



Development Positive

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Propelling the Indian economy

Realising priorities of Make in India and doubling farmers' income

Our successful experience across the country validates the premise that the deployment of appropriate interventions can help realise government's priorities of both Make in India and doubling farmers' income.

At present, over 75% of the country's population is dependent on the micro, small and medium enterprise (MSME), agriculture and agri-business sectors for livelihoods. With focus on employment and income generation, the government has prioritised both Make in India and doubling farmers' income as part of its development and growth agenda.

While a range of enabling practices and facilitator schemes have been launched to this end, typically, implementation at the ground level has been plagued with limitations, stymieing the output and impact.

The related constraints may be largely ascribed to limited capabilities of many private and public service providers to aptly twin these initiatives to the needs of MSME entrepreneurs and their cluster value chains, as well as with the producer at the farm level. In this setting, Grant Thornton in India has demonstrated many successful implementation models across the country under large programmes supported by concerned ministries of the central government, departments of the state governments and the World Bank that may be emulated, adapted and replicated.

The tools of intervention for effective development of MSME-led competitive cluster value chains include a range of joint-action consortia/special purpose vehicle/industry association-led initiatives, including establishment of procurement and marketing, as well as physical and technical infrastructure establishing networks.

It also encompasses a variety of initiatives leveraging the roles and expertise of public and private business development service providers embedded in the ecosystem. These tools, if effectively deployed, could enable nationwide development of favourable factor conditions as well as connectivity to national and global demand, enabling MSME stakeholders to realise their rightful leadership position in global value chains.

In a similar vein, interventions for promotion of farmer networks or farmer producer organisations (FPOs) comprise a gamut of tools and techniques. These included state and region-wide establishment of input shops, custom hiring centres, facilitation of credit linkages to avoid distress sale during harvest, transfer of good agricultural practices (GAP), establishment of farmer common service centres, initiation of seed production activity, risk hedging through the futures markets, quality and compliance in production and processing, as well as direct connectivity to value chain leaders. Deployment of professional skills in interventions is critical.

Complementing our field-level action by large teams working in over 11 states of the country, we have also published many books that serve as toolkits and frames of reference for policy implementation and policy makers in the ecosystem. We have trained over 5,000 stakeholders representing government departments, service providers, industry associations, entrepreneurs and farmer leaders across the country in order to build capacities and foster widespread emulation of our successful interventions. This newsletter may be viewed in this context of our humble objective to disseminate our ground-level learnings amongst a wider audience as our contribution to the development of the nation.

V Padmanand

Partner



Winds of change

The khadi and village industry in Bihar is witnessing steady growth, promising a bright future



Background

Khadi charkha, a tool used by weavers in rural India to make hand spun cloth, is a symbol of the country's independence movement. The khadi movement not only inspired people to wear inexpensive indigenous clothing but also provided livelihoods to artisans.

Given the import of khadi in terms of the livelihoods it can support and to create indigenous brands focused on rural know how, both centre and state governments adopted legislations aimed at promoting the khadi and village industries post-independence.

Khadi boards and commissions were set up to promote the industry over five decades ago and these focused bodies helped the khadi brand gain popularity. However, the approach adopted to promote the industry has been reactive, leading to a low level of equilibrium, which is far below the potential the industry has to offer.

With 8,000 weavers earning below the minimum daily wage, this situation was true for the khadi and village industries in Bihar. The state government recognised that this status needed to be changed and this embarked on a journey of transformation. The government changed its approach from reactive to proactive and started focusing on promoting the state's cottage industry using appropriate market-based initiatives.

In February 2018, Bihar State Khadi & Village Industries Board (KVIB) appointed Grant Thornton in India (GT) as a programme management agency (PMA) for three years to promote and revamp the khadi sector.

Through interventions suggested by Grant Thornton, there has been a 60% increase in production turnover of khadi artisans in the state. The daily wages of artisans have also increased above the minimum to INR 250-375 per day (see table for more details).



Here's how Grant Thornton initiated the transformation

Mapping the landscape

The interventions and evolving output included conducting a baseline survey and a diagnostics study to understand the constraints faced in the state's cottage industry and preparing an action plan and roadmap for interventions.

This study also mapped the present level of skill set, existing tools, technologies and the need for upgrade, raw material-related constraints and other related issues. Thereafter, design, product development and innovation-related impediments were considered, and technical infrastructure gaps were addressed. The scope for national and international marketing efforts and brand promotion was also studied by the team along with the credit situation, present level of wages earned by artisans and means of enhancing the same.

By putting together the learnings from studies, surveys, brand promotion options as well as the credit and wage situation, an action plan and roadmap was created that outlined interventions required over a three-year period to improve and evolve the sector.



Stock taking and digitalisation exercise

Grant Thornton developed an online survey management system for digitalisation of baseline data of all khadi institutions (KIs). The database included information regarding infrastructure, workers, raw material, final products, loan cost component, asset, stock, production/sales information, turn over and wages across the state.

About 38 accountant-cum-office executives of the PMA team were deputed in KIs and producer groups of JEEViKA (a self-help group in the state) as well as in the KVIB. This facilitated an assessment of the present method of manual accounting system, record keeping and inventory management.

Furthermore, the team also oriented accountants of KIs through group training interventions and on-the-job training. Finance and accounting-related capacity building by the team comprised of Tally-related training.

In addition to the above, an online inventory management system (IMS) was also developed for computerisation of Khadi Bhawan showrooms, vans and all khadi sales outlets. This IMS is featured with product management, barcoding, stock management, purchase and sales management facilities and also various reporting and digitalisation facilities.



Skill training, branding and sales promotion



As part of skill upgrade and capacity building initiatives, JEEVIKA and other groups were assessed to improve design, production as well as develop new artisans. Subsequently, training in spinning and weaving was imparted. Since then, **INR 125 lakh** of newly designed products have already been sold in the market.



However, marketing initiatives have been multi-pronged. These included a tie-up with the Raymond's Group (an MoU was signed between KVIB and Raymond's to this effect). In the first few months of this intervention itself, more than 40,000 metres of cotton and silk fabrics were sourced by Raymond's from the Federation of KIs in Madhubani and Bhagalpur districts. About **INR 155 lakh of business** has been generated by different KIs through this route already.

Other corporates were also linked to more KIs. An MoU was signed for the opening of an exclusive Bihar Emporium in Kochi, Kerala, on a PPP model. Subsequently, the online store launch of Bihar Khadi on Amazon was also facilitated.



As part of market development interventions, three buyer-seller meets were also organised in 2018-19 in Kochi, Salem and Mumbai. More than 20 KIs participated in this pioneering initiative and numerous MoUs were signed with regional retailers/boutiques, with counter sales amounting to about **INR 60 lakh**. Further, PSR Silks and others have been successfully supplied with over **INR 50 lakh** worth of products.

To enhance sales, an e-commerce shopping portal for online sale of khadi products was also launched. Alongside this, an exclusive website for KVIB was also developed. The website provides holistic information vis-à-vis Khadi Board, khadi products and KIs.



The virtual highlight was the Bihar Khadi Mall in Patna. This mall is the largest of its genre in the country and yielded a turnover of ~INR 1.5 crore per month in barely two months after its launch **on 5 November 2019**.

Capturing pre- and post-intervention scenario

S.No	Parameter	Pre-intervention status	Ongoing intervention achievements
1	Number of Khadi Institutions	81 (Active)	104 (Active) +22 (In-process)
2	Number of weavers and spinners	8,000	15,000
3	Professional development of market-oriented designs by Grant Thornton	-	324
4	Use of IT-based management systems by Khadi Institutions	-	42
5	Direct market linkages with retailers/large brands outside Bihar/through buyer sellers' meet	-	INR 265 lakh (including Raymonds, PSR Silks and others)
6	Production turnover	INR 10.96 crore	INR 17.54 crore
7	Higher productivity related training	-	52 programmes benefitting 57 institutions
8	Typical artisan income	Below min wage rate of about INR 250 per day	Wage rates of between INR 250-375 per day



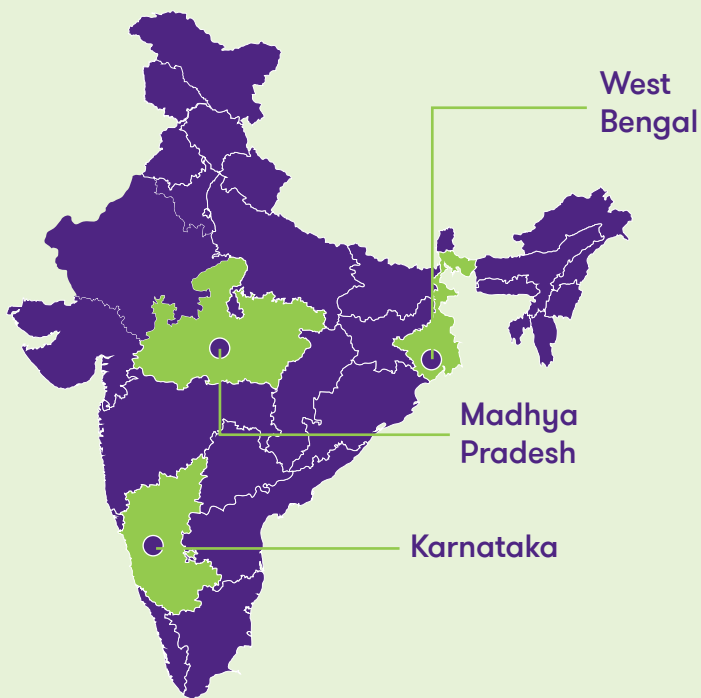
A manual is now being published to serve as a document that traces and captures interventions made in the khadi sector in Bihar. This is expected to help both policymakers and implementers develop upon and imbibe tools, instruments and success stories for upscale interventions. The document is likely to be released by the chief minister of Bihar.





A tale of three states

How Grant Thornton helped promote 30 FPOs and increased farmers' incomes in two years



In 2018, the Small Farmers Agribusiness Consortium (SFAC), under the union ministry of agriculture and farmers welfare, required Grant Thornton in India (GT) to operate an agribusiness promotion unit (ABPU) to support and promote 30 FPOs in the states of **West Bengal, Madhya Pradesh and Karnataka** for two years.

The project was envisaged as a pilot, which could be replicated in other states upon successful completion.

The exercise involved supporting FPOs by fostering technology penetration, improving farm productivity, providing capacity building and training inputs, guiding in business plan preparation. It also involved channelling direct access to inputs, credit and markets to enhance farmers' incomes, through their facilitator platform, the FPOs.

The ABPU team provided a catalytic platform to FPOs and elevated them onto a high and sustainable growth trajectory. It also validated the premise that the Government of India's objective of doubling farmers' incomes can be best realised through FPOs.

The interventions included capacity building and training of board of directors/CEOs of FPOs on business planning and management, input facilitation, twinning with markets, credit and government schemes for common primary processing, storage and marketing facilities, as well as guiding in statutory and legal compliances to help scale up the business of FPOs.

A comparative analysis of performance data in cumulative terms, partly derived from the statutory financial statements submitted by the 30 FPOs after two years of ABPU intervention, vis-a-vis pre- and post-ABPU are a reflection of the success of the initiative.





Central Government Driven FPO Scheme

S. No	Parameter	Pre-intervention status – 2018 (Cumulative in INR lakh)	Post-intervention status – 2020 (Cumulative in INR lakh)
1	Input linkages	735	2,735
2	Output linkages	439	3,144
3	Credit linkages including government grants	29	581
4	Sales turnover	1,321	6,566
5	Average gross profit per FPO	0.12	4.78
6	Total paid-up capital of FPOs	201	440

This entire process of promotion of FPOs encompassed 24 months covering two crop cycles. Team Grant Thornton with inputs from SFAC, put together a fast-track strategy that helped realise rapid growth in the performance of FPOs. More than two-thirds of the FPOs' under Grant Thornton's mandate have already accessed finances/grants from

bank/NBFCs/government totalling INR 581.93 lakh to further augment their operations and performance.

With an aim to double farmers' incomes, the government has already launched an over INR 6,000 crore-programme to create and promote 10,000 FPOs over the next few years.



Procurement of fresh vegetables from Rajaghatta HFPCL, Karnataka



Chatna Agri PCL selling maize seeds to farmers in West Bengal



COFE FPC women members of MP undertaking custard apple deseeding and pulp preparation



Bank of Baroda officials visit to Badnagar FPC, MP for a discussion on credit linkage with BoDs



Increasing farmers' incomes

Grant Thornton sets up FPOs in Andhra Pradesh in record time

Government of Andhra Pradesh had formulated a strategy for transforming agriculture and allied activities into a viable business proposition with the objective of increasing farmers' income. The government decided to promote farmer producer organisations (FPOs) for reducing the cost of cultivation and increasing farmer income through collectively procuring inputs and aggregating produce for better marketing.



Grant Thornton in India LLP was invited by the Commissioner of Horticulture to undertake the task of

'promotion and strengthening of FPOs as business start-ups' in late 2018.

The overall objective of the initiative was to increase the contribution of the agri-business sector to the state's GDP, intensify and diversify market-led production, improve farmer access to markets by promoting alternative markets etc. As part of the initiative, it was also required to facilitate preparation of techno-commercial feasible proposals for FPOs as well as provide incubation services.

The major deliverables were to: Facilitate establishment and strengthening of 30 FPOs with capabilities for input facilitation (seeds, pesticides, fertilisers); create common facility centres; adopt good agricultural practices and directly penetrate markets etc., through technology, good business planning and management practices; create market linkages with processors and/or with large retailers and marketers; adopt statutory compliances for FPOs and also offer other capacity building services. Grant Thornton has been able to evolve 30 FPOs and also implement several capacity building initiatives in 16 months. An FPO typically involves between 350-500 members. The process of mobilising farmer support and forming a farmer group

involved namely, identification of clusters; conducting baseline survey; conducting farmer level meetings and focus group discussions (or FGDs), formation of farmer interest groups (or FIGs) and facilitating election of a president and secretary. In this process, about 20 FIGs, each involving about 20 farmers, selected five to 15 directors for each FPC along with their president and secretary.

Through sheer hard work of our team and dedicated support of the client, exposure visits to pro-active FPOs in other states along with capacity building and training of board of directors of FPOs – rapid evolution and registration of FPOs was facilitated in six months. Typically, this entire process takes anywhere between 14 to 18 months.

Grant Thornton put together a strategy (elaborate) that cut down this time to less than half - an example for others to emulate. Notably half of the FPOs under our Firm's mandate have already opened their input shops and many have also submitted business plans seeking credit linkages as well as fiscal assistance to establish pack houses. This is also another record of sorts.



BoD training at cluster level



State Government Driven FPO Scheme

A change for the positive

S. No	Parameter	Pre-intervention status	Ongoing interventions/ achievements
1	Cost of cultivation* per acre (through common procurement of inputs)	INR 1,00,000	INR 90,000
2	Market price realisation per quintal (through direct marketing)	INR 2,200	INR 3,000
3	Gross income per typical farmer holding two acres	INR 2,20,000	INR 3,00,000
4	Net income per farmer holding two acres	INR 1,20,000	INR 2,10,000

*Note: Cost of cultivation (which also includes labour cost is an average of the horticulture crops that are in focus under the project)



Input shop primarily in fertiliser activity



Marketing activity for sweet orange



Credit linkage meeting with NBFC representatives and FPO



Reshaping industry

Creating competitive MSME cluster value chains through joint technology upgradation in PPP mode

Since 2011, the Grant Thornton public sector team has been successfully involved as a Project Management Agency (PMA)/Project Management Consultant (PMC) to facilitate competitiveness-oriented interventions in the Indian micro, small and medium enterprises (MSME) sector.

Initiatives towards this end include undertaking detailed diagnostics of clusters and related value chains along with preparing common business plans twinning support under various central and state governments' Public Private Partnership (PPP) oriented schemes to establish common technical facilities and physical industrial infrastructure in clusters.

These initiatives were also complemented with 'soft' interventions, such as facilitating linkages with business development service (BDS) providers for skilling manpower, design development, credit linkages, optimising procurement and enabling greater market connectivity. Team Grant Thornton has extensively undertaken related engagements for government and in the capacity of consultant for industry associations (IAs).

Some of the government ministries and departments and their schemes twinned with industry include those, such as the Ministry of MSME, Ministry of Food Processing Industries, Department of Industrial Policy and Promotion (DIPP), Department of Commerce, Ministry of Textiles, Department of Chemicals and Petrochemicals, Ministry of Agriculture, Industries Departments/State Industrial Development

Corporations (SIDCs) of state governments (such as Andhra Pradesh, Telangana, Punjab, Haryana, Jammu, Kashmir, Tamil Nadu, Kerala, Assam, Bihar, Rajasthan, Maharashtra etc.).

The members of the team have guided more than 100 cluster development initiatives across the country.


The team is also working closely with industry associations in Ludhiana, Tiruppur, Madurai, Kochi, Kannur, Kozhikode, Karur, Panipat, Karnal, Yamunanagar, Faridabad, Kundli, Gurugram, Chennai, Kasertola and Nalanda, Hyderabad. Team Grant Thornton has also successfully worked as PMU-KVIB for the development of the Khadi, Village Industries and Handloom cluster in Bihar.








The team has served as PMC for the promotion of cluster and industrial infrastructure for states, such as Haryana, Punjab, Uttarakhand. The team included experts who have also been represented in Planning Commission (Government of India), working groups as well as in State Planning Commissions. Team members have also worked across the globe as international MSME and enterprise cluster value chain experts for the United Nations (UN) organisations.


They could therefore leverage and adapt from these learnings. The acknowledgement by stakeholders of the successful interventions by the team is amply reflected in the books that have captured success stories. Some have also served as toolkits and been published by the government.

A few of the success stories (some under final stages of implementation) are captured in the table below.

Sector-wise interventions and impact

Value-chain/clusters	Total project cost (INR)	Facilities established/being established	Outputs/impact
 Textiles and clothing Tiruppur apparel cluster; Tiruppur knitwear cluster; Ludhiana garments cluster	About 16 crore each	Capital intensive printing and embroidery, training and testing facilities	The common facility centres (CFCs) under rapid implementation are expected to help cluster firms even double capacity utilisation and profit margins may double from the present 5-7% on sales. This is because units could graduate along from the hitherto typical USD three (F.O.B) value men's wear products to USD five to six (F.O.B) ladies and kids wear products with greater levels of prints and embroidery

	Value-chain/clusters	Total project cost (INR)	Facilities established/being established	Outputs/impact
	Printing Karnal printing and packaging cluster	About 15 crore	Capital intensive multi-colour printing and corrugated sheet making facilities	The CFC has been implemented and over 100 units are utilising the facility. Cluster firms have increased their turnover by 10% and profit margins by 10% by the virtue of being able to penetrate the large market for heavier print packaged products
	Light engineering and fabrication Kundli stainless steel cluster; Ernakulam steel furniture cluster; Nalanda Jhula cluster and Kasertola and Bettiah brass and bronze utensils clusters	About 16 crore each in Kundli and Ernakulam; 5 crore in case of three clusters in Bihar	Capital intensive sheet bending, shearing and laser/plasma cutting equipment, different dimension presses	The projects are under rapid implementation and are expected to help cluster firms move up the value chain through development of quality components as well as value-added products in the two clusters, namely quality cutlery knives and vessels as well as auditorium chairs, respectively. The project is visualised as one that will facilitate competitive import substitution. The projects in Bihar are to facilitate greater productivity in manufacturing, reduced wastage of inputs and vastly enhanced quality of end products
	Leather and leather products Bahadurgarh footwear cluster; Chennai leather cluster	About 17 crore each	Capital intensive training, design and value-adding	The Bahadurgarh project has been implemented and over 100 firms are utilising the facility. Quality and productivity of firms have enhanced considerably. That said, the project in Chennai is in progress
	Drugs and pharmaceuticals Karnal pharmaceutical cluster	About 15 crore	Capital intensive testing lab facilities	The project has been implemented and over 50 firms are utilising the facility
	Textiles dyeing Madurai processing cluster	About 150 crore	Integrated industrial park to facilitate compliant relocation of units and zero liquid discharge effluent treatment facilities in this prominent fabric dyeing cluster	The project is under implementation and over 200 firms are members of the project SPV. Quality and compliant dyeing facilities are expected to be realised by the firms
	Heavy engineering Yamunanagar Engineering Cluster	About 17 crore	Capital intensive training, design and value-adding	The Yamunanagar project has been implemented and 100 firms are utilising the facility. Quality and productivity of firms have enhanced considerably
	Food processing Badal honey cluster	About 17 crore	Value adding quality honey processing facilities	The project has been implemented and the livelihood of 500 beekeepers has been ensured. Incomes of members have increased by about 10%

	Value-chain/clusters	Total project cost (INR)	Facilities established/being established	Outputs/impact
	Wood furniture Kannur wood furniture cluster; Kottakkal wood furniture cluster; Kannur plywood	About 10 crore each	The projects involve establishment of a marketing hub for product display and exhibition; a wood seasoning, quality and competitive board and component making facility, respectively	The project is under progress and is expected to benefit about 60 furniture manufacturers in the district by doubling their sales and help them establish national and global market connect
	Multiproduct cluster: Om Shakthi Park (Chennai, Tamil Nadu)	About 16 crore each in and Ernakulam; 5 crore in case of three clusters in Bihar	Capital intensive sheet bending, shearing and laser/plasma cutting equipment, different dimension presses	The projects are under rapid implementation and are expected to help cluster firms move up the value chain through development of quality components as well as value-added products in the two clusters, namely quality cutlery knives and vessels as well as auditorium chairs, respectively. The project is visualised as one that will facilitate competitive import substitution. The projects in Bihar are to facilitate greater productivity in manufacturing, reduced wastage of inputs and vastly enhanced quality of end products
	Mega leather cluster at Nellore, Andhra Pradesh	About 370 crore	This cluster is visualised as one that could facilitate relocation and establishment of tanneries from nearby Tamil Nadu with treated effluent discharge into the sea	The project is under implementation and many units across the value chain are expected to relocate

The projects indicated above are merely illustrative. Most of the projects are brownfield projects in existing clusters and a few are greenfield projects to develop clusters in new/backward regions.

Added to these, a range of vision documents for industry associations and many cluster and value chain studies have also been undertaken for agencies such as the SIDBI, the KVIC and the GiZ under this focus area of public sector.

This track-record of experience and expertise in MSME clusters enabled team Grant Thornton to leverage large World Bank and SIDBI aided cluster development projects. Today, large PMUs are being operated by the team in projects under their mandate.





The backstage

The **COVID-19 pandemic** has become a point of inflection in human history. From lockdowns to social distancing to combat the spread of virus, everyday life has undoubtedly changed. Amidst this, the country's economic policy paradigm was also re-oriented with a focus of self-reliance under the centre's Atmanirbhar Bharat initiative. In the face of these, our public sector teams spread across the country rose to challenges posed and were quick to adapt and realign to the needs and priorities of the government. In the following pages, we try and take you through how individual team members looked at the new normal. Thereafter, we highlight how some of our interventions have helped local governments to combat the COVID 19 challenge. Finally, we showcase how our teams have taken to the online platform bringing policy makers, industry and area experts to brainstorm how to tackle challenges faced in critical areas, such as the agriculture and MSME sectors.

Team members take on new normal

"Corona has taken all of us back to basics of good hygiene"



"The new normal will be more resilient, more prepared to accommodate the unexpected"



"Technology will play a big role in the upcoming new normal"

"New normal has fast forwarded the digital journey"

"The new normal will be revisiting old policies and expediting transformation to digital"

"New normal is synonymous to innovation, entrepreneurship and technology integration"

"Domestic consumption will hold the key to survival"



"New normal will bring transformative change in work place technology"



"In the new normal, needs will overshadow wants. We'll be happier with a lot less"

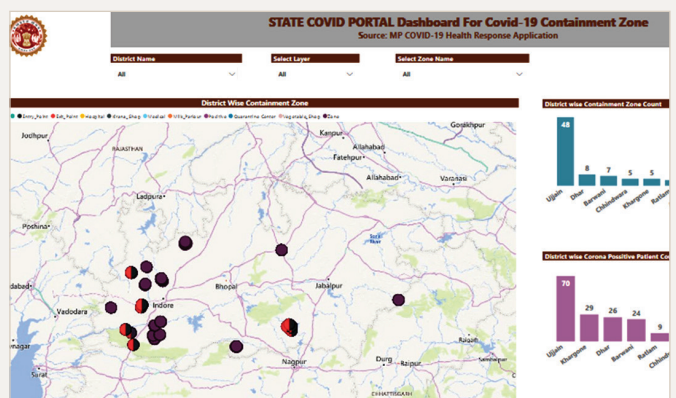
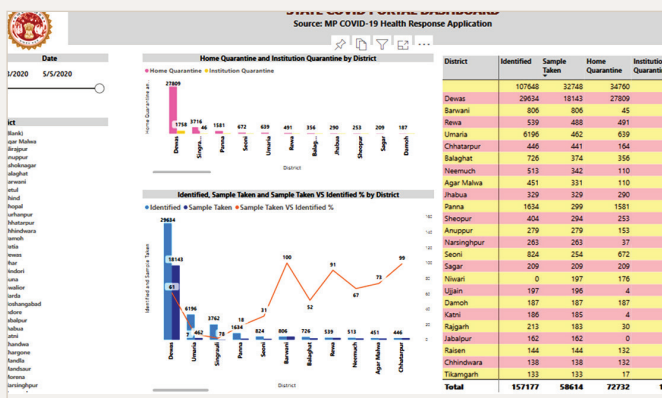
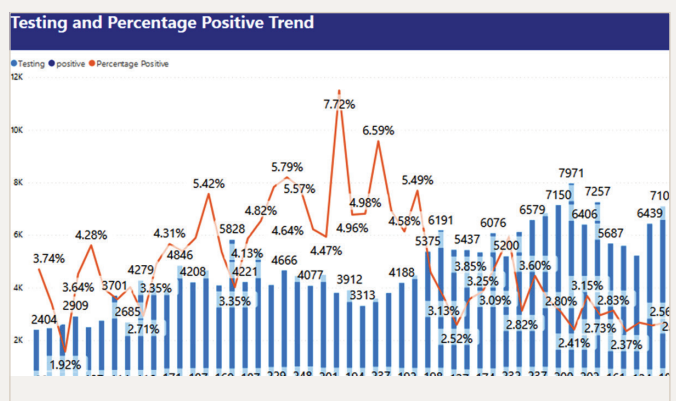
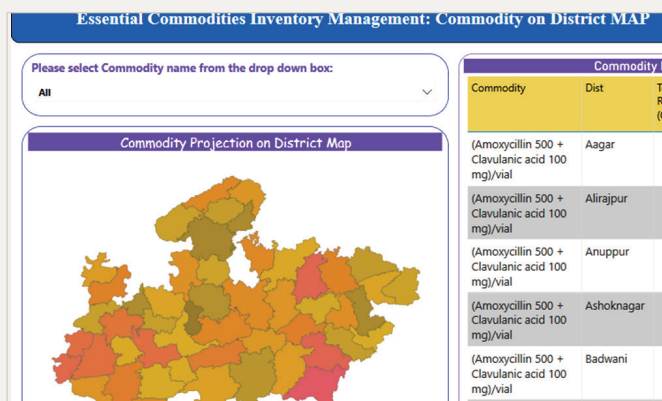
Grant Thornton interventions utilised in combating the pandemic

The Kashi Integrated Command & Control Centre (KICCC) set up by team Grant Thornton as part of the Varanasi smart city project is now also used as an integrated war room to tackle the pandemic in the city. A report titled 'India Smart Cities COVID-19 Response: Case Studies' in June 2020 highlighted the following of the KICCC war room : 'The key takeaway... is the importance of technology in fighting a global crisis' adding that the integration and interoperability of COVID-19 management related services and other essential health and municipal services 'through a single tech platform has led to efficient and effective inter-departmental coordination and data-driven decision making by city administrators'.



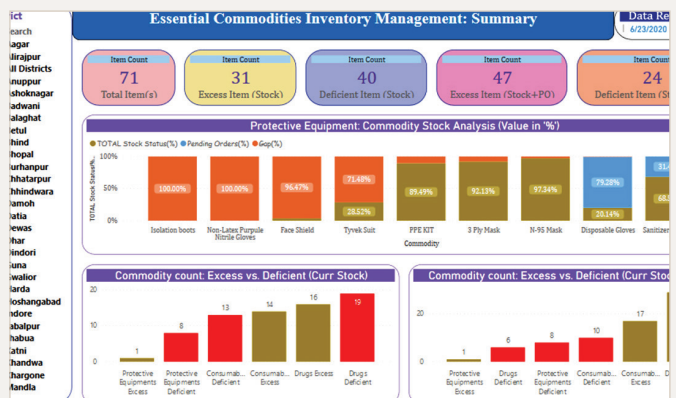


Grant Thornton's team at **Madhya Pradesh Citizen Access to Responsive Services (MP CARS)** Project created a robust online platform that helped the state government in combating the COVID-19 pandemic. The data analytics team created 50 different reports on dashboards in about a week's time that gave the chief minister and the executing authorities much needed real time information for taking decisions.

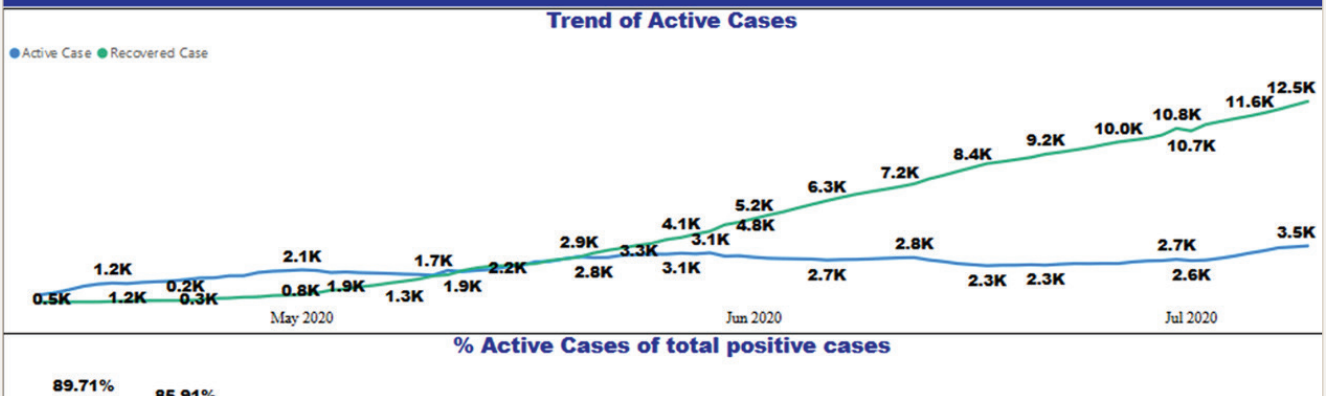


Essential Commodities Inventory Management: State Level Detail

Commodity	Category	Stock as on April 4th (Store+DOC)	Orders upto Yesterday	Received upto Yesterday	Total Av
(Amoxycillin 500 + Clavulanic acid 100 mg)/vial	Drugs	92,417	244,221	45,000	
3 Ply Mask	Protective Equipments	1,286,570	-	100,153	
Aminophylline(25 mg/ml 10 mg vial)	Drugs	128,483	104,672	-	
Amoxycillin and Clavulanic Acid (P.500mg + 125mg)	Drugs	2,181,089	5,741,900	-	
Atracurium(10mg/ml (2.5ml vial/Amp))	Drugs	32,045	9,691	22,100	
Azithromycin(500mg Tab)	Drugs	1,155,787	6,939,543	5,000	
Bed Sheet 60 x 90 inch	Consumables	56,648	4,463	2,120	
Body Suit	Consumables	38	1,215	2,310	
Budesonide rephules 0.25mg/ml Inhalation(2ml Amp/Rephule)	Drugs	80,499	13,900	-	
Ceftriaxone 1000mg + Sulbactam 500mg(Vial)	Drugs	161,468	168,085	-	



Trend of Active Cases



कोरोना संक्रमित जिलों में प्रतिदिन लगाए गये पुलिस बल की संख्यात्मक जानकारी

S.No.	Covid-19 Affected District	अ0पु0अ0	उप पु0अधी0	निरी0	उप0निरी	स0उ0नि0	प्र0आ0	आर0	योग
1	इन्दौर	8	11	35	75	85	190	945	1349
2	भीमाल	7	12	33	40	87	187	750	1116
3	उज्जैन	2	4	9	15	20	41	306	397
4	जबलपुर	2	4	7	11	13	33	94	164
16	मुरैना	1	2	3	19	30	85	162	302
5	खरगोन	0	2	3	10	15	35	142	207
6	धार	0	6	6	8	15	40	90	165
7	खंडवा	0	5	3	13	28	53	130	232
8	रायसेन	0	0	1	2	14	42	62	121
9	बुरहानपुर	0	3	3	14	10	30	65	125
10	देवास	0	3	2	10	18	85	308	426
11	मंदसौर	0	3	4	8	10	20	70	115
12	नीमच	0	1	2	15	30	100	210	358
13	होशंगाबाद	0	0	0	1	0	4	16	21
14	ग्वालियर	0	0	3	13	15	95	190	316
15	बड़वानी	0	4	5	11	15	35	110	180
17	रतलाम	0	3	1	8	20	52	106	190

Commodity Ca...

- Search
- ☐ Consumables
 - ☐ Drugs
 - ☐ Protective Eq...

Commodity

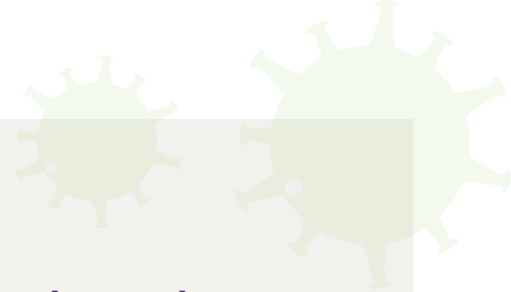
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- ☐ (Amoxycillin 5...
 - ☐ 3 Ply Mask
 - ☐ Aminophylline...
 - ☐ Amoxycillin an...
 - ☐ Atracurium(10...
 - ☐ Azithromycin(...
 - ☐ Bed Sheet 60 ...
 - ☐ Body Suit
 - ☐ Budesonide re...
 - ☐ Ceftriaxone 10...
 - ☐ Closed Suction...
 - ☐ Colistin 10 mc...
 - ☐ Cotton Wool (...
 - ☐ Dextromethor...
 - ☐ Dextrose 5%(5...
 - ☐ Disposable Cir...
 - ☐ Disposable Gl...
 - ☐ Disposable Syr...
 - ☐ Dopamine HC...
 - ☐ ECG Jelly 250 ...
 - ☐ ECG Paper(Che...

Essential Commodities Inventory Management: State Level Detail

Data Refreshed

6/23/2020 11:39:43 A

Commodity	Category	Stock as on April 4th (Store+DDC)	Orders upto Yesterday	Received upto Yesterday	Total Availability	Iss Di
(Amoxycillin 500 + Clavulanic acid 100 mg)/vial	Drugs	92,417	244,221	45,000	137417	-
3 Ply Mask	Protective Equipments	1,286,570	-	100,153	1386723	-
Aminophylline(25 mg/ml 10 mg Vial)	Drugs	128,483	104,672	-	128483	-
Amoxycillin and Clavulanic Acid I.P.(500mg + 125mg)	Drugs	2,181,089	5,741,900	-	2181089	-
Atracurium(10mg/ml (2.5ml vial/Amp))	Drugs	32,045	9,691	22,100	54145	-
Azithromycin(500mg Tab)	Drugs	1,155,787	6,939,543	5,000	1160787	-
Bed Sheet 60 x 90 inch	Consumables	56,648	4,463	2,120	58768	-
Body Suit	Consumables	38	1,215	2,310	2348	-
Budesonide repsules 0.25mg/ml Inhalation(2ml Amp/Repsule)	Drugs	80,499	13,900	-	80499	-
Ceftriaxone 1000mg + Sulbactam 500mg(Vial)	Drugs	161,468	168,085	-	161468	-
Total						



Webinars during the lockdown for capacity building and to evolve strategies to help realise government priorities



Over the period of the COVID-19 lockdown, team Grant Thornton organised a series of webinars to enhance outreach amongst all senior government and private stakeholders. About 5,000 stakeholders participated in over a dozen webinars organised by the team at state and regional levels across 12 states, including Kerala, Tamil Nadu, Andhra Pradesh, Karnataka, Madhya Pradesh, Maharashtra, Haryana, Punjab, Uttar Pradesh, Jharkhand, Uttarakhand and Rajasthan. Webinars were related to capacity building of FPOs, twinning with Government of India schemes, best practices in the promotion of FPOs and also MSMEs etc. These webinars were organised in association with leading industry associations at the state level and were represented by senior officers such as Neelkamal Darbari, (MD, SFAC); Ashok Dalwai (chairman, committee for doubling of farmers' income); DK Singh

(Development Commissioner, DC-MSME); Meenakshi Sundaram and Vinod Seshan from Assam; Anthony De Sa from Madhya Pradesh; Dr NS Khalsi and DPS Kharbanda from Punjab; Anoop Kumar from Maharashtra; Anil Meshram from Tamil Nadu. Each of the programmes had 110 to 300 participants. In addition, workshops related to COVID-19 support required by the MSME sector were also held in Tamil Nadu, Kerala and Maharashtra where leading state level industry stakeholders participated. In many of the webinars, several ministers representing the industries and agriculture department and members of Parliament also participated.

Snapshot of theme based webinars held across India



Grant Thornton






Webinar - Government of India Agriculture and MSME development priorities, and related innovations: Best Practices and learnings



Friday, 12 June 2020



10:00 am - 02:00 pm

The Government of India has several MSME and agriculture development priorities, particularly for MSME in the export sector. In this webinar, a range of professionals from the Government of India will discuss the initiatives for MSME and Agriculture, and the support from the Government of India for MSME and Agriculture. The webinar will be moderated by the Managing Director, Grant Thornton India. The webinar will be held in English and Hindi. The webinar will be held in English and Hindi. The webinar will be held in English and Hindi.

Chief Guests		
 Dr. Anand Kumar, IAS Minister, Agriculture, Government of India	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS
Guests of Honour		
 Dr. Anand Kumar, IAS Minister, Agriculture, Government of India	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS
 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS
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 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS	 Prof. Madhulata Sarkar, IAS Managing Director, IAS, IAS

On agribusiness and MSME development

Other Distinguished Speakers			
			
Dr. David S. Bass Former President of the American Society of Hematology (ASH), 2005-2006	Prof. David Foray Former President of the European Society of Hematology (ESH), 2005-2006	Mr. David Reed Former President of the American Society of Hematology (ASH), 2005-2006	Mrs. Shirley Hamilton Former President of the American Society of Hematology (ASH), 2005-2006
			
Dr. David S. Bass Former President of the American Society of Hematology (ASH), 2005-2006	Mr. David Reed Former President of the American Society of Hematology (ASH), 2005-2006	Mr. David Reed Former President of the American Society of Hematology (ASH), 2005-2006	Mr. David Reed Former President of the American Society of Hematology (ASH), 2005-2006
			
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Forwards with Great Resilience | **Aligning with LACES in preparing a special sub-committee**

Issuing 1st Issue, 2020 | Total 100th issue - 12th Apr

Schemes of the Ministry:

- Major & Special Engineering Cluster Development Programmes (MSED-CP)
- Coaching 100
- Schemes of Fund for Regeneration of Traditional Industries (FARTI)
- Integrated Cooperative Schemes

Schemes of the Ministry of Commerce & Industries:

- Investment incentive infrastructure development Schemes (MIS)
- Trade infrastructure for Export (SITE) Schemes

Schemes of the GoB/ST:

- Schemes for Creation of Infrastructure for Grass Rooting Outlets
- Schemes for Integrated Cluster and Value Addition in Infrastructure
- Schemes for Creation/Expansion of Food Processing & Preservation Capacities (CFPPPC)
- Schemes of Backward and Forward Linkage
- Schemes of Large Scale Food
- Operation Scheme

Schemes of the Ministry of Agriculture (National Horticulture Board)

- Commercial Horticulture Through Production and Post-Harvest Management
- Capital Investment Support for Construction/ Modernisation Export of Cold Storage and Storage for Horticulture
- Export Promotion Schemes
- Market Information Schemes (including schemes of reference for Techno-economic Feasibility Study)

Schemes of the Ministry of Textiles:

- Centrally Sponsored Schemes
- Schemes for Integrated Processing Development Scheme (IPDS)
- Integrated Textile Park Scheme
- Schemes for Transfer of Technology to Private Industry

Schemes of the Department of Chemicals and Petro Chemical:

- Centrally Sponsored Scheme

Schemes of the Department of Electronics:

- Electronic Infrastructure Clusters Scheme
- Electronic Infrastructure Development Scheme
- Schemes for Promotion of Manufacturing of Electronic Components and Semiconductors

Schemes of the Department of Pesticide and Fertilizer:

- Cluster Development Programme for Pesticide Scheme (CDP-PS)

Excel Network Research - Right to the Future

Twinning of government schemes in MSME sector

[illegible]

Post-COVID revitalisation and growth of MSMEs in TN

[illegible]

Post-COVID era for MSMEs and agri sector in Kerala

[illegible]

Post-COVID era for food processing enterprises in Maharashtra

[illegible]

Post-COVID era for FPOs and agribusiness in Kerala

[illegible]

Post-COVID era for FPOs and agribusiness in Tamil Nadu

Knowledge Transfer

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- **Grant Thornton Charitable Foundation**
- **Grant Thornton Professional Services Ltd**
- **Grant Thornton Finance Professionals' Club**



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Director, Finance
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Dr. Nicky Brown
Director, Finance
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Dr. Nicky Brown
Director, Finance
Grant Thornton



Dr. Paul W. Woodhouse
Director, Finance
Grant Thornton



Dr. Paul W. Woodhouse
Director, Finance
Grant Thornton

Dr. Stephen Knight and colleagues FRCO are organising a separate **workshop** on **evaluating an expenditure fund (EPF) to raise for FRCO**

Thursday 21 May, 2020 | from 10:00 am – 11:00 pm

Registration (workshop and expert inputs): 10:00 am – 11:00 am

Round of Workshop



Dr. Stephen Knight
Associate Director, Finance Technology and
Digital, Grant Thornton

Extracurricular expert inputs from:



Dr. Andrew Smith
Director, Finance
Grant Thornton



Dr. Nicky Brown
Director, Finance
Grant Thornton



Dr. Nicky Brown
Director, Finance
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Dr. Paul W. Woodhouse
Director, Finance
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Dr. Paul W. Woodhouse
Director, Finance
Grant Thornton

SESSION FOR FRCOs

Session	Time
<p>Business Plan & Marketing for FRCOs AMEND based marketing</p> <p>Strategy for provision of 10,000 FRCOs including Early Entry Scheme and Credit Guarantee</p> <p>Standard Operating Procedures for FRCOs in an EPF to 10 scenario</p> <p>Market Penetration, Brand Scheme for FRCOs with Case Study</p> <p>Creation of National and Promoted Litigation Schemes (NPLS)</p> <p>GPW and Finance Workshop for FRCOs with Case Study</p> <p>Open House session</p>	<p>10:00 am – 12:00 pm</p> <p>12:00 pm – 1:00 pm</p>

Local Network – Register

Post-COVID era for FPOs and agribusiness in Maharashtra

Acknowledgements

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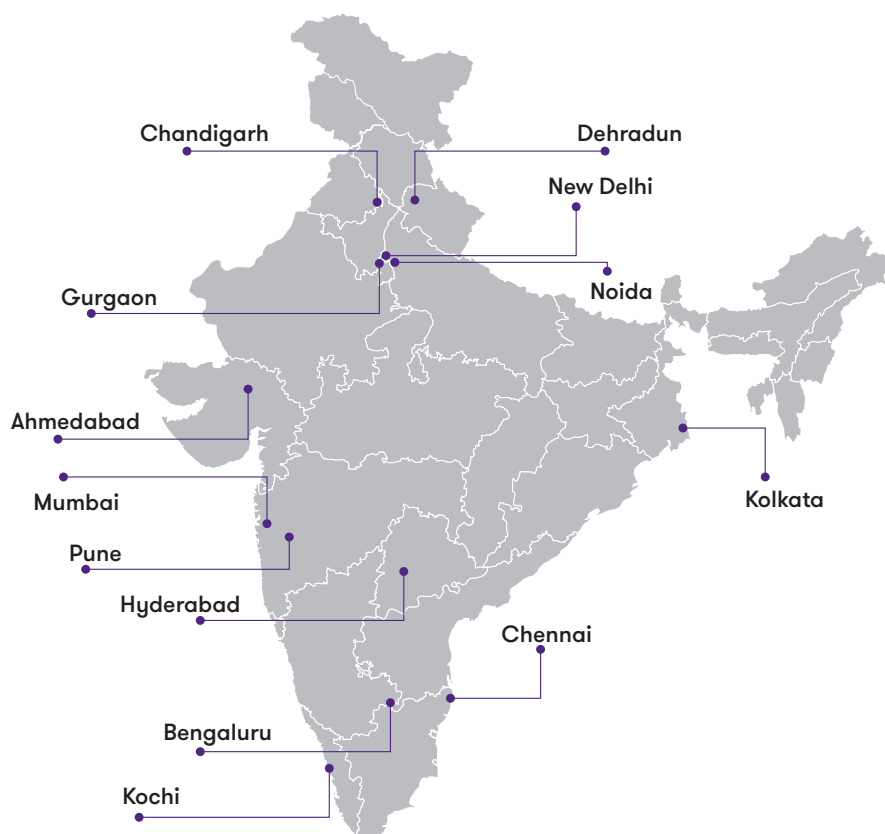
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