

Vendor Development Program to boost entrepreneurship in Rajasthan

A vibrant vendor ecosystem is mutually beneficial for large corporate and micro, small & medium enterprises (MSMEs), who are the suppliers of intermediate goods & services to large corporate. MSME DI Jaipur, Indian Oil Corporation Limited (IOCL), FORTI Rajasthan and WTC Jaipur jointly organized a virtual session to create awareness about vendor development opportunities with IOCL. The program put spotlight on the procurement policy and procedure followed by IOCL. The event also highlighted the schemes of MSME-DI Jaipur for the benefit of small and medium enterprises.”

Mr. Ajay Gupta and Mr. Praveen Suthar from FORTI Rajasthan, Mr. Sanjay Meena, Assistant Director, MSME-DI Jaipur, Mr. I. H. Ansari, DGM and Mr. Devansh Jauhari, Manager from IOCL Delhi shared information on processes and opportunities during the program.

Mr. Sanjay Meena, Assistant Director, MSME-DI Jaipur shared some of the most significant schemes of the Ministry of MSME, Government of India. He said that the MSME Market Development Assistance (MDA) as part of inclusive policy package for MSMEs, has been announced with a view to increase the participation of promising entities. The provision of MSME-MDA scheme has been amended lately and is offered in three forms viz, i) participation in international exhibitions/ fairs - for registered small & micro manufacturing enterprises with DI/DIC, ii) financial assistance for using global standards in barcoding and iii) avail financial assistance through office of the Development Commissioner Micro, Small and Medium Enterprises (DC - MSME). Mr. Meena shared details of the Purchase and Price Preference Policy which is administered through Single Point Registration Scheme of NSIC, under which, as many as 350 items are reserved for exclusive purchase from MSMEs by the Central Government. “Other facilities include tender documents free of cost, exemption from earnest money and security deposit and 15% price preference in Central Government purchases - for individual MSMEs,” informed Mr. Meena.

Mr. I. H. Ansari, Deputy General Manager (Contracts), NRO, Indian Oil Corporation Ltd., New Delhi remarked that Indian Oil Corporation Ltd. is a diversified and integrated energy major, with a presence in almost all the streams of oil, gas, petrochemicals and alternative energy sources. They are looking for new and promising breed of entrepreneurs to provide supplies of everyday and critical requirement, and in turn they can expect a transparent tendering process and global standards in procurement. Mr. Ansari also assured the delegates that the government’s eProcurement System of the National Informatics Centre is a step towards computerization and fair play towards their suppliers and contractors. “The entire process is aimed at reducing the tendering cycle time and control most of the supplementary costs,” He said.

Mr. Devansh Jauhari, Assistant Manager (Contracts), NRO, Indian Oil Corporation Ltd., New Delhi made a detailed presentation and responded to multiple queries related to educating and training new vendors and encouraging entrepreneurship in Rajasthan. He mentioned that the process of Public Procurement is very precise and integrated and thus it is dependable. He further added that other than the regular petroleum products such as light distillates, middle distillates, heavier products like Furnace Oil, Bitumen, etc., Indian Oil refineries also manufacture petroleum products for specific applications. These specific applications could be feed stock for chemical industry, raw material for specific industries and solid fuels. The petroleum products, produced for specific applications are called, 'Petrochemicals and Specialties (P&S) Products'.

Mr. Navneet Agarwal, Assistant Director, World Trade Center Jaipur proposed the vote of thanks.

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