

Annual Report 2007-08

From the Director's desk.....

It gives me immense pleasure to present the Annual Report of MSME DI, Hyderabad and Br. MSME DI, Visakhapatnam, for the year 2007-08.

MSME DI, Hyderabad undertakes various promotional activities to achieve its goal of assisting the micro and small-scale entrepreneurs. It provides training, consultancy and other services for micro and small enterprises. This Annual Report presents the work done by MSME-DI, Hyderabad and Br. MSME DI, Visakhapatnam during 2007-08. This year, in accordance with the Eleventh Plan objectives, the focus has been on imparting skill based training to the maximum number of unemployed youth and marginalized sections of the society. The Micro and Small scale sector is the largest employment provider after agricultural sector. We have tried to impart skills to the target groups to empower them to either seek employment or be self-employed.

I take this opportunity to thank all the officers and staff of MSME DI, Hyderabad and Br. MSME DI, Visakhapatnam, for their co-operation and unstinted support in all the activities. I also thank our entire sister agencies who are stakeholders in the progress of the Micro and Small-scale

enterprises. It has been an enriching experience working with them for the common well being of the MSE sector.

Vijay Kumar
Dy. Director I/c

CONTENTS

	TOPIC	PAGE NO.
	<i>Highlights of Achievements during 2007-08</i>	1
1.	About MSME DI, Hyderabad	2-3
2.	Workshop Revenue	3
3.	Technical Publications	3-5
4.	Consultancy Services provided	5
5.	Training programmes organized	5-7
6.	Motivation Campaigns	7
7.	Seminars/Workshops	8
8.	Vendor Development Programme	9
9.	Cluster Development Programme	10
10.	Co-ordination with other agencies	12
11.	Export promotion	13
12.	National Awards	15-16
13.	Media coverage	16
14.	Revenue earnings	18
15.	Annexures - Revenue, Training programmes, Project Profiles prepared.	19-32

16.

Officers in MSME DI

33-34

**MSME DEVELOPMENT INSTITUTE
HYDERABAD**

HIGHLIGHTS OF ACTIVITIES DURING 2007-08

S.No	Activity	Target	Achievements	Additional information
1	Entrepreneurship Development Programmes	15	15	201 persons trained
2	ESDPs	56	56	1380 persons trained
3	Management Development Programmes	30	30	760 persons trained
4	Skill Development Programmes	-	10	148
5	Motivation Campaigns	20	20	2953 persons motivated
6	Seminars and Workshops	10	10	-
7	Cluster Development programme	1 cluster	FRP cluster	Diagnostic study completed and submitted to the O/o DC(MSME) for approval
8	Vendor Development Programme	1	1	400 entrepreneurs participated
9	Export Promotion	--	9 units sponsored for participating in International Trade Fairs	
10	Publications	4 DIPS 33 profiles	51 profiles prepared	
	Revenue earning	-	Rs. 24.84 lakhs	

ANNUAL REPORT 2007-08
MSME DEVELOPMENT INSTITUTE
HYDERABAD

About MSME DI, Hyderabad:

The **MSME DEVELOPMENT INSTITUTE (MSMEDI)**, formerly Small Industries Service Institute, Hyderabad was established in the year 1956, as a field Institute of the Small Industries Development Organization,(SIDO), with an objective to provide much needed consultancy and support to the small scale industrial sector in Andhra Pradesh. MSME DI, Hyderabad was the pioneer industrial consultancy organization. Even today, the Institute is dedicated to provide full fledged support to micro and small scale entrepreneurs by providing various essential inputs like selection of product, location, raw materials, machinery, layout, and product process, managerial consultancy, training etc. The Institute also helps MSEs by imparting knowledge based training on new practices like modernization, technology up gradation, acquiring international quality systems, energy conservation, pollution control, Intellectual Property Rights (IPR) etc.

The training programmes organized by MSME DI, Hyderabad are rated as one of the best in the State, as they encompass all aspects of starting and managing a small scale unit. The skill based Entrepreneurship & Skill Development Programmes (ESDPs), the Management Development Programmes, and the Skill Development Programmes (SDPs) focus on developing and sharpening the entrepreneurial, managerial and technical skills of the existing and prospective entrepreneur.

MSME DI, Hyderabad is supported by its Branch Institute located at Visakhapatnam. The Branch Institute's jurisdiction extends to the five districts of North Coast of Andhra, namely, Srikakulam, Vizianagaram, Visakhapatnam, East Godavari and West Godavari.

The **MSME Testing Station, formerly Field Testing Station, (FTS)**, located in Sanathnagar Industrial Estate, Hyderabad, functions under the administrative control of

MSME DI, Hyderabad. It provides testing facilities for Micro and Small Enterprises (MSEs) in the areas of physical testing, chemical analysis, etc. It provides consultancy services to MSEs on quality control and standardization procedures and systems testing of national and international standards, and provides third party assurance for products and services from MSE sector on quality levels to major buyers like Government Departments, DGS&D, Railways, PSUs, Defence establishments, etc. The testing center has been strengthened with the addition of sophisticated testing equipment.

I. WORKSHOP FACILITIES (REVENUE EARNED):

The common facility workshop attached to Br.MSME DI, Visakhapatnam undertakes job works from local MSE units in addition to organizing promotional programmes for MSEs.. The revenue earned by MSME TS, and Br.MSME DI, through job charges, during 2007-08, and the last two years is as:

Workshop	2005-06	2006-07	2007-08
Br.MSME DI	30,800	53,086	50,214
MSME-TS	19,27,508	20,47,241	28,68,384

Laboratory attached to MSME DI, Hyderabad:

Demonstration of procedure of manufacture of chemical cleaning agents, candles, chalk pieces etc are provided to entrepreneurs at the Laboratory attached to MSME DI, Hyderabad. MSME DI, Hyderabad organized product process demonstration programmes to demonstrate the process of manufacture of chemical products such as detergent powder, cold cream, talcum powder, candles, phenyl, etc. **39** persons were trained during 2007-08. A revenue of Rs. 24,000/- was earned through these demonstration programmes.

II. TECHNICAL AND OTHER PUBLICATIONS OF MSME DI

MSME DI, Hyderabad and its branch office prepare technical reports like Project Profiles, Detailed Project Reports, Status Reports and Directories on specific industries, for the benefit of existing and prospective entrepreneurs. During the year 2007-08, the following technical literature were prepared:

1. **Status Reports:** All India Status Report on Air Conditioning and Refrigeration Industry

2. **Project Profiles:** Project profiles are prepared on specific products that are found to have scope for development in Micro and small-scale sector in the area. Such products are identified and a project profile of the product, its market demand, the product process, and economics of the project along with technical requirements are prepared. During the year 2007-08, MSME DI, Hyderabad prepared 51 project profiles. The list of profiles is annexed at **Annexure II**

3. **District Industrial Potentiality Survey Reports** : (**DIPS Reports**) MSME DI regularly prepares District Industrial Potentiality Survey Reports of districts in the State. These reports contain the findings of field surveys conducted by the officers of EI division, to map the resources in the selected districts, and to identify the potential for industrial development in the districts. The following districts were surveyed during the year 2007-08, and DIPS reports were prepared:

1. Kadapa
2. Krishna
3. Mahabubnagar
4. Adilabad

4. **State Profile:** The State Profile of Andhra Pradesh gives a detailed picture of the industrial scenario of the State, its resources, available infrastructure, and industrial potential. The Profile is updated every year for the incorporation of the latest developments that have taken place in the area of industry and infrastructure, in the state. Copies of the District and State Profiles are available in the Institute's library for reference.

5. **Other technical reports: (other than targets)**

- i. **Study on technology inputs for small/micro units in Andhra Pradesh** (Entrusted to this institute by the National Commission for Enterprises in the unorganized sector, GoI New Delhi).
- ii. The following units have violated the Reservation Policy for SSI units. MSMEDI, Hydeabad has initiated legal action against them. :
 - o M/s Tupper ware Industries, Hyderabad
 - o M/s Solvay Vishnu Barium Pvt Ltd, Chittoor district

III. CONSULTANCY SERVICES PROVIDED:

S No.	Service	2005-06	2006-07	2007-08
1.	No of units visited	620	556	765
2.	Assistance through correspondence (other than email, telephone etc)	313	263	330
3.	Visitors' enquiries received at MSME DI	6785	6992	3811

IV. TRAINING PROGRAMMES CONDUCTED

MSME DI has been instrumental in creating many new entrepreneurs every year, through a wide range of training programmes. The Institute organizes Entrepreneurship and Skill Development Programmes (ESDPs), Management Development programmes (MDPs) and Skill Development Programmes (SDPs), and Business Skills Development Programme (BSDPs) for promoting entrepreneurship. This year, special emphasis was given to train women, unemployed youth, and persons belonging to the socially backward communities like SC, ST, BC, Minorities and Physically handicapped. During the year 2007-08, the Institute organized training programmes in the following areas:

(A) Entrepreneurship & Skill Development Programmes (ESDPs):

- Advanced Photoshop and image processing
- Computer hardware, maintenance and Networking
- Fashion designing
- Mfr of Food and Chemical products
- Two wheeler servicing,
- Tie and Dye fabrics
- Servicing of electronic goods
- Web designing
- Mfr of Synthetic Leather Goods and Jute products

(B) Management Development Programmes (MDPs):

- Enterprise Resource Planning
- Export marketing
- Supply Chain Management
- Business Communication skills
- Customer Relation Management
- Bar coding
- Retail Marketing
- Six Sigma concepts
- Project management

(C) Skill development Programmes: (SDPs)

- Machine shop practice
- Fashion Apparel designing
- Motor Rewinding and Transformer winding
- Domestic and Export Marketing for Jute entrepreneurs
- Chemical analysis and instrumentation
- Diamond grading and appraisal

The details of number of programmes, number of persons trained etc. through the programmes during the past three years are as follows:

Training	2005-06		2006-07		2007-08	
	No. of program mes	No of trainees	No. of programm es	No of trainees	No. of progra mmes	No. of trainees
BSDPs	-	-	-	-	5	201
ESDPs	-	-	-	-	56	1380
EDPs	32	873	19	506	15	349
MDPs	26	735	29	851	30	760
SDPs	21	441	12	245	10	180
Total	79	2049	60	1602	116	2838

The details of all training programmes are annexed to this report, at **Annexure III**

d. Motivation Campaigns Organized By Msme DI : Motivation Campaigns are being organized for various groups of persons, like women, educated unemployed, persons belonging to weaker sections of society, and outgoing students of professional courses. The following table gives the number of such campaigns organized by MSME DI, Hyderabad during the last three years. The details of all campaigns organized by the Institute during 2007-08 is annexed to this report.

	2005-06	2006-07	2007-08
No. of Campaigns conducted	30	20	20
No. of persons motivated / Participated	5842	2832	2953

V. SEMINARS/WORKSHOPS ORGANIZED BY MSME DI AND ITS BRANCH:

To create awareness on various issues related to the Micro and small scale sector, MSME DI constantly organizes seminars and workshops, in association with Institutions

and Industry organizations. During the year 2007-08, MSME - DI and Br. MSME- DI organized the following Seminars and Workshops:

1. MSMEDI, Hyderabad, in association with the Indian Small Scale Paint Manufacturers Association, organized a **one day Seminar on 'Implications of recent Policy issues for Paint Manufacturers'** on 23rd April 2007, in which 40 paint manufacturers participated.
2. A One day **Awareness Workshop on ODS Regulation Rules** and its amendments, was organized by MSMEDI, Hyderabad, in association with Ozone Cell, Ministry of Environment and Forest, Govt of India, at its premises on 22nd June 2007. Representatives of 29 MSEs participated in the programme.
3. An **Awareness Campaign on MSME Act** and Schemes of O/o DC(MSME) was organized by MSMEDI, Hyderabad for the benefit of members of AP Small Industries Association, Vijayawada, on 26th June 2007.
4. MSMEDI, Hyderabad organized a one day **Seminar on Powder Coating** on 10th July 2007, at the Institute's premises. 52 persons participated in the seminar.
5. A Paint Application Workshop for skilled painters was arranged from 25.7.07 to 17.8.07 in association with M/s Asian Paints. 25 persons were trained
6. MSMEDI, Hyderabad in association with other offices of Ministry of MSME, viz. NIMSME, Hyderabad, Coir Board, NSIC and KVIC organized a **one day Entrepreneurship Awareness Campaign** for SC/ST and women prospective entrepreneurs, on 27th September 2007, at NIMSME, Hyderabad. Secretary to Govt of India, Ministry of MSME, Dr. Chandra Pal, IAS, chaired the gathering of more than 400 persons and motivated them towards self employment. He emphasized that there is a need for inclusive growth of the weaker sections of the society. Other speakers on the occasion were from SIDBI, NSIC, AP Women's Finance Corporation, Coir Board, SBI, APSFC, MSMEDI, KVIC, and NIMSME
7. MSMEDI, Hyderabad, in association with the NSIC, Hyderabad organized a **One day seminar on 'Bar Coding and Export procedures "** on 16.11.2007. M/s Great Eastern Impex Ltd, dealing with bar coding equipment provided a demonstration on the bar coding procedure. Participating small scale entrepreneurs and small retailers were explained the advantages and uses of bar

coding. Technical sessions on Export credit guarantee and credit rating for MSEs were also conducted by faculty members from ECGC and Dun and Bradstreet, respectively. 70 entrepreneurs participated.

8. The Institute organized a one day Seminar on **Non Destructive Testing for Civil Structures**, on 28.11.2007, at the Institute's premises. The objective of the seminar was to create awareness among personnel of the building industry. 22 entrepreneurs participated in the Seminar.
9. MSMEDI, Hyderabad and Canara Bank organized a **Loan Festival for Fan and Fibre Glass cluster units**, on 18th December 2007, at the Institute's premises. 22 units participated and 11 units were sanctioned credit limits worth Rs 2.35 crores.
10. MSMEDI, Hyderabad, in association with the **National Productivity Council (NPC)**, Hyderabad, organized a one day Awareness **Workshop on 'Productivity for Sustainable Development of SMEs'**, on 15th February, 2008, at MSMEDI Premises. 30 MSE entrepreneurs participated in the Workshop. Officers from SIDBI, NSIC, and NPC briefed the gathering about need for increasing productivity for sustainable development of SMEs

VI. VENDOR DEVELOPMENT PROGRAMME

Promoting vendors by creating a platform through large scale units and their requirements from small scale suppliers has been an important role being played by MSME DI over the years. The Public Sector Units and Large industries require a variety of components, spares and services from the small scale sector regularly. To open such opportunities to the small scale sector, MSME DI, Hyderabad organized a National Level Vendor Development Programme – cum – Exhibition, at Secunderabad, on the 20th and 21st of March 2008, in association with NSIC, Hyderabad, the State Department of Industries and Commerce, Govt of AP, and the Federation of AP Small Scale Industries (FAPSIA), Hyderabad.

The Seminar was inaugurated by General Manager, NTPC. Guests of Honour were Mr. Kjeil Olsen, GTZ, New Delhi, the Dy. General Manager Visakhapatnam Steel Plant, GM, SIDBI, Hyderabad and Dy GM., NSIC, Hyderabad. Public Sector Undertakings like South Central Railway, HAL, NTPC, and Visakhapatnam Steel

Plant, presented their requirements and procurement procedures, Vendor Registration, Vendor Rating, Quality Aspects, etc. during the technical sessions. The Exhibition had 220 stalls of MSMEs and Public Sector Undertakings. The products displayed were Hydraulics, Instrumentation, Electronics, Earth Moving Equipment, Compressors, Railway Spares, Components like Solar Panels, Solar Lights, Water Coolers, Refrigeration Systems, Food products, Handicrafts, Coir Products, FRP Products etc.

VII. Paper presentations / talks and lectures:

Officers of MSME DI, Hyderabad regularly deliver talks and give presentations on various topics of interest to the Micro and Small enterprises, at workshops and seminars organized by the State Government, other Government Bodies, and Non Government Organizations.

VIII. Cluster Development Programme :

MSMEDI, Hyderabad has been allotted development of FRP cluster in Hyderabad and Ranga Reddy district, under the MSE Cluster Development Programme. During the year 2007-08, the following interventions were made:

- Diagnostic report on FRP cluster prepared by the Institute in association with the FRP Association was discussed in detail by the members of the Association. The interventions suggested were accepted.
- A special purpose vehicle (SPV) of fan cluster is in the process of formation, and this process will be completed shortly.
- MSMEDI, Hyderabad and Canara Bank organized a Loan Festival for Fan and Fibre Glass cluster units, on 18th December 2007, at the Institute's premises. 22 units participated and 11 units were sanctioned credit limits worth Rs 2.35 crores.

Five districts, namely, Warangal, Medak, Nalgonda, Adilabad, and Srikakulam have been allotted for cluster development. Officers of the Institute visited the district and held discussions with district level officers regarding development of clusters in these

districts. Various EDPs, ESDPs and skill development programmes were organized. The following sensitization programmes were organized:

S.No	Cluster	Association	Date	No. of participants benefited
1	General	Visakhapatnam Association for SSI	4.3.08	85
2	FRP cluster	Fiber glass Industries Association of AP, Hyderabad	12.3.08	80
3	General	National Productivity Council, AP Productivity Council, Federation of AP Chambers of commerce & Industry at Hyderabad	14.3.08	90
4	Plastics	AP Plastics mfrs Association	25.2.08	70
5	Rice millers	Rice Millers Welfare Association	29.2.08	150

IX. Production Returns: MSME DI, Hyderabad, with the help of Br. MSME DI constantly sends data on production of selected small scale units, to the Headquarters, for compilation of the production index. During the year, as per the target set, the Institute collected and sent 192 production returns of 16 selected units manufacturing 18 important reserved items.

Officers of the EI/PI Divisions attended the Regional trainers training programme in connection with the next All India Census of MSEs, at Bangalore.

X. MSMEDI's PARTICIPATION IN EXHIBITIONS:

MSMEDI, Hyderabad set up a stall at the Exhibition – **Bharat Nirman Press Information Campaign** organized by the Press Information Bureau, from 24.7.07 to 28.7.07. Around 600 persons visited the stall. Services provided by MSMEDI and the various schemes of Govt of India for MSEs were displayed

XI. CO-ORDINATION WITH OTHER AGENCIES:

1. **Director, MSME DI (as a Committee Member):** Director, MSME DI, Hyderabad is a member of various Committees in the State, set up by different Organizations, for implementing various policies of the Government of India, and Govt of AP. The important among them are the State Level Inter Institutional Committee for revival of sick units, (SLIIC), convened by RBI, State Level Bankers Committee Meeting (SLBC), State Level Committee for implementation of PMRY, Task Force Committees in districts for PMRY candidates selection, State Level Guidance Committee of NABARD, DRIP implementation Committee, RSQC committee of O/o DGFT, Selection Committees of NSIC, State Level committee meeting of C DAC. etc.
2. During the year, MSME DI, Hyderabad has worked in close association with many MSEs Development organizations in organizing programmes for the development of MSEs. Important organizations, among these are, NISIET, CITD, SIDBI, NABARD, APSFC, APPC, Commissionerate of Industries & District Industries Centres, KVIC, ITDA, DRDA, etc.
3. MSME DI worked in close co-ordination with many Industry Associations and NGOs in promoting the interests of the MSE Sector. The Institute conducted various programmes in association with the Industry Associations, and also provided inputs like training, consultancy, and organization skills for jointly organizing programmes with them. A few of the Industry Associations with which MSME DI had close association are :
 - Federation of AP Small Industries Association, Hyderabad
 - Technocrat Industries Association, Hyderabad
 - Electronic Industries Association of AP, Osmania University Campus, Hyderabad.
 - Bulk Drugs Manufacturers Association, Hyderabad
 - All India Paints Mfrs Association, Hyderabad
 - AP Pharmaceutical Mfrs Association, Hyderabad

- Federation of AP Chambers of Commerce and Industry, Hyderabad
- Association of Lady Entrepreneurs of AP, Hyderabad
- Association of Oil, coal & Gas consumers, Visakhapatnam
- Confederation of Indian Industry, Hyderabad chapter
- Confederation of Women Entrepreneurs, Hyderabad
- Fibre Glass Reinforced Plastics Association, Hyderabad
- AP Plastic Manufacturers Association, Hyderabad
- Visakha Autonagar Small Scale Industries Welfare Association, Visakhapatnam
- AP Small Scale Mfrs Association, Vijayawada.
- All India Manufacturers Association, Hyderabad chapter
- Ceramic Entrepreneurs Service Society, Visakhapatnam

XII. EXPORT PROMOTION:

- **Training programme on Packaging for Exports:**

MSMED I Hyderabad organized a Training Programme on Packaging for Exports, at Hyderabad on 17th March 2008, through which 32 entrepreneurs were trained.

Br. MSME DI organized another programme, specially for women entrepreneurs, on 'Packaging for Exports' on 14th March 2008, at Visakhapatnam, in which 28 women participated.

- **Sponsoring units for participating in International Trade Fairs:** During 2007-08, O/o DC(MSME) participated in several International Trade Fairs. MSME DI, Hyderabad forwarded and sponsored the names of the following MSE units: MSE units recommended by MSME DI, Hyderabad for participating in International Trade Fairs:

S.No	Name of the Fair	Name & address of the unit M/s...	Product displayed
1	MSME Fair at IITF, Pragati Maidan, New Delhi to be held from 14 th to 21 st November 2007.	M/s Coolroc Technologies, Hyderabad	

2	MSME Fair at IITF, Pragati Maidan, New Delhi to be held from 14 th to 21 st November 2007	M/s Agrigold Health care products, Vijayawada	
3	International fair, Beijing China	Shilpa Enterprises	Jute products
4	International Fair, Beijing, China	Matrushri Unit,	Herbal tea
5	International Trade Fair, Cairo	Sirija Exports, Palakol, West Godavari district	Crochet lace goods
6	International Trade Fair, Cairo	Vibha Products, 51, ALEAP Industrial Estate, Gajularamaram, Hyderabad 55	Herbal cosmetics
7	International Trade Fair, Cairo	Aditya Enterprises, Mount Nazir Apartments, Saifabad, Hyderabad 4	Herbal cosmetics
8	International Trade Fair, Cairo	Srinidhi Wear, Sai Krishna Apartments, Punjagutta, Hyderabad 34	Designer wear
9	International Trade Fair, Cairo	Urvi Weaves and Crafts, 105-107, Model House, Punjagutta, Hyderabad	Readymade garments

XIII. NATIONAL AWARDS

- Nomination of Awards for 2006** MSME DI invited applications from eligible MSE units for Government of India's National Awards for Best MSE entrepreneur, Best Quality Products, and R&D efforts in the MSE sector. Scrutiny and recommendation of applications for the award was done under the Chairmanship of Secretary Industries, GoAP, through the State Level Committee. Ten MSEs were recommended for three categories of awards, for consideration of National Level Selection Committee, New Delhi The following units from Andhra Pradesh won National Awards under the categories mentioned against them:

S. No	Name and address of the Awardees	Category	Contact Nos.
	Shri		
1	D N Gauri M/s EPE Process Filters & Accumulators Pvt Ltd, Hyderabad	SSI Entrepreneur First National Award	040 23085750
2	M.Madhusudhan Reddy, M/s Maks Castings Ltd, Plot No. 12 IDA Uppal, Hyderabad 39	Third National Award, SSI Entrepreneur	040 27208704
3	Smt APV Rajya Laxmi M/s H S Industries, 2-218/3, IDA, Mallapur, Hyderabad 76	Special Award for Woman Entrepreneur	040-27176158
4	Shri S. Satya Narayana Reddy, M/s Sri Venkateswara Aerospace Pvt Ltd, Medak 502032	Special Recognition Award	
5	Shri Ashok Kundalia M/s Radiant Corporation Pvt Ltd B 1, Industrial Estate, Sanatnagar, Hyderabad 18	R&D Efforts in SSI Sector	23704471
6	D N Gauri, EPE Process Filters & Accumulators Pvt Ltd 9A, CIE Expn, Balanagar Hyderabad 37	R&D Efforts in SSI sector	23778803
7	Shri Ritesh Kumar Naredi M/s Yash International F 17, IDA, Kukatpally, Hyderabad 37	Quality products	23075455

XIV. MEDIA COVERAGE:

The developmental activities undertaken by MSME DI, Hyderabad received good media attention. Prominent local dailies covered the Institute's activities in detail, highlighting the salient work done by it in Entrepreneurship development in the state.

Electronic & Print media coverage:

- i. Dy. Director I/c gave a live phone-in radio programme regarding setting up of self-employment ventures and the assistance provided by MSMEDI, Hyderabad for new entrepreneurs.
- ii. The activities of MSME DI, and the role played by MSME DI in propagating the message of self employment was given ample coverage through print media too.
- iii. Apart from the above, many other press releases, advertisements, and news coverage on MSME DI's and Br.MSME DI's training programmes and other activities appeared in Newspapers and industry journals during the year under report.

1. Visits of Dignitaries:

- a. The **Department related Parliamentary Standing Committee** on Industry visited Hyderabad on 6th June to study credit to SSIs and KVIC sector. A meeting of the Standing Committee with representatives of Industry Associations, Bankers, Entrepreneurs and State and Central Government representatives was arranged.
- b. **Shri Mahabir Prasad, Hon'ble Minister for MSME,** Govt of India, held a meeting of all Heads of offices of DC(MSME) in AP, at Tirupathi, on 13th June 2007, for better co-ordination between the offices of the Department.
- c. **Dr. Chandra Pal, IAS, Secretary, (MSME)** Govt visited Hyderabad to deliver the Key note address at the International Symposium on Women Entrepreneurship and Sustainability, on 31st August 2007. Director, Dy. Director (Chem) and Dy. Director (EI) also attended the Symposium
- d. **Trade delegation:** A German trade delegation visited the Institute in December 2007, and held discussions with the Director i/c regarding investment opportunities in the small scale sector in the state. The delegation was impressed with the Institute's services for the MSE sector.

XV. OTHERS:

- MSMEDI. Hyderabad observed the 'Sampradayik Sadbhavana Pakhwada' during the month, when all staff and officers took the pledge of maintaining harmony and peace.
- Hindi day was celebrated on 14th September 2007 in the Institute. All officers and staff were motivated to do their official work in Hindi.

XVI. Training of officers: Officers of MSME DI are regularly trained in their core areas of competency, and other areas. The following officers were trained during 2007-08:

S.No	Training: Topic	Officer who attended	Date and venue
2. 1	Website designating and maintenance	Smt K R Rajeshwari, AD(EI) Shri Y, Ram Mohan Rao, Stenographer	4.6.07 to 8.6.07, NIC, Hyderabad
3.	National Workshop on SMSME CLuster Development by NRCD, NIMSME, Hyderabad	Dy. Director I/c	28th & 29th Jan 2008 at New Delhi
4.	95th Indian Science congress	AD(Chem), AD(EI), AD(IMT), Br. MSMEDI	4th & 5th Jan 2008 Visakhapatnam
5.	Hindi Pragya	DD (Chem) DD(EI), LDC	HAL campus, Hyderabad
6.	Trg on Food Safety Management	DD (Chem) Shri D. Chandrasekhar	SGS, Gurgoan 25 th to 28 th Sept 07
7.	Energy Management & Environment protection	DD (Chem)	19-23 Nov 2007, at CSTRl, Koltokta
8.	Personality Development	AD(L&F)	26-30 Nov 2007,at ASCI, Hyderabad
9.	Computer Aided Design	Shri Leela Krishnan, AD(IMT), MSMEDI, Hyderabad	29.11.07 to 14.12.07, at ESTC, Ramnagar, UP

XVII. REVENUE EARNED (BY MSME DI, BR.MSME DI AND MSME-TS), DURING THE PAST 7 YEARS:

Year	Revenue earned (in Rs).
-------------	--------------------------------

1999-2000	25,60322
2000-01	52,27,029
2001-02	43,30,306
2002-03	62,36,828
2003-04	74,55,009
2004-05	87,80,410
2005-06	1,08,31,145
2006-07	87,80820
2007-08	24,84,147*

*Decline in revenue is due to reduction in training fee, and closure of Computer courses.

Annexure I

REVENUE EARNINGS:

Details of revenue earned by MSME DI, its branch, and FTS, during 2007-08 is as follows:

	Activity	Revenue earned during the year
1.	Common Facility Workshop Revenue (Br.MSME DI)	50,214

2.	SDP (training fee – regular courses)	3,900
3.	SDP specialized Hi tech courses including CAD/ CAM	0
4.	Sale of trainee products	0
5.	EDP training fee	2,41,500
6.	MDP training fee	
7.	Seminar fee (Bar coding)	7,500
8.	Capacity assessment and consultancy	16,500
9.	Project appraisals	0
10.	NSIC	1,36,000
11.	Energy conservation, Packaging, IPR etc	0
12.	SCX	600
13.	Sale of publications	5,360
14.	Chemical process demonstration	800
15.	Vendor Development programme	5,73,050
16.	Sale of u/s stores	52,787
17.	Miscellaneous revenue	41,939
18.	Information Technology (PD A/c)	3,67,395
	Total	14,97,545
	Revenue in PD Account after remittance to Govt account	9,86,602
	Grand total	24,84,147
	Total exp. of the Inst & Br. .(excl in building, M/c etc)	1,99,66,864

Annexure II

Project profiles prepared during 2007-08

List of project profiles prepared by officers of MSME DI, Hyderabad and Br. MSME DI, Visakhapatnam under Action Plan 2007-08

New profiles

1. Leather Briefcase
2. Drawer lock & suitcase lock
3. Aluminium seal for LPG cylinder
4. Water level indicators
5. Air conditioning servicing unit

Updated profiles

- 1) Aluminium Pressure die casting

- 2) aluminium shots and knotted bars
- 3) Barbed wire
- 4) Cement flooring tiles
- 5) Eco friendly shoe upper leather
- 6) Gold plating
- 7) Heat treatment service unit
- 8) Leather briefcase
- 9) Metal polish
- 10) Mini cement plant
- 11) MS & CI flanges
- 12) MS pipe fittings upto 100mm dia
- 13) Niwar
- 14) Panel pins and shoe tacks
- 15) Paper napkins including facial tissues
- 16) Perambulators
- 17) PVC footwear
- 18) Refrigerator truck
- 19) Salt glazed stoneware pipes and fittings
- 20) Spray guns
- 21) Textile printing

- 22) Signal ladders
- 23) Sheet metal pressed components
- 24) Water cooling towers'
- 25) Fly ash bricks
- 26) RCC spun pipes
- 27) HDPE Blow Moulded Automobile Petrol Tank
- 28) HDPE Buckets
- 29) HDPE Edible Oil containers 15 ltrs cap
- 30) HDPE Laminated Collapsible tubes
- 31) HDPE Lube oil container 5 lr cap.
- 32) HDPE Pipes
- 33) HDPE rotomoulded tanks
- 34) HDPE synthetic paper
- 35) LLDPE stretch cling film
- 36) LLDPE Agriculture film
- 37) LLDPE Printed shopping/carry bags
- 38) LLDPE Zipper bags
- 39) PP air tight containers
- 40) PP disposable syringes
- 41) PP files and folders
- 42) PP Paint containers
- 43) PP ropes
- 44) PP woven sacks
- 45) PP thermoforming
- 46) Three layers co-extruded film

b. Entrepreneurship and Skill Development Programmess (ESDPs):

	Programme title	Venue	Duration	No. of persons trained						
				Gen	Women	SC	ST	PH	Min	Total
1	ESDP for SC/ST/Women	Hyderabad	18.6.07 to 27.7.07	0	22	22	0	0	-	22
2	ESDP (unemployed youth)	Rayachoti	30.7.07 to 7.9.07	0	25	0	0	0	0	25
3	ESDP for Minorities	Hyderabad	10.7.07 to 14.8.07	0	6	0	0	0	30	30
4	ESDP for Minorities	Hyderabad	23.7.07 to 31.8.07	0	15	0	0	0	25	25
5	ESDP for Prospective Ent (Beautician, for SC/ST))	Vizianagaram	20.7.07 to 30.8.07	0	25	8	0	0	0	25
6	ESDP Prospective Entrepreneurs (Computer Repairs & Maintenance & Networking)	Kakinada	24.7.07 to 1.9.07	20	4	1	0	0	0	25
7	ESDP on Advanced DTP	Tanuku	24.7.07 to 1.9.07	0	7	6	1	2	0	25
8	ESDP for SC, ST, women	Guntur	6.8.07 to 11.9.07	0	23	2	3	0	1	25
9	ESDP for educated unemployed	Ongole	20.8.07 to 28.9.07	0	30	2	1	0	0	30
10	ESDP on hardware Maintenance	Visakhapatnam	26.7.07 to 5.9.07	17	4	6	0	0	0	25
11	ESDP on Hardware Maintenance	Rajahmundry	30.7.07 to 7.9.07	19	3	5	0	0	0	27
12	ESDP on Electrical Motor Rewinding & servicing	Veeraghattam Srikakulam dt	20.7.07 to 28.9.07	9	0	7	11	0	0	27
13	ESDP on Design & Mfr of synthetic leather goods & Jute products	A S Rao Nagar, Hyderabad	19.9.07 to 2.11.07	2	21	5	0	0	0	25
14	ESDP for unemployed women	Hindupur	10.10.07 to 19.11.07	0	24	0	0	0	0	24

15	ESDP for SC/ST/PH/ women on agro and food based industries	Nalgonda	12.10.07 to 20.11.07	0	23	0	0	0	0	23
16	ESDP on two wheeler servicing for unemployed youth	Warangal	19.10.07 to 27.11.07	0	0	0	0	0	0	20
17	ESDP for Unemployed Youth	Kurnool	17.9.07 to 3.11.07	12	6	6	0	0	0	24
18	ESDP for Unemployed youth	Anantapur	1.10.07 to 17.11.07	15	6	4	0	0	0	25
19	ESDP for Minority	RR district	6.10.07 to 21.11.07	0	21	0	0	0	0	21
20	ESDP for Minority	Adoni	12.10.07 to 24.11.07	13	9	0	0	0	0	22
21	ESDP for Educated Unemployed	Patancheru	1.11.2007 to 10.12.07	19	6	2	0	0	0	27
22	ESDP for SC/ST/Min	Machilipatnam	13.8.07 to 21.9.07	7	25	15	0	0	0	25
23	ESDP for Minorities	Hyderabad	16.8.07 to 24.9.07	0	6	0	0	0	6	29
24	Food processing	Adilabad	13.8.07 to 24.9.07	0	22	1	1	0	0	22
25	ESDP on two wheeler servicing	Karimnagar	11.12.07 to 18.1.08	19	0	2	0	0	0	21
26	ESDP on PC-Hardware Training	Ameerpet, Hyderabad	19.12.07 to 27.1.08	8	2	9	3	1	0	23
27	Web designing	Hyderabad	16.12.07 to 21.1.2008	13	7	2	1	0	2	20
28	ESDP for Minorities	Zaheerabad	2.1.08 to 9.2.08	3	21	0	0	0	24	24
29	Computer hardware maintenance & networking	ICET, Rajamundry	21.1.08 to 29.2.08	21	1	2	1		0	25

30	Educated unemployed	Hyderabad	16.1.08 to 21.2.08	18	7	2	0	1	0	28
31	Beauty therapy & Cosmetology	Hyderabad	8.2.08 to 20.3.08	23	26	2			25	26
32	Image processing	Anakapalle	24.1.08 to 3.3.08	19	3	3	-	-	-	25
33	Fashion designing	Visakhapatnam	11.2.08 to 21.3.08	19	3	24	-	-	-	24
34	ESDP on Acrylic sheet products	Hyderabad	28.1.2008 to 10.3.08	12	22			2	2	22
35	Embroidery	Machilipatnam	28.1.08 to 7.3.2008		25	12		1		25
36	Food Processing and simple chemicals	Medak	13.2.08 to 25.3.08		21				9	21
37	Hand and Machine embroidery	Bitragunta, Nellore dt	11.2.08 to 21.3.08		26	14			5	26
38	Tie and dye on fabrics	Kukatpalli, Hyderabad	12.2.08 to 22.3.08		25				25	25
39	Food processing, acrylic products	Kattedan, RR district	7.2.08 to 17.3.08	-	27	2				27
40	Fashion designing	Badangpet, Hyderabad	7.2.08 to 19.3.08		26	2	14			26
41	Beauty therapy & Cosmetology	Visakhapatnam	29.1.08 to 8.3.08	14	25	2			9	25
42	Beauty therapy & Cosmetology	Srikakulam	12.2.08 to 21.3.08		25	12	-	-	-	25
43	Advanced DTP	Kovvur	28.1.08 to 7.3.08	18	17	5	1	1	-	25
44	Servicing of electronic items	Kakinada	29.1.08 to 8.3.08	16	-	-	-			25
45	Food processing	Warangal	2.2.08 to 12.3.08	3	25	1			9	25
46	Synthetic leather goods	Hyderabad	5.2.08 to 15.3.08	3	27	2			1	27 (BC 21)
47	Refrigeration & A/c Repairing	Karimnagar	7.2.08 to 14.3.08	20	-	3	-	-	1	24
48	Beauty Therapy and Cosmetology	Hyderabad	28.1.08 to 10.3.08	-	25	-	-	-	25	25
49	Readymade garments	Vijayawada	11.2.08 to 23.3.08	-	23	14	-	-	-	23

50	Embroidery on jute works	Chandragiri	11.2.08 to 21.3.08	-	26	3	-	-	2	26
51		Vizianagaram	29.1.08 to 8.3.08		25	1	-	-	-	25
52	Fashion Designing	Visakhapatnam	24.1.08 to 3.3.08		21	7	-	-		24
53	Comp Maintenance & Networking	Rajamundry	29.1.08 to 8.3.08		1	-	-	-	7	25
54	Readymade garments	Hyderabad	4.2.08 to 14.3.08		21	2			3	21
55	Embroidery & Fabric Planning	Hyderabad	4.2.08 to 14.3.08	2		3			2	23
56	Comp hardware & Maint	Hyderabad	11.2.08 to 21.3.08		2	5				22

c. Business & Skill Development Programmes (BSDP)

	Programme title Engg colleges	Venue	Duration	No. of persons trained					
				Gen	Women	SC	ST	PH	Total
1	BSDP (MBA)	Ibrahimpattanam, Hyd	10.10.07 to 7.11.07	33	9	6	0	0	48
2	BSDP	Guntur	23.1.08 to 22.2.08						31
3	BSDP	Tirupathi	9.1.08 to 19.2.08	24	8	-	-	-	32
4	BSDP	Ibrahimpattanam, RR dt	9.1.08 to 14.2.08	52	8	7			60
5	BSDP (MBA)	St Ans PG college, Hyd	12.12.07 to 11.3.08		22	4			22

d. Management Development Programmes (MDPs):

	Programme title	Venue	Duration	No. of persons trained					
				Gen	Women	SC	ST	PH	Total
1	MDP SCM	Hyderabad	23.7.07 to 27.7.07	0	26	0	0	0	26
2	Sales & Marketing Management	Visakhapatnam	25.6.07 to 6.7.07	8	12	2	0	0	22
3	Selling and Salesmanship	Visakhapatnam	27.6.07 to 7.7.07	12	11	0	0	0	23

4	MDP SCM	Hyderabad	30.7.07 to 3.8.07	0	26	0	0	0	26
5	MDP Retail Mkt	Hyderabad	6.8.07 to 11.8.07	26	5	8	0	0	34
6	MDP on retail marketing	Vijayawada	11.10.07 to 17.10.07	28	8	36	0	0	36
7	Customer Relationship Management	Visakhapatna m	26.11.07 to 30.11.07	14	11	1	0	0	25
8	Bar coding and Export Management	Hyderabad	2.1.08 to 7.1.08	21	2	4	2	0	27
9	SCM (Forenoon)	Hyderabad	11.2.08 to 16.2.08	6	4	3			21
10	Supply Chain Management (AN)	Hyderabad	11.2.08 to 16.2.08	0	32	-	-	-	32
11	ERP	Hyderabad (forenoon)	18.2.08 to 23.2.08	9	10	4	-	-	23
12	ERP	Hyderabad (afternoon)	18.2.08 to 23.2.08	11	9	2	-	-	22
13	Accounting (Tally)	Siddipet	1.2.08 to 8.2.08		9	5	1	9	21
14	Sales and Marketing	Hyderabad	19.2.08 to 26.2.08	0	0	0	0	22 (PH)	22
15	Retail Marketing	Hyderabad		3	25	2	0	6 min	25
16	Computer Accounting	Devarpally	25.2.08 29.2.08		10	2		3 PH 1 min	22
17	SCM	Narsapur	25.2.08 to 29.2.08	7	4	3		1	25(BC 9)
18	Business communicatio n skills	Visakhapatna m	15.2.08 to 20.2.08	6	15	11		1	23
19	Business communicatio n skills	Viskhapatnam	21.2.08 to 25.2.08	8	9	-	-	1	22
20	Customer Relationship Management	Kakindada	19.2.08 to 23.2.08	7	20	18	-	-	25
21	Advanced Accounting	Visakhapatna m	11.2.08 to 15.2.08	3	21	1	-	-	25
22	Retail Marketing	Visakhapatna m	11.2.08 to 15.2.08	19	4	6	-	-	25

23	Business development and Computer Accounting	Rajamundry	11.2.08 to 22.2.08		10	6	1	-	20
24	Retail marketing	Machilipatnam	18.2.08 to 22.2.08	1	22	3	-	3	23
25	Accounting packages	Devarpally	13.3.08 to 18.3.08	23					23
26	Retail Marketing	Warangal	4.3.08 to 8.3.08	-	25	4	1	-	25
27	Business Development and Computer Accounting	Rajamundry		13	12	7	1	-	20
28	Sales and Marketing management	Hyderabad	17.3.08 to 22.3.08	13	25	1	2		25
29	Retail Marketing	Warangal	18.3.08 to 22.3.08	15	-	5	-	-	20
30	ERP	Hyderabad	10.3.08 to 16.3.08	5	8	9			22

MDP: (PD Account funds)

	Programme title	Venue	Duration	No. of persons trained					
				Gen	Women	SC	ST	PH	Total
1	Project Management	Hyderabad	2.4.07 to 7.4.07	-	8	-	-	-	27
2	Export Management	Hyderabad	16.4.07 to 21.4.07	-	3	-	-	-	33
3	Export Management	Hyderabad	18.6.07 to 23.6.07	24	4	5	-	-	29
4	Export of jute products	Hyderabad	10.9.07 to 14.9.07		0				33
5	Fashion Design	Hyderabad	25.7.07 to 2.11.07	22	5	22	-	-	22

e. Skill Development Training Programmes:

	Programme title	Venue	Duration	No. of persons trained					
				Gen	Women	SC	ST	PH	Total
1	Machine shop practice Batch I	Visakhapatnam	1.3.07 to 31.8.07						3
2	Chemical and Instrumental Analysis	Hyderabad	2.5.07 to 1.6.07	9	4	2	-	-	15

3	Apparel Fashion Designing	Hyderabad	1.5.07 to 31.8.07	-	28	28	-	-	28
4	Servicing of mobile phones	Hyderabad	12.9.07 to 11.10.07	4	-	6	1	-	15
5	Diamond grading, testing	Hyderabad	29.10.07 to 3.11.07	20	-	4	-	2	31
6	Motor Rewinding & Transformer winding	Hyderabad	23.8.07 to 23.11.07	11	-	-	-	-	11
7	Paint application Workshop for skilled painter	Hyderabad	26.12.07 to 31.12.07	23	-	-	-	-	23
8	Chemical analysis and Quality Assurance	Hyderabad	5.12.07 to 22.12.07	-	22				22
9	Chemical & Instrumental Analysis	Hyderabad	8.1.08 to 2.2..08						29
10	Machine Shop Practice Batch II	Visakhapatnam	1.9.07 to 29.2.08						3
	Total			58	32	40	1	2	180

f. Motivation campaigns:

	Programme target	Venue	Date	No. of persons motivated					
				Gen	Women	SC	ST	PH	Total
1	Women	Rayachoti	28.7.07	8	91	8	-	-	91
2	Women & prospective entrepreneurs	Vikarabad	27.7.07	120	40	30		10	200
3	General	Nellore	4.7.07	56	14	18	-	12	70
4	Women	Hyderabad	16.7.07	-	112	0	-	-	112
5	General	Guntur	30.7.07	92	18	0	-	-	110
6	Students of Engg college (Minorities)	Bongir, Nalgonda	18.7.07		0				150
7	Students of Engg & PG colleges	Vijayawada	18.8.07	70	50	30	-	-	150
8	Final year College students	Anakapalle	13.8.07	-	0	0	-	-	200
9	Unemployed youth	Nalgonda	10.8.07	-	0	0	-	-	100
10	Students of Kakatiya Institute of Tech	Warangal	21.8.07	-	0	0	-	-	200

11		Machilipatnam	31.8.07	--	0	0	-	-	125
12	Women and SC/ST	Kurnool	14.9.207	74	46	24	9	-	107
13	SC/ST	Parvathipuram, Vijayanagar	22.9.07	-	38	120			120
14	SC/ST/women	Hyderabad (NIMSME)	27.9.07		100	300		30	430
15	students	SVVPVMC Mahila Vidyapeeth, Visakhapatnam	22.11.07		0	0	0		255
16	Unemployed youth	Suryapet	20.12.2007	35	51	20	8		100
17	General	AB Institute for Rural Development, Eluru	8.1.08		90	40	0	-	125
18	General	Kattedan, Hyderabad	9.1.2008		100	10	10		100
19	General	Tirupathi	13.2.08		83				83
20	Minorities	Hyderabad	7.1.08		65			120 Min	125
									2953

No. of persons trained in different programmes – at a glance

Course ⇒	No. of progr amms	SC	ST	Women	PH	Min	OBC	Others	Total
E SDPs	56	146	17	825	7	102	69	214	1380
EDPs	15	20	0	257	9	32	0	31	349
MDPs	30	81	3	452	30	12	31	151	760
IMCs	20	460	120	1475	0	86	129	678	2953
BSDPs	5	21	0	37	0	24	62	57	201
SDPs	10	40	1	32	2	0	0	0	180
Total	136	768	141	3078	48	256	291	1131	5823

**Officers on roll at MSME DI, Hyderabad and
Br, MSME DI, Visakhapatnam
as on 31st March 2008**

Shri K.L. RAO,	Dy. Director i/c
Shri Arvind Patwari,	Dy. Director (Mech) & Cluster Development Executive, FRP Cluster
Shri D. Chandrasekhar	Dy. Director (Chemical) & Drawing & Disbursing officer
Shri Anand Kumar	Dy. Director (Electronics)
Shri M. Srinivasulu	Dy .Director (IMT)
Shri M. Ravinder, IES	Dy. Director (Economic Investigation/ Production Index)
Shri Y P Reddy, ISS	Assistant Director Gr I (Production Index)
Shri Vijay Sirsat	Assistant Director. Gr.I (Mech)
Shri Govindaraj	Assistant Director .Gr.I(Elec)
Shri A. Ram Mohan Rao,IES	Assistant Director Gr. I(Economic Investigation)
Shri B. Sarat Kumar	Assistant Director Gr.II (G&C)
Shri S. R Srinivasa	Assistant Director Gr. II(mech)
Shri KP Prasanna Rao	Assistant Director . Gr.II(Mechanical)
Shri A. Koti Reddy	Assistant Director Gr. II (G&C)
Shri V. Sridhar Reddy	Assistant Director Gr. II(G&C)
Shri R V Rajgopal	Assistant DirectorGr.II (Metallurgy)
Shri A Suresh	Assistant Director Gr.II (Mechanical)
Shri S. Srinivasa	Assistant Director Gr.II (Mechanical)
Shri K C Choudhary	Assistant Director Gr.II (L/F)
Smt. K R Rajeshwari	Assistant Director .Gr.II (Economic Investigation)
Shri P. Harinadh	Assistant Directo Gr.II (Production Index)
Shri K. Macharaja	Assistant Director Gr.II (IMT)
Shri KLN Murthy	Assistant Director Gr. II (Mech)

Shri MV Leela Krishnan Assistant Director Gr.II (IMT)
Shri SV Dasrath Investigator(G&C)

Br. MSME DI, Visakhapatnam

Shri Vijay Kumar Assistant Director (Chem), I/c Br. MSME DI
Shri M. Kalebu Assistant Director, GR II (Economic Investigation)
Shri G. Raghuram Assistant Director, Gr. II (IMT)
Shri Sivalingam Assistant Director, GR. II (G&C)
Shri Subhash Ingewar Assistant Director, GR II (Met)
Shri Appalraju Assistant Director Gr. II(Mech)
Shri DVSS Murthy Investigator (Hos)

MSE Testing Station, Sanatnagar

Shri K L Rao Dy. Director (Mech)
Shri D. B. Chakravarthy Assistant Director
Shri V. Yuvaraj Assistant Director (Mech)
Shri Nagesh Assistant Director (Met)



ANNUAL REPORT

2007-08



MSME DEVELOPMENT INSTITUTE

HYDERABAD

GOVERNMENT OF INDIA

MINISTRY OF MSME

NARSAPUR CROSS ROADS

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HYDERABAD

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