



SHOWDAILY

THE OFFICIAL DAILY NEWSPAPER OF IESS XI
4 – 6 MARCH 2024, CODISSIA TRADE FAIR COMPLEX, COIMBATORE

ORGANISER
EPECINDIA
ENGINEERING THE FUTURE

Ministry of Commerce & Industry
Government of India

Host State: FoMo TN

Focus States & UTs: VTPC KARNATAKA, Government of Maharashtra, ODOP, MATREX, JKTPT

Supported by: Ufi, C.R.I. PUMPS

Focus Region: Flanders State of the Art

Steel Forum Partner: TATA STEEL #WeAlsoMakeTomorrow

B2B eCommerce Partner: L&T-SUFIN A brand of Larsen & Toubro Limited

Subcontracting Partner: SUBCON

Registration Partner: C.R.I. PUMPS

DAY 1
MARCH 4, 2024

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THE CREATIVE FORCE

IESS XI – PROMOTING SMART SUSTAINABLE ENGINEERING FOR THE WELFARE OF THE PLANET

EEPC India’s annual event IESS (International Engineering Sourcing Show) is a mega display of India’s capability in Engineering and this will turn eleven in February, 2024. What started as an event with 220 exhibitors, 350 delegates, 6200 visitors, with Canada as the partner country & Maharashtra as the partner state on the 22nd March 2012 at Bombay Exhibition Centre, went on to become a journey of 10 completed editions and IESS XI will be a three-day event over 4-5-6 March 2024 at CODISSIA, in Coimbatore advocating #SmartSustainableEngineering as its theme.

IESS is being conducted for the second time in Coimbatore and for the sixth time in Tamil Nadu, with support from the Department of Commerce, Ministry of Commerce and Industry, Ministry of Heavy Industries, Department of Defence Production, Ministry of Defence, Department of Science & Technology and the Government of India. We have this time 9 States and 1 UT participation. Tamil Nadu as the Host State, Jharkhand, West Bengal, Himachal Pradesh, Karnataka, Maharashtra and Andhra Pradesh are the 6 focus states and Jammu and Kashmir is the focus UT. Additionally 2 More States - Odisha and Telangana are joining with a team of native exhibitor. Flanders is the Focus Region, Tata Steel is the Steel Forum Partner, L&T Sufin is the B2B E-Commerce Partner. A full house is being

expected this year with over 300 Indian Exhibitors, 149 plus products, around 300 overseas buyers from over 40 nations, Country / Sessions, Sessions on Manufacturing Start Ups, Tech Talks, Smart Manufacturing Workshops, Global Sourcing Meets, Exporters Troubleshooting Clinic, and much more.

Features of IESS XI include

- Around 300 exhibitors and 300 Overseas Buyers & 10000 Trade Buyers
- Global Sourcing Seminars
- Dedicated Vendor Development Programmes
- Display of New Age Technologies
- Overseas Delegations
- Dedicated B2B Sessions with Overseas Buyers
- Elucidating on the 5 Verticals
 - o Subcontracting
 - o Metal & Shop Floor
 - o Energy & Electricals
 - o Innovation & Technology
 - o Industrial Machinery & Equipment

This gradual growth shows the size, scale and stature of the event. It is expected that this will become the biggest engineering event in the global arena in the days to come!



IESS – A Platform to promote INDIA as a Smart Manufacturing Hub

For decades, EPC India has taken the lead in building the image of “Brand India” by organising exhibitions around the globe. A signature event of EPC and one of its kind, International Engineering Sourcing Show (IESS) was born out of the concept of marketing “Brand India” across the world. IESS was established with an inbuilt commitment and promise to promote, assist and handhold MSMEs to showcase their engineering goods to their overseas Counterparts with a unique concept that aims to:

- Reduce dependence on traditional markets by developing internal markets within India
- Forge partnerships and joint ventures
- Strengthen commercial relations
- Accelerate trade between India and its trading partners
- Provide a platform for foreign companies to showcase their strength and capabilities in a large developing market.

IESS across 10 editions, 6 Partner Countries/Regions (Canada, Czech Republic twice, Poland, COMESA as a region, Russia, Malaysia twice) from 4 Continents (North America, Europe, Africa and Asia), presence of more than 13 States and UT from all four regions of India has graduated to a global engineering sourcing show.

A series of 20 Vendor Development Meets held by around 26 Indian Bodies – Public and Private and a host of Intricately Designed Pavilions – Country, State, Industry, Technology make the show larger and bigger every year.

More than 24,165 Business Queries valued at 15.58 million, 12 MOUs including 9 Bilateral ones, around 54,543 business contacts and presence of over 3400 Indian Exhibitors, 3800 Delegates, 86000 Trade Visitors, define the success of the Biggest Engineering Extravaganza on Indian Soil - IESS.

And on an average with 100 speakers, 15 Thematic Sessions, 300 delegates from 40 Nations, 300 Exhibitors, over 700 B2B Meetings IESS has graduated to a global engineering sourcing show.

Apart from Ministry of Commerce and Industry, Ministry of Heavy Industries and Ministry of MSME, CSIR Labs, Indian Institute of Technologies (IITs) in Delhi, Bombay, Madras and Ropar; R&D Institutes under Ministry of Heavy Industries like C4i4 Labs, ARAI (Automotive Research Association of India), CMTI (Central Manufacturing Technology Institute) & FCRI (Fluid Control Research Institute), Department of Atomic Energy with BARC (Bhabha Atomic Research Centre), NFC (Nuclear Fuel Complex), RRCAT (Raja Ramanna Centre for Advanced Technology), ECIL (Electronics Corporation of India Ltd) & BRIT (Board of Radiation & Isotope Technology); ARCI (International Advanced Research Centre for Powder Metallurgy and New Materials) & NRDC (National Research Development Corporation) under The Department of Scientific & Industrial Research (DSIR) along with IISc (Indian Institute of Science), ERDA (Electrical Research and Development Association), SIEMA (The Southern India Engineering Manufacturers Association), Union Bank, Tata Steel; Indian PSUs like HEC, Vizag Steel, GRSE, Indian Railways, top MNCs- Cameron – a Schlumberger (USA Company) and SAGE Group (Australia) and Office of the Principal Scientific Adviser to the Government of India have been all associated over the ten editions.

A marathon 35 Global Sourcing Meets from 14 Nations (USA, UK, UAE, Germany, Japan, Switzerland, Sweden, Malaysia, Qatar, Luxembourg, Canada, Australia, Italy and Czech Republic) define the International Presence at IESS.



Department of Commerce
Ministry of Commerce & Industry
Government of India

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Amrit Mahotsav

EPCINDIA
ENGINEERING THE FUTURE

**IN ITS 69TH YEAR,
EPC INDIA IS
LOOKING TO THE
FUTURE**

- We are embracing technology and innovation.
- We are implementing advanced software solutions and automation to optimize operations.
- We are expanding global reach and partnerships
- We are developing partnerships and alliances with international organizations to access new markets
- We are adopting sustainable practices to reduce environmental impact

spreading wings

www.eepcindia.org

EPC India is the premier trade and investment promotion organisation in India.

EPC India facilitates sourcing from India and encourages MSMEs to raise their standard at par with international best practices.

EPC India is regarded as the model EPC in India by the Ministry of Commerce and Industry, Government of India. EPC India is now a full member of the France-based UFI – the Global Association of the Exhibition Industry.

EPC India has been the face of Indian engineering exports since 1955 mirroring the evolution of Indian Engineering Exports which grew 10704 times from USD 10 million in 1955 to USD 107.04 billion in FY 23.

EPC India's own brand - INDEE, one of the largest expositions of engineering in the world, has helped over 4000 Indian engineering manufacturers to display over 100 Indian engineering products across 29 nations in six continents since 1977.


EPC India publishes reports/studies about international trends and opportunities in order to enhance India's global footprint.

EPC India supports upgradation of technology to boost India's engineering exports and establish synergy between industry and academia.

GOODWILL MESSAGES

Ms. Anupriya Patel, Hon'ble Minister of State, Ministry of Commerce and Industry, Government of India


अनुप्रिया पटेल
ANUPRIYA PATEL



सत्यमेव जयते

75
आजादी का
अमृत महोत्सव
MESSAGE

वाणिज्य एवं उद्योग राज्य मंत्री
भारत सरकार
Minister of State for Commerce & Industry
Government of India

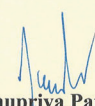


The Indian engineering sector achieved astounding growth over the last few years driven by increased investments in infrastructure and manufacturing following some much-needed reform measures initiated by the Government led by the Hon'ble Prime Minister, Shri Narendra Modi ji. After a dip in November 2023, India's engineering exports made a strong comeback with a 10.19% increase in December 2023 compared to the previous year. This is good news considering the tough global and local conditions.

India on its quest to become a global superpower has made significant strides towards the development of its engineering sector. However, the slowdown in global trade will inevitably affect Indian exports, and the government has taken important policy measures to improve the resilience of the external sector. The National Logistics Policy would ease domestic frictions and reduce the cost of internal logistics to encourage Indian exports.

On a cumulative basis, engineering exports excluding iron and Steel recorded year-on-year growth during April-December 2023-24 and has achieved 79.5% of the targeted Yearly Engineering Export figure of USD 120 billion in FY24. The forthcoming International Engineering Sourcing Show (IESS) would surely bolster the engineering export figure as it has done before.

I extend my best wishes for successful organisation of the 11th edition of IESS by EEPC India during March 4-6, 2024 in Coimbatore.


 (Anupriya Patel)

February 10, 2024
New Delhi

Office : Room No. 509, Vanijya Bhawan, 16-A, Akbar Road, New Delhi-110011; Tel : 011-23039205, 23039206
E-mail : mos-commerce@gov.in

IESS XI : Knowledge Sessions

DAY 1 - MARCH 4, 2024

Sessions	Hall	Time
Global Sourcing Meet with Ather Energy Pvt Ltd	A	2 pm
Session on Inbound and Outbound Investment	B	2 pm
Global Sourcing Meet - Jaguar Land Rover	C	2 pm

GOODWILL MESSAGES

Mr. Sunil Barthwal,

Commerce Secretary, Department of Commerce,
Ministry of Commerce and Industry, Government of India



सुनील बड़थवाल
SUNIL BARTHWAL



भारत सरकार
रक्षणे वकले
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आजादी का
अमृत महोत्सव

वाणिज्य सचिव
भारत सरकार
नई दिल्ली-110011
COMMERCE SECRETARY
GOVERNMENT OF INDIA
NEW DELHI-110011

MESSAGE

I am happy to learn that EEPIC India is organizing its 11th edition of the International Engineering Sourcing Show (IESS) from March 4th to 6th, 2024, in Coimbatore.

India's engineering sector stands as a cornerstone of our economy, contributing 25% of total merchandise exports. With an impressive USD 107 billion recorded in engineering exports last fiscal year, and a projected USD 110 billion by 2023-24, the sector continues to drive growth.

With the Government of India setting an ambitious target of reaching US\$ 1 trillion in merchandise exports by 2030, the engineering sector has been entrusted with an export goal of US\$ 300 billion. It is imperative that EEPIC India will continue to play a pivotal role, as it has in the past, to realize this visionary goal.

In this context, events such as IESS hold immense significance in promoting export and fostering international partnerships. On this occasion, I convey my best wishes to EEPIC India for the grand success of IESS 2024.

(Sunil Barthwal)

New Delhi
February 17, 2024

Room No. 426, Vanija Bhawan, Akbar Road, New Delhi-110 011, Tel.: 011-23039251-55 / E-mail : csoffice@nic.in
Website : www.commerce.gov.in

Mr. Rajesh Kumar Singh,

Secretary, Government of India, Department for Promotion
of Industry and Internal Trade, Ministry of Commerce & Industry



राजेश कुमार सिंह, भा.प्र.से.
Rajesh Kumar Singh, I.A.S.
सचिव
SECRETARY



भारत सरकार
रक्षणे वकले
75
आजादी का
अमृत महोत्सव

भारत सरकार
उद्योग संवर्धन और आंतरिक व्यापार विभाग
वाणिज्य एवं उद्योग मंत्रालय
GOVERNMENT OF INDIA
DEPTT. FOR PROMOTION OF INDUSTRY
AND INTERNAL TRADE
MINISTRY OF COMMERCE & INDUSTRY

MESSAGE

The Indian engineering sector is one of the fastest-growing and most diverse industrial sectors in the country. The sector's growth has been fuelled by a combination of factors, including the increasing demand for infrastructure development, the rise of manufacturing, and the growth of the services sector.

The Indian government has been taking steps to support the growth of the engineering sector, including providing incentives for foreign investment, establishing specialized industrial zones, and investing in infrastructure development. Moreover, initiatives such as Make in India, Skill India, and Digital India have been launched to further promote the sector's growth and development.

India has become an attractive destination for FDI in recent years, and the FDI inflows have increased by almost 20 times during 2000-01 to 2023-24. Further, India ranked 40th in the World Competitive Index and secured 40th position out of 132 economies in the Global Innovation Index 2023, rising from the 81st position in 2015 to 40th position in 2023.

This is the right time to be in India and shows like International Engineering Sourcing Show (IESS) should be encouraged and held to invite overseas buyers and investors to see and be associated with our manufacturing process.

IESS – a brand in Indian Engineering sector has taken the sector to Global platform.

I wish good luck for the event.

All the best for IESS.

(Rajesh Kumar Singh)

Room No. 223, Vanija Bhawan, Akbar Road, New Delhi-110 001, Tel.: 23038850, 23038851, E-mail : secy-ipp@nic.in

Mr. Giridhar Aramane,

Secretary, Government of India, Ministry of Defence,
Department of Defence Production

गिरिधर अरमणे
सचिव
Giridhar Aramane
Secretary



भारत सरकार
रक्षा मंत्रालय
रक्षा उत्पादन विभाग
Government of India
Ministry of Defence
Department of Defence Production

MESSAGE

Self-reliance in defence has been the cornerstone of India's defence production policy. The call for "Atmanirbhar Bharat" has provided further impetus to realize the goal of self-reliance. Over the years, transparent and streamlined procurement procedures, production policies and "Make in India" initiatives have provided significant stimulus to demand for indigenous products. Indian Defence Industry, which was primarily catering to the needs of the armed forces, has now evolved with diversified product mix and market.

Efforts to achieve 'Atmanirbharta' in defence surged ahead with renewed thrust, with the country witnessing all-time high Defence production and record Defence exports. The value of defence production in Financial Year 2022-23 crossed the figure of Rs 1 lakh crore for the first time ever. Defence Exports reached an all-time high of approx. Rs. 16000 crore in FY 2022-23. It's a rise of over 10 times since FY 2016-17.

I am sure that EEPIC India's annual event International Engineering Sourcing Show from 4th to 6th March at CODISSA, Coimbatore will provide a platform for Entrepreneur's, Decision Makers, Industry Members and Policy Makers to brainstorm, showcase and forge meaningful partnership for business besides educate the people on appropriate usage of technology to get desired benefits.

I wish the event all success.

(Giridhar Aramane)

Place : New Delhi
Date : 23rd February, 2024

Office : South Block, New Delhi-110011, Tel : +91 11 23012527 (O) 23012300 (Fax)

Mr. Vipul Bansal,

Joint Secretary, Government of India,
Ministry of Commerce & Industry, Department of Commerce



विपुल बंसल, आईएएस
संयुक्त सचिव
VIPUL BANSAL, IAS
Joint Secretary



भारत सरकार
वाणिज्य एवं उद्योग मंत्रालय
वाणिज्य विभाग
Government of India
Ministry of Commerce & Industry
Department of Commerce

19th February, 2024

Goodwill Message

I am delighted to learn about EEPIC India's initiative, supported by Ministry of Commerce & Industry, in organizing the International Engineering Sourcing Show (IESS) from March 4th to 6th, 2024, in Coimbatore.

Understanding that the primary objective of this esteemed show is to promote India's global image and provide a robust platform for Indian exporters to exhibit their prowess to the world, I am confident that the 11th edition will exceed all expectations.

The inclusion of B2B sessions, thematic seminars, exclusive country and state sessions, vendor development programs, and bilateral forums further underscores the significance of this event in fostering meaningful connections and collaborations within the industry.

Amidst the prevailing geopolitical tensions and economic uncertainties, the timely organization of IESS reflects EEPIC India's steadfast dedication to bolstering the exporting community.

I extend my best wishes for the success of IESS 2024 and commend EEPIC India for their invaluable contribution to India's engineering sector.

(Vipul Bansal)

Room No. 443, Vanija Bhawan, Akbar Road, New Delhi-110001, Ph.: 91-11-23039430
E-mail: vipul.bansal@nic.in

IESS XITH EDITION UNVEILS SMART SUSTAINABLE ENGINEERING AS TAMIL NADU TAKES CENTRE STAGE IN GLOBAL ENGINEERING

The XIth Edition of the International Engineering Sourcing Show (IESS-XI) emerged as a beacon for innovation and sustainability, introducing the theme of Smart Sustainable Engineering. Against the backdrop of Tamil Nadu's robust position as India's manufacturing hub, the event not only aligns with the Aatmanirbhar Bharat vision but also spotlights the convergence of cutting-edge technologies and eco-conscious practices.

In this exclusive Q&A preview, with Mr. Arun Kumar Garodia, Chairman, EIPC India, he shares his insights on the significance of Smart Sustainable Engineering, the role of AI in enhancing competitiveness for MSMEs, and the unique features that set IESS-XI apart in its evolution over the past ten editions.

Smart Sustainable Engineering is the theme for the XIth Edition. Please share your thoughts on this theme and how was this theme coined?

The theme Smart Sustainable Engineering for the XIth Edition is a powerful one, reflecting the current convergence of two critical trends in the manufacturing industry i.e., Smart Engineering and Sustainable Engineering. While Smart Engineering has been trending for over a decade now, Sustainable Engineering as a concept is a recent focus among the engineering fraternity. It aims to minimize the environmental impact of Engineering throughout the product lifecycle, from resource extraction and production to product use and disposal. This theme is tremendously significant. It was conceived by recognizing that smart and sustainable Engineering is not mutually exclusive, but rather complement each other.

“ While Smart engineering has been trending for over a decade now, Sustainable engineering as a concept is a recent focus among the engineering fraternity. ”



Arun Kumar Garodia

The vision of Aatmanirbhar Bharat is based on the principle of long-term sustainable economic development of the economy. It is thus important for manufacturers to find innovative ways to become more sustainable or simply put, Innovations need to be adopted responsibly.

“ The vision of Aatmanirbhar Bharat is based on the principle of long-term sustainable economic development of the economy. ”

This year, the XIth edition of the International Engineering Sourcing Show is taking place at CODISSA. Is it in line with projecting TN as the manufacturing hub for the country?

Tamil Nadu is India's leading manufacturing hub for the Engineering sector. The State Government of Tamil Nadu has also been proactively supporting the engineering sector. Tamil Nadu's strengths lie in automotive, auto components, textiles, and information technology. Many established companies like Ashok Leyland, TVS Motors, and Saint-Gobain have manufacturing units in the state.

Also, the state is witnessing vast investments across Hi-tech value chains such as Aerospace and Defence, Medical Devices, Renewable Energy & more. Tamil Nadu is also India's biggest logistics hub which is a major advantage for engineering manufacturers to establish themselves here.

Highlighting these areas at IESS can attract further investments and partnerships. The 11th edition of the International Engineering Sourcing Show (IESS) happening at CODISSA in Coimbatore, Tamil Nadu, can indeed be seen as aligned with projecting TN as a manufacturing hub for India.

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Tamil Nadu is witnessing vast investments across Hi-tech value chains such as Aerospace and Defence, Medical Devices, Renewable Energy & more.

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Innovation and AI are the buzzwords in the industry. Be it cars or drones, everyone is keen to be a part of this journey. Your views on this? How can AI help MSMEs to be more competitive?

Innovation and AI are indeed the major buzzwords across various industries, from manufacturing and healthcare to transportation and entertainment. This increased focus is understandable and evident. AI and innovative technologies have the potential to disrupt established industries and create new ones.

This creates opportunities for businesses including MSMEs to gain a competitive advantage and enhance productivity. AI and innovations can also contribute to solving global challenges like sustainability issues in manufacturing and addressing resource scarcity. This adds to an overall positive societal impact.



AI and innovative technologies have the potential to disrupt established industries and create new ones.

While all the positives appear promising, this needs certain ethical and responsible considerations, which can uphold a human-centred approach to weighing its potential risks and opportunities.

What is different about this edition? Please share some insights on what has evolved over the past ten Editions?

The 11th edition of the International Engineering Sourcing Show (IESS) brings some notable changes and evolutions compared to the previous editions.

The Focus on Smart Sustainable Engineering which is this year's theme emphasizes the convergence of cutting-edge technologies and environmentally conscious practices within the manufacturing industry. This reflects the growing global focus on sustainability and the need for innovation to achieve it.

This year's IESS-XI aims to attract a wider range of overseas buyers and trade buyers compared to previous editions signifying the event's growing significance as a global platform for engineering sourcing. This edition also includes exclusive vendor development programs with leading National and International business entities.

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There is a special focus on niche and emerging opportunity sectors like Defence manufacturing, technology supply chain, Industry Automation, and even the E-mobility sector.

There is a special focus on niche and emerging opportunity sectors like Defence manufacturing, technology supply chain, Industry Automation, and even the E-mobility sector. The overall event focuses on Future-Ready opportunities and emerging trends and technologies that address future challenges and opportunities in the manufacturing sector.

EEPC India, representing a robust community of over 8000 members in the engineering sector, merges as a pivotal force in bolstering the Government's Make in India initiative. Playing a crucial role in supporting manufacturing, particularly in the MSME segment, EEPC India's contributions extend from providing a global platform through international trade shows to fostering technological upgradation and market intelligence.

As the premier export promotion council operating under the Ministry of Commerce and Industry, Government of India, EEPC India actively aligns with Governmental initiatives, notably 'Make in India,' promoting India as a global manufacturing hub.

EEPC INDIA'S STRATEGIC INITIATIVES HELP MAKE IN INDIA PROGRAM A SUCCESS, PROPEL INDIA'S GLOBAL ENGINEERING IMAGE

In this exclusive Q&A, Mr. Suranjan Gupta, Executive Director, EEPC India talks about EEPC India's efforts, the challenges faced by MSMEs, and the organization's role in promoting India as a Smart Manufacturing Hub on the global stage.

How is EEPC India helping the Government's Make In India initiative? What are the contributions towards making this program a success?

EEPC India represents over 8000 members from the Engineering sector. Engineering MSMEs form the backbone of manufacturing and play a key role by providing parts, components, spares, and hi-tech value addition to the final output. They play a very significant role in supporting the Government's Make in India.

EEPC India provides a global platform for our members through its various initiatives like organizing international trade shows and exhibitions, Buyer Seller Meets, Global Sourcing, and vendor development opportunities.

Facilitating interactions with the who's who in the industry, analysing and developing market intelligence besides liaising with Government authorities at all levels is a part of our activities.

EEPC India also provides valuable market research and insights on a periodical basis through its dedicated policy and market research team.

EEPC India has also dedicated its team to facilitate technology upgradation, quality standards of MSMEs to facilitate their capacity building and their success in the global markets.

As the premier export promotion council committed towards development and promotion of Indian engineering with a special focus on MSMEs, EEPC India, under the aegis of the Ministry of Commerce and Industry, Government of India has been working actively in line with the initiatives of the Government.

“EEPC India also provides valuable market research and insights on a periodical basis through its dedicated policy and market research team.”



Suranjan Gupta

EEPC India has also signed several MoU's with different organizations for the promotion of Indian engineering manufacturing overseas.

The 'Make in India' program focuses on promoting India as a 'Global Manufacturing Hub' by inviting foreign players to manufacture and export from India. For promotion of Indian engineering products, EEPC India organizes programmes such as IESS and INDEE and organizes the participation of its member exporters in over 50 frontline trade exhibitions focusing on engineering across the globe.

Those exhibitions provide big platforms for Indian engineering manufacturers and exporters to find global buyers for their products and that enhances export from India and in turn uplift the recognition of Indian engineering on the global stage.

Interacting with foreign buyers not only enhances exports but also attracts global engineering players to invest in India in partnership with topline Indian firms to take benefit that India offers to them.

EEPC India has also signed several MoU's with different organizations for the promotion of Indian engineering manufacturing overseas.

What more should the Government of India and the State Governments do to help assist MSMEs to achieve their goals be it in exports or domestic trade?

In India, MSME is the most vibrant industrial sector with around 30% contribution to India's Gross value added (GVA) and around 35% contribution towards India's manufacturing output as per the estimates of the Government. However, the MSMEs in India face a range of challenges that impact their manufacturing as well as export capabilities. The Government should look into these issues to ensure steady growth of the MSMEs.

“For Indian products to be competitive and more demanding, the latest technological updates must be incorporated to the process of manufacturing.”

Some of these issues include:

- Lack of cheaper access to finance:** Export finance is a key issue for the MSMEs. We suggest MSMEs should be offered advances at a rate that would be lower than MCLR (marginal cost of funds-based lending rate) and RLLR (Repo linked loan rate) so that they don't run out of funds and can sustain business.
- Timely refund of GST:** Simplification of the GST exports refund format and application procedure is extremely important.
- Ensuring availability of raw materials at affordable rates.
- Provisions of the MAI scheme needs to be strengthened enabling MSMEs to participate in this scheme and showcase their products in exhibitions abroad.
- Dedicated PLI scheme for the MSME sector is also the need of the hour.
- Ease of Doing Business:** Each state has its own rules. Setting up a new business would require constant support from the state Government be it in getting land, water, electricity, and different licenses.

Coimbatore for instance has two centres of Excellence. Do you feel there should be more specific CoEs in the country to help push India further ahead when it comes to technology and innovation?

In the fourth phase of the Industrial Revolution, called Industry 4.0, technology is the main driver in all segments of manufacturing. Rapid technological development through constant research and innovation makes a country's products competitive on the global map. For Indian products to be competitive and more demanding, the latest technological updates must be incorporated to the process of manufacturing. Therefore, CoEs should be adequate in number to support technological upliftment to the desired level.

What are the efforts taken by EEPC to promote India as Smart Manufacturing Hub?

As mentioned earlier, it is a continuous process for EEPC India to promote Indian engineering across the world. Smart manufacturing involves high-technology products and EEPC is focussing on technological development of Indian engineering for decades. It has set up two Technology Centres in Bengaluru and Kolkata so its member exporters, especially MSMEs can be exposed to the latest technological developments in engineering manufacturing and can apply those in manufacturing high-end engineering products.

The more high-value engineering products exported from India, the higher the demand and recognition for Indian engineering with more foreign players becoming interested in working with Indian manufacturers. That's why we have made Smart Manufacturing our theme in the largest sourcing event on engineering in India where around 150 Indian engineering products will be displayed, over 300 foreign buyers, and around 10,000 trade delegates will be participating.

What should MSMEs do to make their manufacturing unit as smart and sustainable?

In today's world, manufacturing is dominated by "Smart" and "Sustainable". Smart manufacturing points to the application of Industry 4.0 processes such as additive manufacturing, simulation, augmented reality, etc. These processes bring many advantages to the MSMEs - better and quicker production processes and reduced transaction costs.

Apart from being smart, the manufacturing process also needs to be sustainable. Some of the key aspects of sustainable manufacturing include:

- Quality-assured Zero-defect products.
- Minimising the environmental impact of the manufacturing process or "Zero Effect".
- Innovation in product design by using more recycled products and scraps.

“The more high-value engineering products exported from India, the higher the demand and recognition for Indian engineering with more foreign players becoming interested in working with Indian manufacturers.”

To attain these, MSMEs should invest more in research and development. The Government of India has introduced schemes to promote smart manufacturing. These include a national strategy for Additive Manufacturing (3D Printing), promoting cloud infrastructure through initiatives like Digital Locker, e-Governance, and e-banking, increasing the public funding of the digital India mission.

The MSMEs should be able to take advantage of these to upgrade their manufacturing processes. Also, an introduction of sustainable manufacturing would require proper training and skilling of manpower. The MSMEs should invest more in skilling. Finally, to further validate their commitments to sustainable manufacturing MSMEs should actively pursue relevant certifications and compliances. All these steps would require constant Government support.

“The Government of India has introduced schemes to promote smart manufacturing.”