Aadhaar enabled enrolment,
- · Uniqueness of data ensured through Permanent Account Number,
- · Enrolment on Self-Certification basis,
- Enrollment facility available through individual MSME units / Development Organizations / Associations / Rating Agencies etc. including state agencies,
- · Easy Updation by MSME units as and when required,
- Real-time census of MSME Sector available to Government for Policy Formulation,
- Exclusive Information on MSME units and their products / services offered,
- Exclusive access to Government Departments / PSUs is being provided to search for MSME units for their procurement needs,
- Categorization of information of MSMEs under various parameters, like Social Category, Special Category, etc.,
- Online availability of information on Investment in Plant
   Machinery, Nature of Operation, Employment Status,
   State-wise bifurcation, benefits extended to units, etc.,
- Flexible reporting for generating reports on various parameters,
- · Easy filtration of selected data,
- · Real Time MIS Dashboard for monitoring and updation,
- · Mapping of products with HS / NPC codes for easy classification,
- · Future requirement of MSMEs is captured for policy formulation.

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ABBREVIATIONS

### **COMPANY ABBREVIATIONS**

COMPANY NAME ABBREVIATION

ADG ONLINE SOLUTIONS PRIVATE LIMITED ADG

Aesthetic Living Merchants Private Limited Aesthetic

AMN Life Science Private Limited AMN Life Science

Cadsys (India) Limited Cadsys

Capricorn Food Products India Limited Capricorn

Computer Age Management Services Private Limited CAMS

CORE Energy Systems Private Limited CORE

Cotmac Electronics Private Limited Cotmac

Emmbi Industries Limited Emmbi

Express Global Logistics Private Limited Express Global

Fourth Partner Energy Private Limited Fourth Partner Energy

HD Fire Protect Private Limited HD Fire

Ideal Lighting Systems Private Limited ILS

Jaipur Rugs Company Private Limited Masibus

Kavin Engineering and Services Private Limited Kavin Engineering

**MAF Clothing** 

Marine

**Optimus** 

Quarterfold

Sindhu Cargo

Orion Secure

Suprabha

Eric

Olive

MAF Clothing Private Limited

Marine Hydrocolloids

Olive Bar & Kitchen Private Limited

Optimus Drugs Private Limited

**Quarterfold Printabilities** 

Sindhu Cargo Services Private Limited

Suprabha Protective Products Private Limited

Thermopads Private Limited Thermopads

Arcgate Arcgate

Eric Apparel Private Limited

Orion Security Solutions Private Limited

Sun Electro Devices Private Limited Sun Electro Devices

Suprabha Protective Products Private Limited Suprabha

Tally Solutions Private Limited Tally Solutions

Wilhelm Textiles India Private Limited Wilhelm Textiles





# **ABBREVIATIONS**

INSTITUTIONS	ABBREVIATION
Asea Brown Boveri Ltd	ABB
Academy of Human Resources Development	AHRD
Ahmedabad Management Association	AMA
American Tower Corporation	ATC
Business Membership Organization	вмо
Certified Development Companies	CDC
Covention on Pharmaceutical Ingredients	CPhI
Export Credit Guarantee Corporation of India	ECGC
Executive Recruiters Association	ERA
Food and Drug Administration	FDA
Food Safety and Security Authority of India	FSSAI
Gulf Cooperation Council	GCC
Garbage Concern Welfare Society	GCWS
Gujarat Electronics & Software Industries Association	GESIA
Gems & Jewellery Trade Federation	GESIA GJF
Gem Jewellery Export Promotion Council	GJPEC
Government of India	Gol
Global Recruitment Service	GRS
HongKong and Shanghai Banking Corporation	HSBC
International Air Transport Association	IATA
International Lecithin and Phospholipid Society	ILPS
Klynveld Peat Marwick Goerdeler	KPMG
Karur Vysya Bank	KVB
Micro, Small And Meduim Enterprises Development	MSMED
Micro, Small and Medium Enterprises	MSMEs
Nacional Financiera	NAFIN
National Association of Software and Services Companies	NASSCOM
National Human Resource Development	NHRD
Reserve Bank of India	RBI





# **ABBREVIATIONS**

INSTITUTIONS **ABBREVIATION** RJC Responsible Jewellery Council **Small Business Administration** SBA **Scheduled Commercial Banks** SCBs Small Industries Development Bank of India SIDBI Small and Medium Enterprise **SMEs** SSC **Shared Service Center** WTC World Trade Center

# **STATES, COUNTRIES & REGIONS**

### **ABBREVIATION**

Istreet

ΑP Andhra Pradesh **European Union** ΕU Himachal Pradesh ΗР Middle East ME Madhya Pradesh MΡ New York Tamil Nadu TN **United Arab Emirates** UAE **United Kingdom** UK Uttar Pradesh UP United States of America USA





stree

SAMe

SGS

**SMT** 

### **ABBREVIATIONS**

S-adinosyl methionine

Surface Mount Technology

Société Générale de Surveillance

PRODUCT NAME **ABBREVIATION Active Pharmaceutical Ingredients** APIs BPM **Business Process Management** Computer Aided Designing CAD ССМ **Customer Communication Management ECM Enterprise Content Management 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 LNS **Lipid-based Nutrient Supplements** National Electronic Funds Transfer **NEFT** Real-time gross settlement' systems **RTGS** Ready-to-use Therapeutic Foods **RUTF** 





# **ABBREVIATIONS**

December

MONTH ABBREVIATION
January Jan

February Feb

March Mar

April Apr

May May

June Jun

July Jul

August Aug

September Sep

October Oct

November Nov

OTHERS ABBREVIATION

Dec

Compound Annual Growth Rate CAGR

Entrepreneur Memorandum Part-II EM-II

Gross Domestic Product GDP

Memorandum of Understanding MoU

Non Performing Loan NPL

Research & Development R&D

Stock keeping unit SKU

Standard Operational Process and Procedures SOP

Year Over Year y-o-y









# Raising Capital for SMEs is Now Easier with BSE SME PLATFORM

- A great opportunity to provide equity financing to grow the business and lower the debt burden.
- Open the opportunity of secondary equity financing, including FPO's and private placement.
- Incentivise larger participation by HNI's, QIB's, venture capital firms, PE firms and FII's by providing an exit option without the hassles of lock-in.
- Encourage innovation and entrepreneurial spirit.

Since the launch of BSE SME Platform, 161 companies have been listed with a market capitalization of ₹16,089 Crs and total funds raised ₹1256.76 Crs as on 18<sup>th</sup> November, 2016.

# Salient features of BSE SME PLATFORM

- The post issue face value should not exceed Rs. 25 Crores.
- The minimum application and trading lot size should not be less than Rs. 1 Lakh.
- Existing members would be eligible to participate in the SME Platform.
- The issue shall be 100% underwritten and merchant bankers shall underwrite 15% in their own account.
- Merchant bankers to the issue will provide market-making through a stock broker registered as market-maker with BSE.
- Merchant bankers will be responsible for market-making for a period of 3 years and will provide two-way quotes for 75% of the time in a day.

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Don't miss out on a big opportunity

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# **Notes**

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