



ANNUAL REPORT

2016-17



MSME- Development Institute

GOVERNMENT OF INDIA

MINISTRY OF MSME

NARSAPUR CROSS ROADS

BALANAGAR.

HYDERABAD

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MSME-DI, Hyderabad: Annual Progress Report 2016-17

S. No	Topic	Page No.
	Executive Summary Report 2015-16	4
	About MSME- DI, Hyderabad	5
	Brief Profile of AP & TS	6
	MSME Sector in AP & TS	7
	Activities of MSME-DI, Hyderabad and its attached offices	
I	MSME Testing Station, Sanath Nagar, performance	7
II	Technical and other Publications	10
III	Consultancy Services	10
IV	Training Programmes organized during 2015-16	10
V	Seminars/Workshops organized	11
VI	National Level Vendor Development Programmes	13
VII	State Level Vendor Development Programmes	13
VIII	Implementation of NMCP schemes	14
IX	MSE Cluster Development Programme	15
X	Implementation of MSME Schemes	18
XI	Co-ordination with other Agencies	19
XII	Export Promotion	21
XIII	National Awards	21
XIV	Media coverage	22
XV	TREAD For Women	22
XVI	MUDRA Workshop	22
XVII	MSME-DI Officers trained	24
XVIII	Official language implementation	25
XIX	Revenue earned during 2016-17	26
Annexure I	Project profiles	27
Annexure II	Officers on role	28
	Photo & Media Gallery	29-41

EXECUTIVE SUMMARY REPORT 2016-17

The following works were carried out at MSME-DI & its Branch as follows:

S.No	Description of activity	Targets	Achievements
1	IMCs	25	25 (1860 persons were motivated)
2	EDPs	2	2 (54 persons were trained)
3	ESDPs	25	25 (447 persons were trained)
4	NVDPs	5	5 (390 MSMEs & various PSUs participated)
5	SVDPs	14	14 (823 MSMEs participated)
6	ZED Awareness Programmes	7	7 (462 MSMEs participated)
7	QMS/QTT Awareness programmes	2	2 (133 MSMEs participated)
8	Awareness programme on Export Marketing	1	1 (61 MSMEs participated)
9	Awareness programme on IPR	3	3 (190 MSMEs participated)
10	TEQUP EET	2	2
11	TEQUP product certification	2	2
12	Awareness Programmes on Business Incubator	5	5 (540 MSMEs participated)
13	Reimbursement of One time registration fee & annual recurring fee	Rs.2.0 lakh	Rs.1,96,462/- is disbursed
14	ISO 9000/14000 reimbursement		20 MSMEs & Rs.14,95,947/- is disbursed
15	International Trade Fairs & Co-operation	Nil	7 MSMEs participated participated and Rs.6,85,180/- reimbursed
16	TREAD for Women	Nil	15 applications are forwarded to Banks and GOI grant yet to be given to 8 NGOs
17	Awareness on Digital Payment & on GST		13 were organized and 1 on GST
18	Credit Support to MSMEs under MUDRA		302 MSMEs were given an amount of RS.7.97 Cr under MUDRA

ANNUAL REPORT 2016-17

MSME- Development Institute, HYDERABAD



About MSME – DI, Hyderabad:

MSME- Development Institute, Hyderabad formerly known as Small Industries Service Institute (SISI) 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 & Telangana, MSME-DI, Hyderabad was the pioneer industrial consultancy organization. The Institute is dedicated to provide need based support to Micro, Small and Medium scale entrepreneurs by providing various essential inputs like technical counseling regarding selection of product, location, raw materials, machinery, layout, and production process, managerial consultancy, etc. The Institute also helps Micro & Small scale Enterprises (MSEs) by imparting knowledge on new practices like modernization, technology upgradation, acquiring international quality systems, energy conservation, pollution control etc. MSME-DI implements the Ministry of MSME, Govt of India schemes in the states of Andhra Pradesh & Telangana by spreading awareness about the schemes and identifying suitable beneficiaries.

The Entrepreneurship and Skill Development training programmes organized by MSME-DI, Hyderabad are rated as one of the best in these States, as they encompass all aspects of starting and managing an MSME. The Entrepreneurship cum Skill Development Programmes (ESDP), Entrepreneurship Development Programmes(EDP), Management Development Programmes(MDP), and the Skill Development Programmes (SDP) focus on developing and

sharpening the entrepreneurial, managerial and technical skills of the existing or prospective entrepreneur.

MSME - DI, Hyderabad is ably supported by its Branch Institute located at Visakhapatnam. The Branch Institute's jurisdiction is over the five districts of North Coastal Andhra, namely, Srikakulam, Vizianagaram, Visakhapatnam, East Godavari and West Godavari of Andhra Pradesh .

The MSME Testing Station, (MSME - TS), located strategically in Sanatnagar Industrial Estate, Hyderabad, functions under the administrative control of MSME –DI Hyderabad. It provides testing facilities for MSMEs in the areas of physical testing, chemical analysis, etc. It provides consultancy services to MSMEs on quality control and standardization procedures and systems testing to national and international standards, and provides third party assurance for products and services from MSME sector on quality levels to major buyers like Government Departments, DGS&D, Railways, PSUs, Defense establishments, etc. The testing center has been upgraded with the addition of sophisticated testing equipment.

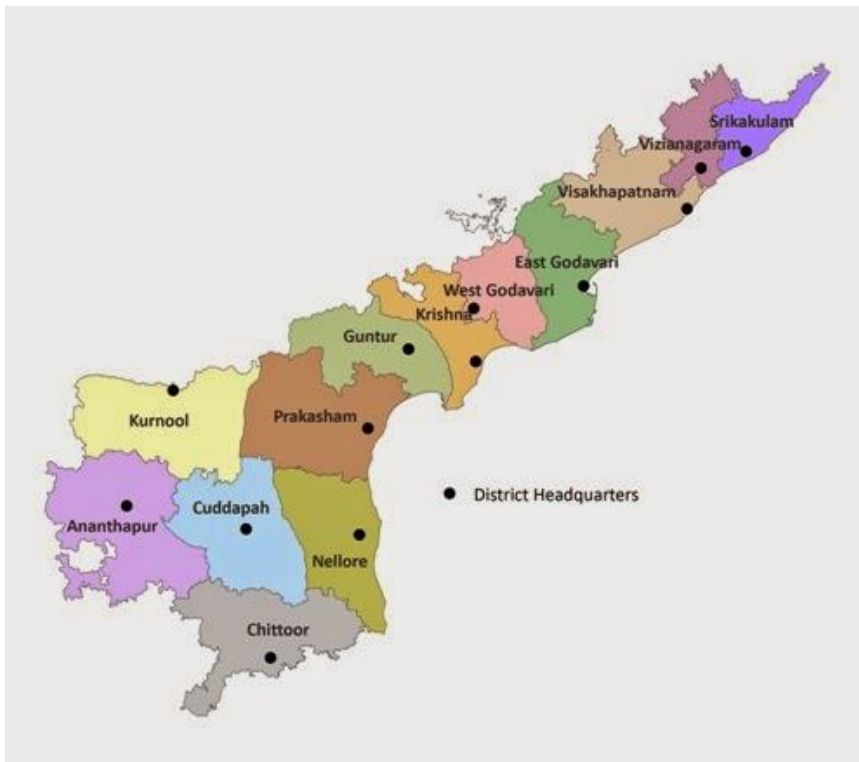
Brief Profile of Andhra Pradesh & Telangana:

Andhra Pradesh & Telangana are situated in Southern Indian. Andhra Pradesh constitutes of 13 districts and Telangana constitutes 31 districts. These States are blessed with good natural resources - a long coastline of 961 kms, fertile soils, perennial rivers

(Krishna, Godavari and Pennar), rich mineral deposits, a good climate, and human resources in AP & Hyderabad, the capital of Telangana houses many national level research institutions. Many central and state level Public Sector Undertakings are located in these states. In the large scale sector, these states have made progress in the Steel, Coal, Mining (Granite, Dolomite, Felspar, Quartz), Cement, Paper, Sugar, Fertilizers, Pharmaceutical, and textile industry. During the past two decades, the united State has become a front runner in the Information Technology and enabled services, Bio-technology and Bulk drugs industry. The district-wise concentration of industry in these states are depicted in the map given below. With the state bifurcation in the offing, changes in the geo-political map of the state will be witnessed.



Telangana with 31 Districts



Andhra Pradesh with 13 Districts

The MSME sector in AP & TS:

As per the 2006-07 Census of MSMEs, there were 45,692 working registered MSMEs in the state of AP & TS. Around 3.82 lakhs persons were employed in the registered MSME sector. The number of unregistered MSMEs was 14.90 lakh, comprising of 14.83 Micro units and 0.07 lakh small units. 35.15 lakh persons are estimated to be employed in the unorganized sector. A total of 2,83,256 EMs & UAMs were filed upto 31-03-2017 in the state of Andhra Pradesh and a total of 1,46,802 EMs & UAMs were filed upto 31-03-2017 in the state of Telangana

The MSME sector in AP & TS manufactures a variety of products. There is a high concentration of micro and small units in the food sector, mineral and building materials sector, drugs and pharmaceuticals, fabricated materials, trading and service sector. Clusters of MSME sector are located in rural and urban Andhra Pradesh & Telangana engaged in traditional activities such as handicrafts (famous clusters are Machilipatnam artificial jewellery, Pedana block printing, soft toys, Kondapalli wooden toys, bidri work, filigree work, gold ornaments, etc), handlooms (Venkatagiri, Uppada, Gadwal, Pochampally etc), fan cluster (Hyderabad), drugs and Pharma cluster (Hyderabad and Visakhapatnam), Granite processing, food processing clusters etc.

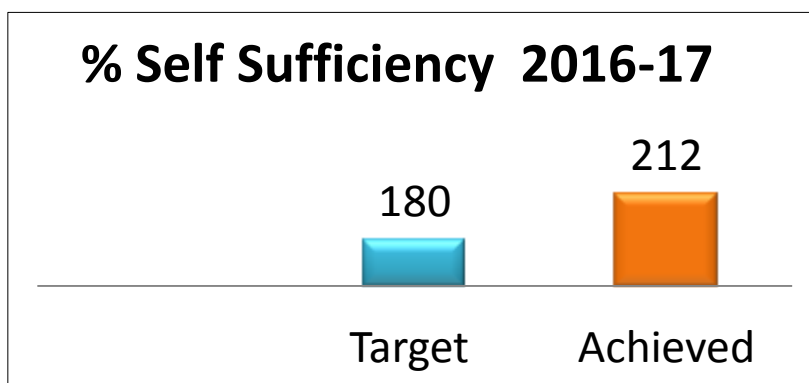
ACTIVITIES UNDERTAKEN BY MSME-DI, HYDERABAD, AND ITS SUBORDINATE OFFICES IN A.P & T.S DURING 2016-17

I. MSME TESTING STATION, SANTHNAGAR PERFORMANCE DURING 2016-17:

MSME Testing Station extends its testing services to the Micro and Small Enterprises with the motto of improving and maintaining the quality of the items being manufactured by them at concessional rates. Further, it is also extending its testing services to medium and large scale industries, State & Central PSUs and State & Central Government Departments, etc.

MSME-Testing Station, Sanathnagar, Hyderabad offers the following testing facilities:

- Mechanical Tests,
- Metallurgical & Chemical Tests,
- Electrical Product Tests,
- Construction Material Tests.



The revenue earned, % Self Sufficiency & No. of units benefitted by MSME Testing Station, during 2016-17, vis a vis the last two years is as:

	2016-17	2015-16	2014-15
Revenue earned	Rs. 1,50,74,223	Rs. 1,50,05,850	Rs.1,25,55,945
% Self Sufficiency	212	211	193
No. of MSME Units benefitted	800	822	1015
No. of other units benefitted	539	214	157

II. TECHNICAL AND OTHER PUBLICATIONS OF MSME-DI

MSME-DI, Hyderabad and its branch office at Visakhapatnam prepare technical literature like Project Profiles, Detailed Project Reports, Status Reports and Directories on specific industries, for the benefit of existing and prospective entrepreneurs. During the year 2016-17, the following technical literature was prepared:

Project Profiles:

1. Project profiles are prepared on product lines that are found to have scope for development in MSME sector. The list of products for which profiles were prepared, is given as Annexure I.

III. CONSULTANCY SERVICES PROVIDED:

S No.	Service	2016-17	2015-16	2014-15
1.	No of units visited	1482	478	215
2.	Visitors' enquiries received at MSME-DI	3794	3875	2232
3.	NSIC – Single point registration	699	637	194

IV. TRAINING PROGRAMMES CONDUCTED BY MSME-DI

Lack of skilled manpower has been identified as one of the major problems being faced by organized and the unorganized MSME sector. To fill this gap, MSME-DI, Hyderabad conducts various technical and skill oriented training programmes. The Training programmes organized by the Institute aim at creating employable manpower in the MSME sector, and encourage youth to take up self employment as a career.

The Institute organizes Entrepreneurship cum Skill Development Programmes, Entrepreneurship Development Programmes, Management Development programmes and Skill Development Programmes, for promoting entrepreneurship. The details of number of programmes and number of persons trained through these programmes during the past three years are as follows :

No. of Training programmes and persons trained:

Training	2016-17		2015-16		2014-15	
	No.of programmes organized	No. trained/motivated	No.of programmes organized	No. trained/motivated	No.of programmes organized	No. trained/motivated
ESDPs	25	447	0	0	128	2947
EDPs	2	54	54	1290	17	378
MDPs	0	0	0	0	15	352
SDPs At workshop	0	0	0	0	0	0
IMCs	25	1860	56	4376	73	6533
Total	52	3361	110	5666	233	10210
Programmes under PD Ac	3	92	19	634	26	591
Grand Total	55	3453	129	6300	259	10801

Training programmes organized under PD A/c: MSME-DI, Hyderabad organized 3 Skill Development Programmes and other training programmes through funds under PD Account. A total of 92 persons were trained.

Demonstration programmes:

Through the Chemical laboratory attached to the Institute, MSME-DI, Hyderabad organized product process demonstration programmes to demonstrate the process of manufacture of simple chemical products such as detergent powder, cold cream, talcum powder, candles, phenyl, etc. 39 persons were trained during 2016-17

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

To create awareness on various issues of concern to the MSME sector, MSME-DI regularly organizes Seminars and Workshops, by partnering with Institutions of repute and Industry organizations. During the year 2016-17, MSME-DI and Br.MSME-DI organized the following Seminars and Workshops:

QMS/QT

MSME-DI, Hyderabad organized five Awareness Programmes on Quality Management Systems, Quality Testing Tools during 2016-17. The details are as follows:

S.No	Place	Date	No. of participants
1.	Vijayawada	05.07.2016	75
2.	Visakhapatnam	18.05.2016	58

ZED Awareness Programmes

7 Awareness Programmes were organized during 2016-17. Details are as :

S.No	Place	Date	No. of participants
1	Hyderabad	08.11.2016	75
2	Vijayawada	08.02.2017	55
3	Machilipatnam	09.02.2017	65
4	Hyderabad	08.03.2017	58
5	Visakhapatnam	28.02.2016	75
6	Vijayawada	10.02.2017	62
7	Rajhamundry	02.03.2017	72

BUSINESS INCUBATOR

MSME-DI, Hyderabad organized five Awareness Programmes on Business Incubators during 2016-17. The details are as follows:

S.No	Place	Date	No. of participants
1.	Cuddapah	22.07.2016	110
2.	Tadepalligudem	30.08.2016	125
3.	Kurnool	20.12.2016	124
4.	Vijayawada	21.09.2016	61
5.	Visakhapatnam	05.12.2016	120

Awareness Programmes on Digital Payment:

15 Awareness Programmes were organized during 2016-17 for the benefits of MSMEs to encourage digital payment.

“Workshop on e-Digital Payments & GST for MSEs” in association with Laghu Udyog Bharti – Telangana State & Telangana & Andhra Composites Manufacturers Association, Hyderabad on 27.12.2016 at MSME-DI, Hyderabad - ConferenceHall.

The Programme was inaugurated by Shri. Kalraj Mishra, Hon'ble Union Minister for MSME and Shri.Surendranath Tripathi, IAS, AS & DC (MSME). Shri. B. Pavan Kumar Reddy, Superintendent of Central Excise & Service explained about the various chapters of GST bill.

VI. NATIONAL LEVEL VENDOR DEVELOPMENT PROGRAMMES:

MSME-DI Hyderabad organized four National Level Vendor Development Programmes during 2016-17, at Hyderabad, Visakhapatnam, Vijayawada, Tirupathi and Kakinada. The details of the NVDPs are as follows:

S. No	Venue	Date(s)	Collaborating PSUs	No. of stalls
1	Hyderabad	16th & 17th December 2016	BHEL, BDL, HAL BEL, HPCL, GAIL, SOUTH CENTRAL RAILWAY, Etc.,	100
2	Vijayawada	15th & 16th July 2016	BHEL, GAIL, NMDC, SOUTH CENTRAL RAILWAY, HAL, Etc.,	92
3	Tirupathi	20th & 21st February 2017	BHEL, BEL, ISPAT, HAL, NMDC, RAILWAY, BDL	60
4	Visakhapatnam	9th to 11th December 2016	NTPC, HPCL, BDL, DCI, BHEL, Etc.,	95
5	Kakinada	24th & 25th January 2017	BHEL, NTPC, DCI, RINL, Etc.,	43

VII. State Level VDPs :

MSME-DI organized a series of State Level Vendor Development Programmes with various Central PSUs / Departments to create awareness among their vendors regarding the Central Public Procurement Policy of the Govt of India, which stipulates a mandatory 20% purchase of requirements by all Central PSUs/ Departments/ Ministries etc from the MSE sector . MSME-DI, Hyderabad and its Branch organized 14 such programmes across the state are detailed below:

S. No	Place	Date	PSU	No. of participants	Revenue	Expenditure
1	Tirupathi	15-03-17	ECIL	45	Nil	15,000
2	Hyderabad	28-10-16	NMDC	44	Nil	44,503
3	Anantpur	15-10-16	SCR	66	Nil	15,000
4	Machilipatnam	24-10-16	BEL	70	Nil	14,080
5	Hyderabad	18-11-16	HAL	60	Nil	13,413
6	Ramagundem	05-11-16	NTPC	95	Nil	14,970
7	Jagital	06-03-17	NTPC	60	Nil	15,000
8	Hyderabad	10-03-17	HAL	59	Nil	15,000
09	Visakhapatnam	12.05.2016	BDL	56	27,500	49,936
10	Visakhapatnam	23.08.2016	RINL	60	nil	29,444
11	Visakhapatnam	24.08.2016	HAL	50	nil	29,991
12	Visakhapatnam	20.09.2016	HSL	51	nil	29,879
13	Visakhapatnam	21.10.2016	RLY	53	nil	29,983
14	Visakhapatnam	04.11.2016	BARC	54	nil	29,962

**VIII. IMPLEMENTATION OF NATIONAL MANUFACTURING
COMPETITIVENESS PROGRAMME (NMCP) SCHEMES :**

S. No	Name of the Scheme	Target for 2016-17	Achievement	Remarks
1	Bar coding Reimbursement of One time registration fee	Rs. 2.0 lakhs	Rs. 1,96,462	6 MSEs granted One time registration fee reimbursement
2	Lean manufacturing	No target allotted	Nil	
3	QMS/QTT	2 Awareness programmes	2 Awareness Programmes	133 persons participated
4	Business Incubator:	5	5	540 participants

5	IPR Awareness programmes	2	2	124 were participated
6	Design Clinic	2	2	112 were participated
7	Marketing Assistance and Technology Upgradation Exhibitions/Domestic Fairs	Rs. 2.15 lakhs Publicity by MSME DI – 0.25 lakhs for	Participants of 3 Exhibitions reimbursed	Rs 2.96 Lakhs were Reimbursed to 15 MSEs
i.				
ii.	International Trade Fairs			7 MSMEs participated and Rs.6,85,180/- reimbursed
iii.	Corporate Governance Practices			
8	TEQUP Awareness programmes Product certification reimbursement	2 on EET & 2 on Product Certification Rs. 15.00 Lakhs	2 on EET & 2 on Product Certification	Total 296 were participated
9	National workshop on Export marketing	1(2days)	1	61 participated

IX MSE Cluster Development Programme

MSME-DI, Hyderabad, works in close coordination with Director of Industries, Govt. of AP, Commissioner of Industries, Govt. of Telangana, APIIC, LIDCAP, APTPC, APITCO, cluster enterprises & their associations, SPVs, etc. for undertaking various interventions in clusters under MSE-CDP. Extensive guidance and support is being given to cluster associations and SPVs for availing support under the scheme.

STATUS OF CLUSTER DEVELOPMENT IN A.P.

1. Common Facility Centre (cfc)

- Successfully implemented CFC in Imitation Jewellery Cluster, Machilipatnam which is functioning well.

- CFC in Gold Jewellery Cluster at Vijayawada. 1st instalment of Rs.90 Lakhs and 2nd instalment of Rs.67.54 Lakhs on 22.12.2016 released by Office of DC(MSME). CFC is under implementation by APTPC.

Total Project Cost – Rs.259.68 Lakhs, GoI Grant : Rs.225.16 Lakhs

INFRASTRUCTURE DEVELOPMENT PROJECTS IN ANDHRA PRADESH

- Under Implementation:
JRD Tata Industrial Estate, Kanuru, Krishna District
1st instalment of GoI Grant - Rs.200 Lakhs utilised (1st phase completed)
2nd instalment of GoI Grant for Rs.197 Lakhs released during September, 2016.
Project Cost: Rs.767.62 lakhs, GOI Grant : Rs.614.10 lakhs
Utilisation Certificate submitted and awaiting for release of 3rd instalment.
- Inprinciple Approval Accorded in 39th Steering Committee Meeting. The proposal was dropped in the 40th SCM.
Mangalagiri – Guntur Dist.(Automobile Engg)
Project Cost: Rs. 2537.52, GOI Grant : Rs.800 Lakhs
- Inprinciple Approval Accorded in 43rd Steering Committee Meeting :
 - Upgradation of existing Industrial Park at Amudalavalasa, Srikakulam District, Andhra Pradesh
 - Establishment of new Industrial Estate at Kopporthy, Kadapa District, Andhra Pradesh
- Proposals submitted to DC(MSME), New Delhi for final approval: (IA-APIIC, Hyderabad)
-

Sl. No.	Name & Location of the Industrial Cluster	Type of the cluster	New/ Existing	Total project cost (Rs.in lakhs)	Grant requested under MSE- CDP (Rs.in lakh)	Remarks
1.	Machilipatnam – Krishna Dist.(Upgradation of existing Jewellery park – Appln ID 1239)	Upgradation of existing jewellery park	Existing	1529.03	743.54	
2.	Gudivada- Krishna Dist. (Upgradation of existing IP – Appln ID 1763)	Upgradation of existing Agri- implements Cluster	Existing	1529.03	743.54	
3.	Autonagar, SPSR Nellore Dist (Upgradation - Appln ID- 1924)	Upgradation of existing Autonagar	Existing	2089.86	800.70	
4.	Peddapuram – E.G.Dist (Traditional Food part – Appln ID- 1233)	Traditional Food	New	1026.22	800.00	

5.	Industrial Park, Singarayakonda, Prakasam District, AP	Upgradation	Existing		800	Under consideration DC(MSME)
6.	Industrial Estate, Autonagar, Gajuwaka, Visakhapatnam Dist, AP	Upgradation	Existing		392.51	Under consideration by DC(MSME)

6. Approval accorded for preparing DPR for implementation of ID Projects (upgradation & New)

Sl. No.	Name & Location of the Industrial Cluster	Type of the cluster	New/ Existing	Implementing Agency	Total project cost (Rs.in lakhs)	Grant requested under MSE-CDP (Rs.in lakhs)
1.	Makavaripalem – Visakhapatnam (Appln. ID-1199)	Aluminium & General Engg	New	APIIC Ltd. Hyderabad	2771.70	800.00
2.	Palakollu –W.G.Dist. (Appln ID -1251)	Upgradation of existing Coir park	Existing	APIIC Ltd. Hyderabad	750.88	750.88
3.	Palasa – Srikakulam Dist. (Appln ID – 1250)	Upgradation of existing Cashew park	Existing	APIIC Ltd. Hyderabad	656.58	656.58
4.	Pothuru village, Guntur Dist – Appln ID 1986- dated 31/12/2013)	Spice cluster	New	APIIC Ltd. Hyderabad	1771.54	800.32

STATUS OF CLUSTER DEVELOPMENT IN TELANGANA

1. Common Facility Center:

Fan Cluster, Hyderabad - Inprinciple approval accorded in 32nd Steering Committee Meeting of MSE-CDP which was held on 26th March, 2013.
The SCM dropped the proposal in 40th Steering Committee Meeting.

INFRASTRUCTURE DEVELOPMENT PROJECTS BEING IMPLEMENTED:

a) Madikonda Industrial Estate at Madikonda, Warangal dist. –

Total project cost –Rs. 1061.19 ; GoI Grant – Rs.735.60. Out of which first instalment released- Rs. 2 crores; Utilisation Certificate submitted and 2nd instalment awaited.
Implementing Agency – TSIIC

b) Automotive Engineering Cluster for Toopran Mandal, Medak dist.-

Total cost –Rs.940.82; GoI Grant – Rs.752.65; Out of which first instalment released – Rs.62.88 Lakhs

INFRASTRUCTURE DEVELOPMENT PROJECTS IN PIPELINE in Telangana

Sl. No	Name & Location of the Industrial Cluster	Type of the cluster	New/ Existing	Implementing Agency	Total project cost (Rs.in lakhs)	Grant requested under MSE-CDP (Rs.in lakhs)	Remarks
1.	Armoor, Nizamabad dist.	Leather Industries	New	LIDCAP Hyderabad	1000.87	740.07	Proposal dropped in 40th SCM
2.	Ibrahimpattanam, RR Dist.	Fibre Glass composite -123 Acres (Appln ID 5352)	New	TSIIC Ltd. Hyderabad	5567.50	741.06	In principle approval accorded in 43rd Steering Committee Meeting. Online application forwarded to DC(MSME) for final approval.
3.	Ravalkole Village, Medchal-Malkajgiri District, Telangana	General Engineering Cluster – Geethanagar Navjeevan Nagar, Balanagar	New	TSIIC Ltd. Hyderabad			Online application forwarded to DC(MSME) for in principle approval

X. IMPLEMENTATION OF MSME SCHEMES:

a. ISO 9000/14000 reimbursement Scheme : Under this scheme, MSEs with ISO 9000/14000 certification are eligible for reimbursement of 75% of expenses towards acquiring ISO 9000/14000 certification, subject to a maximum of Rs. 75,000/- . During 2016-17 MSME-DI, Hyderabad reimbursed a total of Rs. 14,95,947/- to 20 MSEs who have acquired ISO 9000/14000 certification.

b. CGTMSE:

MSME-DI, Hyderabad has provided guidance to the entrepreneurs in selection of projects, preparation of project reports and also networked the entrepreneurs with banks for getting loans under Credit Guarantee Scheme (CGS) of CGTMSE. Many entrepreneurs were assisted in preparing project reports and were advised to forward to banks for extending finance under the Credit guarantee Scheme. MSME-DI, Hyderabad has been creating awareness on CGTMSE at all forum like meetings, training programmes, guest lectures, presentations, etc.

XI. CO-ORDINATION WITH OTHER AGENCIES:

1. Director, MSME-DI, Hyderabad is the Member Secretary of the **State Level Advisory Boards attached to MSME-DI**, Hyderabad for Andhra Pradesh and Telangana. Secretary (MSME), Govt of AP is the Chairperson of the **State Level Advisory Board** for Andhra Pradesh, and Director of Industries, Govt of AP is the Vice-Chairperson. Secretary (MSME), Govt of Telangana is the Chairperson of the **State Level Advisory Board** for Telangana and Commissioner of Industries, Govt of Telangana is the Vice-Chairperson. The Board has 30 members. The objective of the Board is to discuss matters relating to MSME sector in the state, and to advise MSME-DI on its activities. .
2. Director, MSME-DI, Hyderabad has been made the Convener of the State Level Co-ordination Committee on clusters for co-ordination of work under clusters in the states of AP & Telangana, under the MSE-CDP scheme of the GoI .
3. 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, Govt of AP & Govt of Telangana. The important among them are the State Level Inter Institutional Committee for revival of sick units, (SLIIC), State Level Bankers Committee Meeting (SLBC), State Level Selection Committee for National Awards, Task Force Committees in districts for PMEGP candidates selection, , Selection Committees of NSIC, etc. Director, MSME-DI, Hyderabad is represented by his Nodal officer for the respective district in the District Consultative Committee meetings held regularly under the Chairmanship of the District Collector.
4. During the year, MSME-DI, Hyderabad worked in close association with many SME Development organizations in organizing programmes for the development of MSEs. Important among these are Directorate of Industries, Govt of AP, Commissionerate of Industries, Govt of Telangana, District Industries Centres, KVIC, Coir Board, NIMSME, MSME Tool Room, NSIC, SIDBI, NABARD, APSFC, TSFC, APPC, ITDA, DRDA, etc.
5. Co-ordination with NSIC: During 2016-17 MSME-DI, Hyderabad and NSIC conducted joint assessment of capacity in respect of 699 MSEs. MSME-DI, Hyderabad thereby earned a revenue of Rs.17.37 lakhs .

6. Talks/Presentation: Officers of MSME-DI, Hyderabad and Br. MSME-DI, Visakhapatnam regularly give presentations on topics like Entrepreneurship, Govt of India Policies and schemes for promoting MSMEs, Prospects in specific industrial sectors, Cluster Development Scheme, Activities of MSME- DI, and its role in promoting MSME sector in AP & Telangana, etc. During the year, officers of MSME-DI, Hyderabad and Visakhapatnam gave presentations in many occasions.

7. MSME-DI also worked in close co-ordination with many Industry Associations and NGOs in promoting the interests of the MSME Sector. The Institute conducted many 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 Chambers of Commerce and Industry, Hyderabad (FAPCCI)
- Federation of Telangana Chambers of Commerce and Industry, Hyderabad (FATCCI)
- Federation of AP Small Industries Association, Hyderabad (FAPSIA)
- Federation of AP&Telangana Small Industries Association, Hyderabad (FAPTSIA)
- Association of Lady Entrepreneurs of AP (ALEAP)
- Telangana Industrialists Welfare Federation
- Cherlapally Industries Association
- Fibre Glass Industries Association of AP (FIAAP)
- Electronics Industries Association of AP (ELIAP)
- Technocrat Industries Association, Hyderabad (TIE)
- Confederation of Indian Industry, Hyderabad chapter (CII)
- AP Plastic Manufacturers Association, Hyderabad (APPMA)
- All India Manufacturers Association, Hyderabad chapter (AIMO)
- Association of Lady Entrepreneurs of AP, Hyderabad(ALEAP)
- Indian Small Scale Paints Mfrs Association (ISSPA)
- Confederation of Women Entrepreneurs, Hyderabad(CO-WE)
- Bulk Drug Mfrs Association, Hyderabad (BDMA)
- Jeedimetla Industries Association, Hyderabad (JIA)
- Visakhapatnam Autonagar Small Industries Association (VASI)

XII. EXPORT PROMOTION:

- **Participation in International Trade Fairs**

During the year 2016-17 four MSEs from Andhra Pradesh & Telangana participated in International Trade Fairs held in Dubai, UAE and St. Petersburg, Russia. 4 Micro and Small enterprises that participated in these Fairs were applied for reimbursement of subsidy in air fare (and space rent) according to the terms and conditions of the MDA scheme.

- **International Co-operation Scheme:**

Ministry of MSME, GoI operates this scheme to help MSMEs to explore new areas of technology, to facilitate joint ventures and foreign collaboration, and infusion of new technologies, thereby improving market for MSME products. The components of the scheme are : a) Assisting business Delegation to visit foreign Trade Fairs, Buyer seller meets, market studies etc. b) facilitating participation in International Trade Fairs etc and c) assisting in organizing International seminars. During the year 2016-17, MSME-DI, Hyderabad forwarded proposals of 7 Industry Associations. A delegation of Telangana & Andhra Composites Manufacturers Association, Hyderabad visited JEC ASIA-2016 Singapore from 15-17th Nov, 2016; JEC World IC Fair at Paris and France from 14-16th Mar, 2017. A delegation of Andhra Pradesh Pesticides Formulators Association of AP visited 18th China IAPCE at Shanghai from 1-3 March, 2017. Delegation of Telangana Offset Printers Association (TOPA), Hyderabad visited DRUPA-2016 at Dusseldorf, Germany during 5-8 June, 2016 and Allin Print China 2016 Exhibition at Shanghai, China from 18-21, October, 2016. A Delegation of Telangana and Andhra Plastic manufacturers Association visited K2016 Exhibition at Messe Dusseldorf, Germany from 16-26 Oct, 2016. A delegation from Khammam granite Slab factory Owners Association (KGSFOA) Khammam, Telangana visited 17th China Xiemen International Stone Fair and Study Tour on Latest Machinery and technology at Xiemen, china from 6-12 mar, 2017. A delegation of Confederation of Women Entrepreneurs of India (COWE) Hyderabad, Telangana visited Global Summit of Women 2017 at Tokyo, japan during 11-13 May, 2016. A delegation of Andhra Pradesh Corrugated Box manufacturers association (APCBMA), Hyderabad visited International Corrugated Expo 2017 at Shnghai, China during 29-02 April 2017.

XIII. NATIONAL AWARDS

MSME-DI, Hyderabad invited applications from eligible MSME units for Government of India's National Awards for Outstanding MSME entrepreneur, for Best Quality Products, and for R&D efforts in the MSME sector. Scrutiny and recommendation of applications for the award was done to finalize nominations for the National Awards from the states of AP & TS. The Institute organized a State Level Selection Committee Meetings of National Awards at Telangana Secretariat, Hyderabad under the Chairmanship of Secretary(MSME&FP), Govt of TS for TS and at AP Secretariat under the Chairmanship of Secretary(MSME&FP), Directorate of Industries, Govt of AP for AP. The Committee forwarded 4 applications from TS and 2 applications from AP to the National Level Selection Committee.

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 the area of Entrepreneurship development in the state.

Apart from the above, many other press releases, advertisements, and news coverage on MSME-DI's and Br.MSME-DI's activities appeared in Newspapers and industry journals during the year under report. A few newspaper clippings reporting the activities of MSME-DI, Hyderabad are attached as Annexure IV

XV. TRADE RELATED ENTREPRENEURSHIP ASSISTANCE AND DEVELOPMENT (TREAD) SCHEME FOR WOMEN

Govt. of India had launched a scheme titled "Trade Related Entrepreneurship Assistance and Development (TREAD) "during the 9th plan period. The scheme envisaged economic empowerment exclusively of women through trade related training, information and counseling extension activities related to trades, products, services etc. The Scheme has provided for financial loans through NGOs who were also provided GoI grant for capacity building. This Assistance was to be provided for self-employment ventures by women for pursuing any kind of non-farm activity. 14 applications submitted by the NGOs are forwarded to Bank. 8 NGOs whose in-principle loan sanction letters were given by banks were recommended by State Level Selection Committee to National Level Selection Committee.

XVI: MUDRA WORKSHOPS DURING THE YEAR:

MSME-DI, Hyderabad has conducted Micro/Small Enterprises visit on 13th January 2017 for understanding the issues faced by them and to bring awareness among the unit holders about MSME Schemes of Govt of India.

Shri Arvind Patwari, Director and Shri M.Rama Rao, Asst General Manager, State Bank of India, Secunderabad and Shri M.V.Sudhir Kumar, Asst Director visited a cluster of about 20 units in Balanagar, Hyderabad on 13th January 2017 and discussed with Shri A.Sunil, Vice President and other members of Micro & Small Industrial Federation of Telangana, Hyderabad Programme. During the interaction, the Members explained their problems in getting credit facilities from Banks.

Shri.M.Rama Rao, AGM, SBI immediately took decision and informed the Entrepreneurs to download the Mudra Scheme Application Formats and submit them to him on 18th January 2017 at MSMEDI premises. About 50 Entrepreneurs attended the meeting on 18th January 2017 and submitted their applications to the AGM,State Bank of India and he sent his team of officials to visit the units to collect and verify all the documents necessary for processing the loans.During the first Phase, 29 Entrepreneurs received loan sanctions for an amount of Rs 64 Lakhs under MUDRA Scheme and a formal meeting was held on 7th February 2017 in MSME-DI, Balanagar, Hyderabad to hand over the Sanction orders to the Micro/Small Entrepreneurs

Shri Arvind Patwari explained about the Cluster Programme, registration with MSME Data Bank and other MSME Schemes during the programme. He urged the participants in prompt payment of EMIs and loan so that they can be the inspiration for other entrepreneurs in their region. He commended the prompt and swift action taken by the Bank officials for disbursing loans under Prime Minister's MUDRA Yojana

Shri M Rama Rao, AGM, SBI said that he was impressed after the unit visits and their level of performance in producing excellent quality products for various vendors like Defence, Aerospace and other engineering Industries. He said if by providing such timely loans particularly under MUDRA Scheme will ensure the growth and prosperity of the MSMEs in India. He said first phase covered 29 Entrepreneurs and second phase,39 Entrepreneurs after careful scrutiny of the applications. He said this will continue to cover other entrepreneurs also in their Region in the third phase.

Shri Ambati Sunil Kumar, Vice Presdient, Micro & Small Industrial Federation of Telangana thanked MSMEDI and State Bank of India officials for helping them in getting credit facilities. He said that about 1.2 lakh indirect and direct employment is provided though their Industrial units in and around Balanagar, Hyderabad. He said with this support they will concentrate more on Business Development.

Later the 29 Entrepreneurs were given the Loan sanctions ranging from 1.99 Lakhs to 10 Lakhs total amounting to 69 lakhs in the first phase. Second phase of 39 Applications with a total amount of Rs 1.06 Crores is under process for disbursement.

Shri M.V.Sudhir Kumar, Asst Director, MSME-DI, Hyderabad coordinated the programme. Total 302 MSMEs were given an amount of rs. 7.97 Crs under MUDRA.

XVII: MSME-DI OFFICERS TRAINED DURING THE YEAR:

S. No	Name of the training programme/seminar	Date (s) of the programme	Organization conducting the programme	MSME DI officer who attended S/Shri/Smt
1.	Induction Training for the newly recruited	21.11.2016 to 16.2.2016	NIMSME, Hyderabad	Manu Sharma, AD(EI)
2.	Induction Training for the newly recruited	21.11.2016 to 16.2.2016	NIMSME, Hyderabad	G.S.Bist AD(Elex.)
3.	Zero Effect & Zero Defect	28.11.2016 to 02.12.2016	PPDC, Agra	M.V.Sudhir Kumar , AD(IMT)
4.	Packaging of Products	19.12.2016 to 23.12.2016	CDGI, Firozabad	B.Sreedhar, AD(PI)
5.	Packaging of Products	19.12.2016 to 23.12.2016	CDGI, Firozabad	D Kiran Kumar, AD
6.	Energy Conservation in Glass & Ceramic Industry	09.01.2017 to 13.01.2017	CDGI, Firozabad	S.L.N.Kumar, AD(G&C)
7.	Energy Conservation in Glass & Ceramic Industry	09.01.2017 to 13.01.2017	CDGI, Firozabad	S.V.Dasarath, Inv.(G&C)
8.	Cash & Accounts	19.12.2016 to 21.02.2017	ISTM, New Delhi	C. Nagarajaiah, UDC
9.	Public Procurement Policies	17.08.2016 to 19.08.2016	NIMSME, Hyderabad	D. Kiran Kumar, AD
10.	Zero Defect and Zero Effect	28.11.2016 to 02.12.2016	PPDC, Agra	P Jeyselvam, AD
11.	BHAVISHYA software	25.01.2017	RTC, Chennai	P Vinod Kumar, LDC
12.	Strategic Management of IPR with higher focus on Industrial Design and Trade Mark /	05.09.2016 to 09.09.2016	IICA, Gurgaon	G V R Naidu, AD
13.	Government e Marketing (GeM)	25.01.2017	DGS&D, CGO Tower Securnedrabad	P Sarojini, OS

XVIII. OFFICIAL LANGUAGE (HINDI) IMPLEMENTATION:

Smt Neelbha Tiwari, Senior Hindi Teacher, Hindi Shikshan Yojana, Musheerabad, Hyderabad was invited to train officers and staff of the Institute in official use of Hindi. Hindi Pakwada was organized from 15.9.16 to 3.10.16.

Hindi Divas was organized at MSME-DI, Hyderabad on 14th September 2016. Shri Arvind Patwari, Director, MSME –DI, Hyderabad was the Chief Guest at the Valedictory session of the Hindi Pakhwara. Competitions on Hindi dictation, Hindi Note/Letter writing, Debate etc were held for the staff and officers and prizes were distributed. Quarterly Progress Report was being sent online also through website Department of Official Language. The letters received in Hindi were being replied in Hindi only.

Hindi Divas was organized on 14.9.2016. Shri D.Baskar Ray, Chief Manager, Canara Bank, Autonagar Branch, Visakhapatnam was the Chief Guest at the Hindi Day celebration. He advised officers and staff of the Institute to increase correspondence in Hindi

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XIX. Revenue earned by MSME-DI, Hyderabad and Br. DI during 2016-17

S.No	Activity	Revenue earned during 2016-17 Rs.
1	Revenue from Workshop	0
2	Specialized Training Programmes (CAD/CAM)& EDP/ESDP/MDP training course fee	25503
4	Sale of Trainee Products	0
5	Seminar Fees(Bar code, WTO etc) Trg Prg on packaging for exports	0
6	Capacity Assessment and Consultancy	0
7	Project appraisals/profiles DIPS reports	0
8	NSIC Registration/ GSPP	1736755
9	Sale of Publications	0
10	PD Account	33677
11	Others (Misc)	76488
12	Sale of unserviceable stores	0
13	NVDP revenue	1078300
14	State VDP revenue	27500
15	Lab charges, demonstrations	0
16	Interest on all advances RTI Act fee etc	0
	Total	2978223
	Expenditure at MSME-DI, Hyderabad	48348047

Project Profiles new & updated by MSME-DI during 2016-17

S.No	New & Updated
1.	Connecting Rods
2.	Fuel Briquettes
3.	Bio-mass Briquettes
4.	Wood plastic composite items
5.	Cellular light weight blocks
6.	Crushed granite stone
7.	Mineral grinding
8.	Paving blocks & tiles
9.	Cellular light weight bloks
10.	Sodium silicate
11.	Storage Battery Assembling
12.	Blow Moulded Plastic Containers
13.	Manufacturing of Poly Propylene Mats
14.	Stone well Crockery
15.	Fire Clay Refractory Bricks & Blocks
16.	Semi Mchanised Building Bricks
17.	Alloy steel/heat resistant steel Casting
18.	MS in guards
19.	Pressure Dye Castings

Officers on roll at MSME-DI, Hyderabad and Br, MSME-DI, Visakhapatnam as on
31. 3.2017

MSME- DI, Hyderabad

Shri ARVIND PATWARI	DIRECTOR
Shri Vijay R Sirisath,	Deputy Director /DDO
Shri R Viswanath	Deputy Director (L/F)
Shri S. Vijay Kumar	Deputy Director (Mech)
Shri G. Ramakanth, ISS	Assistant Director (PI)
Shri V Sridhar Reddy	Assistnt.Director (G&C)
Shri J N Mishra	Assistant Director (Chem)
Shri M V Sudhir Kumar	Assistant Director (IMT)
Shri Sanjeev Kumar Saini	Assistant Director (Mech)
Shri K N L Murthy	Assistant Director (Met)
Shri. B. Sreedhar	Assistant Director (PI)
Smt Sumathi N	Assistant Director (Chem)
Shri G Raghuram	Assistant Director (IMT)
Shri Gulshan Bist	Assistant Director (Elex)
Shri Rajesh Yadav	Assistant Director (Mech)
Shri Manu Sharma	Assistant Director (EI)
Shri S V Dasrath	Investigator (G&C)
Shri G. Nagarju	Office Superintendent

Br. MSME-DI, Visakhapatnam

Shri K. R. K, PRASAD	DIRECTOR
Shri G. V. R. Naidu	Assistant Director (Elec)
Shri D Kiran Kumar	Assistant Director (Mech)
Shri S. K. Sahu	Assistant Director (E I)
Shri P Jeyselvam	Assistant Director (Mech)
Shri D V S. R. Murthy	Investigator (Hos)
Shri B. A. A. V. Prabhakar Kumar	Assistant Director (Admin)

MSME Testing Station, Sanatnagar

Shri S Vijay kumar,	Dy/ Director I/c
Shri A Suresh	Assistant Director (Mech)
Shri M. G. Bhurle	Assistant Director (Elec)
Shri M. Ravi Kant	Assistant Director (Chem)

Photo Gallery



“Workshop on e-Digital Payments & GST for MSEs” in association with Laghu Udyog Bharti – Telangana State & Telangana & Andhra Composites Manufacturers Association, Hyderabad on 27.12.2016 at MSME-DI, Hyd - Conference Hall. The Programme was inaugurated by Shri. Kalraj Mishra, Hon'ble Union Minister for MSME and Shri. Surendranath Tripathi, IAS, AS & DC (MSME). Shri. B. Pavan Kumar Reddy, Superintendent of Central Excise & Service explained about the various chapters of GST bill.



Shri Haribhai Parthibhai Chaudhary, Hon'ble Minister for State, Ministry of MSME, Govt of India visit to MSME-DI, Hyderabad on 28 October 2016



Lightening lamp by Mayor during the inauguration of National Vendor Development Programme at NSIC, Kushaiguda, Hyderabad on 16.12.2016



Release of Souvenir of NVDP Hyderabad



NATIONAL VENDOR DEVELOPMENT PROGRAMME MSME EXPO 2017, Tirupathi



Lighting of Lamp NATIONAL VENDOR DEVELOPMENT PROGRAMME



Shri Arvind Patwari, Director, MSME-DI, Hyderabad speaking at Awareness Programme ZED at Vijayawada on 08.02.2017



Shri R Viswanathan, Dy Director, MSME-DI, Hyderabad speaking at Awareness Programme IPR at Vijayawada on 10.03.2017



Release of Souvenir at NVDP, Visakhapatnam



Review meeting on Public Procurement Policy was held on 23.03.17 at MSME-DI, Hyd with PSUs and Industry Associations. The main agenda of the meeting was to review the list of 358 items reserved for procurement via MSE.



A State level vendor development programme was held on 10.03.17 at conference hall of MSME-DI, Hyderabad in association with Hindustan Aeronautics Limited(HAL),Hyd, supported by Dalit Indian Chamber of Commerce and industry(DICCI). Shri [Arvind Patwari](#), Director MSME-DI gave the key note address and briefed the participants about various MSME schemes.



Awareness programme on ZED (Zero Defect & Zero Effect) certification Scheme on 08.03.2017 at H yderabad on 09.02.2017 in association with Machilipatnam Imitation Jewellery Association at MIJ Park, Potheppalle, Machilipatnam on 08.02.2017 in association with Vishwakarma Swarnakara Sangam and Bezawada Jewellery & Diamond Merchant's Association at Minerva Hotel, Vijayawada, AP.

శ్రామిక వాడను సందర్శించి
 శ్రమలో ఉన్న కష్ట నష్టాలను తెలుసుకుంటూ
 నాకాలనీ స్మార్ట్‌స్కేల్ ఇండస్ట్రీస్ అండ్
 శ్రామిక వాడను సంస్థ డైరెక్టర్ ఆర్
 వహకులు ఎదుర్కొంటున్న సమస్యలను



పరిశ్రమలకు అండగా ఉండాలి

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[com//c/16092374](http://www.com//c/16092374)

సూక్ష్మతరహా పరిశ్రమలకు



ఉత్పత్తుల వివరాలు తెలుసుకుంటున్న అరవింద్ పట్వారీ

బాలానగర్, న్యూనటుడే: సూక్ష్మతరహా పరిశ్రమలకు తగిన ప్రోత్సాహమందిస్తామని సూక్ష్మ, చిన్న, మధ్యతరహా పరిశ్రమల అభివృద్ధి సంస్థ డైరెక్టర్ ఆర్. అరవింద్ పట్వారీ, బాలానగర్, శుభనాగర్, బాలనగర్ శోధనాగర్

డీ డైరెక్టర్ అరవింద్ పట్వారీ
 దివ్యతరహా పరిశ్రమలను అభివృద్ధి చేయటం
 పాకారాలు అందజేస్తామని కేంద్ర ప్రభుత్వం
 డీ డైరెక్టర్ అరవింద్ పట్వారీ పరిశ్రమల
 ఇచ్చారు. శుభనాగర్ ఉపయోగ పతేనుగల్గే
 కి ఉన్న సూక్ష్మ చిన్న తరహా పరిశ్రమలను
 క్షరం సురక్షితమార్గం ఎన్నోమార్గం ప్యాన్
 క్షరం అందజేసే మేజిస్ట్రేట్ యుద్ధాచారాచు
 క్షరం ఇండస్ట్రీస్ అభివృద్ధి అంబటి సునిల్
 సందర్శించారు. కోట్లాది రూపాయల విలువ
 లను సంబంధించిన అర్హతను చర్చించుకునే

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Shri Arvind Patwari, Director & Shri M.V. Sudhir Kumar, Asst. Director, MSME-DI Hyderabad), and Shri M. Rama Rao, Asst. General Manager, SME Branch SBI, Secunderabad visited engineering units at Shobana Colony, Balanagar, Hyd on 13th Jan 2017. They met with the members of Micro, Small Industrial Federation of Telangana and discussed about the various issues faced by these units. Shri. Arvind Patwari gave necessary suggestions and also explained them about MSME schemes; the purpose of MSME Data Bank.



Two days Interactive seminar on Intellectual Property Rights was conducted on 27 & 28 Oct 2016 at Hyderabad



Two day sensitisation National Workshop on Export Marketing was organised at Hyderabad during 25-26th October 2016. Shri Navin Mittal, Secretary to Govt. of Telangana, Finance Dept. graced the occasion as Chief Guest to inaugurate the programme



National Vendor Development Programme at Kakinada on 24th & 25th Jan 2017.



National Vendor Development Programme at Visakhapatnam from 9th & 25th Jan 2017.



Awareness Programme on ZED conducted at Rajahmundry on 2nd March 2017.



HINDI NIVAS celebrated in this office on 14th Sept 2016.



Vigilance Awareness Week Celebrated 31st Oct to 5th Nov 2016, officers and staffs were taking oath.



Awareness Programme on “ZED” conducted at Visakhapatnam on 28-02-2017



SVDP Conducted at Visakhapatnam in association with HSL of India on 20-09-2016



Awareness Programme on “ Product Certification” in association with AP Chambers of Commerce & Industry at Rajahmundry on 15-10-2016



SVDP Conducted at Visakhapatnam in association with East Coast Railway of India on 21-10-2016.

