

## Vendor Development to create new entrepreneurship opportunities in MSE's



Mr. Navneet, Asst. Director, WTC Jaipur; Mr. I.H.Ansari, General Manager - Contracts (NRO) IOCL, New Delhi; Mr. V K Sharma, Director, MSME-DFO Jaipur; Mr. D.D. Maheshwari, Branch Head, National Small Industries Corporation Ltd., Jaipur and Mr. Devansh Jauhari, Assistant Manager Contracts, (NRO) IOCL, New Delhi.

In an attempt to bring together MSE's and understand the nuances of public procurement and vendor development, Indian Oil Corporation (NRO) New Delhi office, MSME- DFO Jaipur, NSIC Jaipur and World Trade Center Jaipur organized a vendor development programme. This program aimed at explaining the general purchase items by IOCL and was an attempt to ensure amongst young entrepreneurs the even large PSU's can provide business opportunities through their extremely transparent purchase system.

Mr. I.H. Ansari, General Manager - Contracts (NRO) IOCL, New Delhi while explaining the salient guidelines of procurement policy said “subject to continuous amendments, Every Central Ministry /Department / PSUs shall set an annual target for 25% procurement from MSE Sector, a sub-target of 4% and 3% out of 25% target of annual procurement is earmarked for procurement from MSEs owned by SC/ST entrepreneurs and women entrepreneurs respectively. This procurement goal of minimum 25% has become mandatory from 1st April 2015.” He explained the participants about pricing and pointed out that 358 items were reserved for exclusive procurement from MSEs. Mr. Ansari also informed that the Ministry /Department/CPSUs shall prepare their annual procurement plan and soon uploaded it on their official website. “For enhancing participation of MSEs in government procurement, Ministry/Department/CPSUs shall conduct Vendor Development Programmes and Buyer Seller Meets for them, especially the SC/ST entrepreneurs” he highlighted.

Mr. V. K. Sharma, Director, MSME-DFO Jaipur said “serving the preliminary objective, Vendor Development Programmes (VDPs) are being organized by MSME development and facilitation offices located in every corner of the country. These programmes provide a common platform for businesses as well as selling organizations to interact with each other and identify emerging demands of the buyer organizations while simultaneously providing an opportunity for displaying the capabilities of the small

scale entrepreneurs and their industrial ventures. Such programmes have proved to be of immense use in locating suitable entrepreneurs by a number of buying organizations including the Public Sector Enterprises, various Wings of Defense, Railways and others”

Mr. Devansh Jauhari, Assistant Manager Contracts, (NRO) IOCL, New Delhi while explaining the procurement process introduced the participants to Trade Receivables Discounting System (TReDS) institutional system within the regulatory framework set up by the RBI under Payment and Settlement Systems Act, 2007. It is an electronic exchange that connects MSME vendors with corporate buyers and banks. It allows MSMEs sell their receivables through online bidding process at competitive interest rates by multiple bankers, thus helping them unlock their working capital quickly. It is a paperless, digital & a transparent platform. “As of now, RBI has licensed for three platforms and Indian Oil is registered with all three platforms for our MSME vendor benefit. All the MSME vendors are requested to register on any one or more of the following three platforms” said Mr. Jauhari.

Mr. D. D. Maheshwari, Branch Head, National Small Industries Corporation Ltd., Jaipur while speaking about the International Cooperation Scheme of the Ministry of MSME, said that the scheme aims to build capacity of MSMEs to enter export markets by facilitating their participation in international exhibitions/ fairs/ conferences/ seminar/ buyer-seller meets etc. This helps them to continuously update themselves to meet the challenges emerging out of changes in technology, changes in demand, emergence of new markets, etc. The scheme also provides MSMEs with actionable market-intelligence and reimbursement of various costs involved in export of goods and services. Thus, in totality, all components of the scheme aim at various aspects required to advance MSMEs position as emerging export players. The Scheme consists of following three sub-components: i) Market Development Assistance (MDA) - (both physical and virtual mode), ii) Capacity Building of First Time Exporters (CBFTE) and iii) Framework for International Market Intelligence Dissemination (IMID).

Further, Mr. Maheshwari said, “today NSIC supports active credit facilitation through banks, to meet the credit requirements of MSME units. NSIC has entered into a Memorandum of Understanding with various Nationalized and Private Sector Banks. Through syndication with these banks, NSIC facilitates MSME in accessing credit support (fund based or non-fund-based limits) from these banks. NSIC assists MSMEs in completion of the documentation for submitting the proposals to the banks and also follows up with the banks. Such handholding support is provided by NSIC without any cost to the MSMEs.”

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

The programme was organized on November 7, 2022 at Hotel 5, Jaipur