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PRESENT

# 16<sup>TH</sup> MSME & MANUFACTURING CONCLAVE, EXPO & AWARDS

INDIA'S MANUFACTURING MOMENT-  
SCALE, STRENGTH, SELF-RELIANCE  
& SUSTAINABILITY



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## EXECUTIVE SUMMARY

The 16th MSME & Manufacturing Conclave, Expo & Awards brought together stakeholders from industry, MSMEs, financial institutions, and the defence ecosystem to deliberate on India's manufacturing trajectory in the context of global supply chain realignments and domestic industrial priorities.

The discussions highlighted that global manufacturing is undergoing a structural shift driven by geopolitical disruptions, supply chain vulnerabilities, and the adoption of diversified production strategies such as "China+1". In this evolving landscape, India is increasingly being positioned as a potential manufacturing destination, supported by policy initiatives, a large domestic market, and a growing industrial base.

However, the deliberations also underscored that competitiveness remains a key concern. Challenges relating to infrastructure, logistics efficiency, skill availability, and integration of MSMEs into formal value chains continue to constrain the sector's growth potential.

A central theme across sessions was the critical role of MSMEs in strengthening manufacturing ecosystems. The need to enable their participation in large-scale industrial and defence supply chains was emphasised, with platforms such as Vendor Development Programmes (VDPs) and structured B2B interactions identified as important mechanisms for facilitating this integration. Engagements with organisations such as Garden Reach Shipbuilders & Engineers (GRSE), Eastern Railways, Exide Industries Limited, and Haldia Petrochemicals Limited reflected the importance of connecting MSME capabilities with institutional demand.

The conclave also highlighted the growing importance of technology adoption in manufacturing. Sessions on digital solutions demonstrated how integrated platforms, connected banking systems, and emerging AI capabilities can improve operational efficiency, reduce manual processes, and support business decision-making for MSMEs.

Financial access emerged as a critical enabler for manufacturing growth. The focused interaction with the Reserve Bank of India (RBI) brought attention to challenges related to credit access, working capital, and financing of manufacturing investments. The need for more responsive and accessible financial systems for MSMEs was strongly articulated.

In addition, discussions on export readiness emphasised the importance of risk mitigation mechanisms, particularly through institutions such as ECGC Ltd., in enabling MSMEs to participate in global markets and manage uncertainties associated with international trade.

The exhibition segment further reflected the diversity of the manufacturing ecosystem, with participation from sectors such as renewable energy, clean technology, digital solutions, and traditional manufacturing, indicating the multi-sectoral nature of industrial development.

Overall, the conclave served as a platform for aligning industry perspectives with policy and institutional frameworks, highlighting the need for coordinated action to strengthen India's manufacturing competitiveness, enhance MSME participation, and support sustainable industrial growth.

## INTRODUCTION

Manufacturing has re-emerged as a central pillar of economic strategy globally, particularly in the aftermath of disruptions caused by the COVID-19 pandemic, geopolitical conflicts, and increasing vulnerabilities in global supply chains. Over the past decade, the concentration of manufacturing in limited geographies has exposed structural risks, prompting countries and corporations to re-evaluate sourcing strategies and adopt more diversified and resilient production models.

In this context, the global manufacturing landscape is witnessing a transition from efficiency-driven models to frameworks prioritising resilience, reliability, and supply chain security. Strategies such as “China+1” have gained prominence, with countries in Southeast Asia and other regions positioning themselves as alternative manufacturing hubs through targeted policy interventions, infrastructure development, and export-oriented ecosystems.

India, as one of the fastest-growing major economies, is at a critical juncture in this transition. With a large domestic market, a young workforce, and increasing policy focus on industrial development, the country has the potential to play a more significant role in global manufacturing networks. Government initiatives such as Production Linked Incentive (PLI) schemes, Make in India, and infrastructure investments have contributed to strengthening the manufacturing base across sectors including electronics, pharmaceuticals, automotive, and renewable energy.

However, despite these advancements, several structural challenges persist. Logistics costs remain relatively high, supply chain ecosystems are still evolving, and skill gaps continue to affect productivity and efficiency. In addition, MSMEs, which form the backbone of India’s manufacturing sector, often face constraints related to access to finance, technology adoption, and market linkages, limiting their ability to scale and integrate into larger value chains.

At the same time, emerging sectors such as defence manufacturing, renewable energy, and advanced materials are creating new opportunities for industrial expansion and MSME participation. The government’s focus on indigenisation, particularly in defence procurement, has opened avenues for domestic enterprises to contribute to strategic sectors.

Against this backdrop, the 16th MSME & Manufacturing Conclave, Expo & Awards was organised to provide a platform for stakeholders to deliberate on the

opportunities and challenges shaping the manufacturing ecosystem. The conclave aimed to facilitate dialogue between industry, MSMEs, financial institutions, and policymakers, with a focus on enhancing competitiveness, improving investment conditions, and strengthening ecosystem linkages.

The discussions during the conclave were aligned with key themes including MSME integration into value chains, access to finance, technology adoption, export readiness, and the role of institutional frameworks in supporting manufacturing growth. The inclusion of Vendor Development Programmes, RBI-led consultations, and sector-specific sessions further reinforced the focus on practical engagement and actionable outcomes.

The conclave thus served as a convergence platform to examine the evolving manufacturing landscape and identify pathways for strengthening India's position as a resilient and competitive manufacturing hub.

## INAUGURAL SESSION

The Inaugural Session of the 16th MSME & Manufacturing Conclave, Expo & Awards brought together industry leaders, MSME representatives, and defence stakeholders to deliberate on India's manufacturing landscape in the context of global supply chain shifts, technological transformation, and emerging opportunities for MSMEs.



**Mr. Navnit Narayan, Senior Vice President, The Bengal Chamber of Commerce & Industry; Whole-time Director & CEO, Haldia Petrochemicals Ltd.**

Mr. Navnit Narayan set the context for the conclave by emphasizing that manufacturing is a critical driver of employment, innovation, exports, and national development. He highlighted that every developed nation has built its economic strength on a strong manufacturing base and that India's future growth is closely tied to the expansion of this sector.

He stated that global manufacturing has historically been concentrated in a few geographies, particularly China, which developed strong industrial ecosystems

and integrated supply chains. However, rising costs, geopolitical disruptions, and supply chain uncertainties have created opportunities for countries like India to emerge as alternative manufacturing destinations.

Mr. Narayan noted that India has several advantages, including a large domestic market, a young workforce, and growing policy support through initiatives such as Make in India and Production Linked Incentive (PLI) schemes. He also highlighted progress in sectors such as electronics, automobiles, chemicals, pharmaceuticals, and renewable energy.

At the same time, he pointed out key challenges, including infrastructure gaps, logistics inefficiencies, and the need for deeper supply chain integration. He emphasised that manufacturing depends on a strong network of suppliers, ancillary industries, and logistics systems, and that strengthening this ecosystem is essential for competitiveness.

He further highlighted the importance of skill development, noting that while India has a large population, there is a shortage of skilled manpower such as technicians and operators required for industrial operations. He also referred to recent global disruptions, including geopolitical tensions and supply chain shocks, as indicators of the need for stronger domestic resilience.

He concluded by stating that India must combine policy support, infrastructure development, skill creation, and technological adoption to emerge as a global manufacturing hub.



**Mr. Arnab Basu, Immediate Former President, The Bengal Chamber of Commerce & Industry; Clients & Industries Leader, PwC India**

Mr. Arnab Basu focused on the role of technology, particularly Artificial Intelligence (AI), in enhancing manufacturing competitiveness. He began by referring to the Union Budget's emphasis on attracting foreign direct investment (FDI) into manufacturing and strengthening India's position in global value chains.

He noted that while policy support is important, achieving competitiveness requires improvements at the enterprise level in efficiency, discipline, and production capability. He stated that India still lags behind countries that have emerged as manufacturing hubs, particularly in Southeast Asia.

Mr. Basu highlighted that AI has the potential to transform manufacturing processes, but its effective implementation depends on the availability of high-quality data. He pointed out that many manufacturing organisations lack structured and reliable data systems, which limits the application of AI.

He outlined several areas where AI can be applied, including predictive maintenance, quality control through smart vision systems, demand forecasting,

pricing strategies, and operational optimisation. He also referred to the concept of AI-driven digital twins and their ability to provide real-time insights and simulations for improving manufacturing efficiency.

He emphasised that AI adoption should go beyond basic tools and be integrated into core business processes to improve profitability and competitiveness.



**Mr. Indrajit Sen, Managing Director, International Combustion (India) Ltd.;**  
**Former President, The Bengal Chamber of Commerce & Industry**

Mr. Indrajit Sen spoke about the changing dynamics of global supply chains and the emergence of a multipolar manufacturing environment. He stated that recent disruptions, including the pandemic and geopolitical tensions, have demonstrated that global supply chains are only as strong as their weakest link. He explained that global manufacturing, which was previously optimised for cost and efficiency, is now being reoriented towards resilience, diversification, and reliability. As a result, companies are adopting strategies such as “China+1” to distribute production across multiple geographies.

Mr. Sen highlighted that in this evolving landscape, countries that can offer reliability, political stability, and consistent manufacturing capabilities will play a significant role. He noted that India has an opportunity to position itself as a trusted manufacturing partner.

He also referred to India's economic growth, contribution of manufacturing to GDP, and the national goal of increasing this share. He emphasised that manufacturing is not only about production but also drives employment, innovation, and economic resilience. He concluded by stating that in an uncertain global environment, reliability and trust are becoming critical factors in determining manufacturing partnerships.



**Mr. Anirban Banerjee, Managing Director, Eveready Industries India Ltd.**

Mr. Anirban Banerjee highlighted the importance of manufacturing in achieving India's long-term economic ambitions, including becoming a \$30 trillion economy by 2047. He stated that manufacturing today represents innovation, technological capability, supply chain resilience, and value creation. He noted that global supply chains are undergoing realignment, and India has emerged as a potential destination due to its market size, demographic

advantages, and policy initiatives such as PLI schemes and infrastructure development.

However, he pointed out structural challenges, particularly in logistics, where India's costs remain significantly higher compared to countries like China. He provided examples of supply chain delays and the impact of import dependencies on manufacturing timelines.

Mr. Banerjee emphasised the need to move beyond assembly-based manufacturing to focus on innovation and component manufacturing, as higher value creation lies in design and engineering.

He also highlighted the importance of MSMEs as critical components of the manufacturing ecosystem, noting challenges such as working capital constraints, long payment cycles, and complex compliance requirements. Additionally, he stressed the need for skill development, stronger industry-academia collaboration, and sustainable manufacturing practices, including renewable energy adoption and recycling initiatives.



### **Ms. Chandroma Saha, Director, Saha Steel Group**

Ms. Chandroma Saha presented her perspective through practical examples of MSME growth and transformation. She shared the story of an artisan who transitioned from selling products through intermediaries to building a formal enterprise and accessing global markets through digital platforms. She also described the experience of a manufacturing entrepreneur who overcame challenges related to financing and technology adoption by leveraging institutional support systems such as technology facilitation centres.

She emphasised the need to create more such success stories by strengthening the MSME ecosystem. Key requirements identified included faster and more efficient credit systems, technology-enabled lending platforms, and access to advisory and consulting support for entrepreneurs.

Ms. Saha also highlighted the importance of infrastructure and the potential for West Bengal to become a value addition and fabrication hub, particularly in sectors such as steel. She referred to emerging trends such as green steel and sustainable manufacturing as areas requiring focus and innovation.



### **Mr. Jayanta Dey, Proprietor, Precision Transmission Chain**

Mr. Jayanta Dey shared his experience of entering the defence and aerospace manufacturing sector. He described the transition from traditional manufacturing to producing components for ordnance factories and later for aerospace applications.

He highlighted the stringent requirements of the aerospace sector, including high precision, strict tolerances, and advanced quality standards. He emphasised the importance of documentation, traceability systems, and long-term record maintenance.

He also described the role of quality audits and certification systems, noting that adherence to standards such as AS9100D is essential for participation in aerospace manufacturing.

Mr. Dey pointed out that while initial investment and effort may be high, and financial returns may not be immediate, sustained capability development leads to long-term opportunities and recognition in high-value sectors.



**CDR. A. BHATTACHARYA**  
Officer-in-Charge, Quality Assurance Establishment (Naval), Kolkata  
Department of Defence Production, Ministry of Defence

**Cdr. A. Bhattacharya, Officer-in-Charge, Quality Assurance Establishment (Naval), Kolkata; Department of Defence Production, Ministry of Defence**

Commodore A. Bhattacharya spoke about the role of MSMEs in strengthening India's defence manufacturing capabilities. He emphasised that self-reliance in defence production is critical in the current global geopolitical context.

He highlighted various government initiatives aimed at promoting indigenous manufacturing, including reforms in defence procurement and increased focus on innovation. He provided data on the growth of defence production, investment levels, and export authorisations.

He also referred to programmes such as iDEX and the Srijan portal, which provide opportunities for MSMEs and startups to participate in defence manufacturing by addressing specific problem statements and contributing to indigenisation efforts.

He highlighted the scale of opportunities available, including large shipbuilding programmes and procurement requirements, and encouraged MSMEs to actively engage with defence institutions and explore these opportunities.



**COL. JASWINDER SINGH VOHRA**  
Commandant, Engineering Stores Depot,  
Department of Military Affairs, Indian Army

### **Col. Jaswinder Singh Vohra, Commandant, Engineering Stores Depot, Department of Military Affairs, Indian Army**

Colonel Jaswinder Singh Vohra discussed the importance of supply chain resilience and indigenous capability development in the defence sector. He noted that global geopolitical uncertainties have made supply chain security a priority even for advanced economies.

He highlighted that India's defence sector presents significant opportunities for MSMEs but requires strict adherence to quality and timelines. He emphasised that defence equipment must meet the highest reliability standards, as failures are not acceptable in critical situations.

He encouraged MSMEs to identify their areas of expertise and align them with defence requirements, whether in materials, components, or specialised manufacturing processes.

He also stressed the importance of innovation, R&D, and technology absorption, and highlighted platforms such as the Government e-Marketplace (GeM) and

design bureaus that support MSME participation in defence procurement systems.

## **KEY INSIGHTS**

- Manufacturing is central to India's economic growth, employment generation, and global positioning.
- Global supply chains are shifting towards resilience, diversification, and reliability.
- India has significant opportunities but faces challenges in infrastructure, logistics, and competitiveness.
- MSMEs are critical to manufacturing ecosystems but require stronger support systems in finance, technology, and market access. Technology adoption, particularly AI, is essential for improving efficiency and competitiveness.
- Defence manufacturing offers substantial opportunities for MSMEs through indigenisation initiatives. Quality, compliance, and capability development are essential for participation in high-value manufacturing sectors.

## **VENDOR DEVELOPMENT PROGRAMME (VDP) & B2B INTERACTIONS**

The Vendor Development Programme (VDP) and B2B interaction segment constituted a key operational component of the conclave, designed to facilitate structured engagement between MSMEs and identified procurement agencies across industry and strategic sectors.

As per the programme design, the VDP included focused engagements with major organisations such as Garden Reach Shipbuilders & Engineers (GRSE), Eastern Railways, Exide Industries Limited, and Haldia Petrochemicals Limited. These organisations participated as institutional buyers, providing MSMEs with direct access to procurement teams and vendor development opportunities.

The objective of these interactions was to enable MSMEs to align their manufacturing capabilities with the procurement requirements of large organisations and explore pathways for vendor onboarding. The presence of GRSE and Eastern Railways brought in strong representation from the defence and public sector ecosystem, while Exide Industries Limited and Haldia Petrochemicals Limited represented large-scale private sector manufacturing with established supply chains.

The VDP was positioned as part of an ongoing initiative of The Bengal Chamber of Commerce & Industry, in collaboration with the MSME Department, Government of West Bengal, aimed at integrating MSMEs into larger industrial and defence value chains. A key enabling tool in this process is the online MSME directory, which provides detailed information on enterprise capabilities, products, and contact details, allowing procurement agencies to identify and engage with suitable vendors.

The interaction format was designed to facilitate direct, procurement-oriented discussions, allowing MSMEs to present their capabilities, understand vendor qualification requirements, and engage with potential buyers on supply opportunities. This approach addressed critical gaps related to market access and visibility, which are often faced by MSMEs.

By bringing together MSMEs and organisations such as GRSE, Eastern Railways, Exide Industries Limited, and Haldia Petrochemicals Limited within a structured engagement framework, the VDP created a platform for practical business linkages and potential integration into formal supply chains.



## **RBI INTERACTION: MSME STAKEHOLDERS MEETING ON MANUFACTURING INVESTMENT CLIMATE**

A Parallel Breakout Session was conducted as a focused group discussion specifically aimed at assessing the investment climate for manufacturing in the region.

**The session, titled “MSME Stakeholders Meeting to Study the Investment Climate in Manufacturing in the Region”, was organised in collaboration with the Reserve Bank of India (RBI) and was designed as a structured consultation between manufacturing MSMEs and the central banking authority.**

The RBI delegation participating in the session comprised:

- Mr. Harendra Kumar Behera, Director, Reserve Bank of India
- Mr. Raj Rajesh, General Manager, Reserve Bank of India
- Mr. Pawan Gopalakrishnan, Assistant General Manager, Reserve Bank of India
- Mr. Abhinav Narayanan, Assistant General Manager, Reserve Bank of India
- Ms. Kanupriya Sharma, Manager, Reserve Bank of India

The discussion focused on manufacturing-sector-specific challenges, particularly those affecting investment decisions, expansion of production capacity, and access to finance for manufacturing enterprises. MSME participants engaged with RBI officials to highlight constraints related to credit access for manufacturing operations, working capital requirements, and financing of capital expenditure.

The session also examined broader aspects of the manufacturing investment ecosystem, including the ease of accessing institutional finance for setting up and scaling manufacturing units, and the operational challenges faced by enterprises in navigating financial processes.

The breakout format enabled a targeted and sector-specific dialogue, allowing RBI officials to gather ground-level insights from manufacturing MSMEs, while also providing enterprises with a platform to directly communicate issues impacting their growth and investment planning.

This interaction formed a key part of the conclave’s focus on strengthening the manufacturing ecosystem, particularly by addressing financial and investment-related bottlenecks that influence the expansion and competitiveness of MSMEs in the sector.



## TALLY FOR MSMEs – LATEST RELEASE TALLYPRIME 7.0, AI & MORE

### **Mr. Siddhartha Haldar, Lead – GTM and Evangelization, Tally Solutions Pvt. Ltd.**

Mr. Siddhartha Haldar delivered a session focusing on the latest developments in TallyPrime Release 7.0 and its relevance for MSMEs, particularly in the areas of digitalisation, automation, and AI integration.

He began by outlining the evolution of Tally as a business application, noting that while it initially focused on accounting, compliance, and bookkeeping, its recent developments have expanded towards connected business ecosystems, integrating banking, compliance systems, and business operations within a single platform.

He highlighted that modern ERP systems are expected to provide seamless connectivity with GST systems, banks, suppliers, and customers, enabling real-time information access and operational efficiency. In this context, TallyPrime Release 7.0 introduces enhanced capabilities aimed at improving speed, accessibility, and usability for MSMEs.

A key feature presented was the “Smart Find” functionality, which enables users to quickly search and retrieve transaction-level information across large datasets. This feature allows MSMEs to access specific details such as vouchers, parties, or transactions instantly, thereby reducing time spent on manual searches and improving operational efficiency.

Mr. Haldar also discussed connected banking capabilities, where Tally integrates directly with banking systems, allowing users to access bank statements, make payments, and perform reconciliations within the software. He noted that integrations have been established with multiple banks, including State Bank of India, enabling seamless financial operations for businesses.

Another important feature highlighted was automated backup systems, including scheduled backups and cloud-based storage options, addressing common challenges faced by MSMEs in data management and system recovery.

He further introduced the Bharat Connect platform, which enables integration between buyers and sellers using Tally. Through this system, sales and purchase transactions can be automatically recorded across systems, reducing manual data entry and improving reconciliation efficiency.

A major focus of the session was on Artificial Intelligence integration, particularly through Tally’s AI engine “Tally Era.” He explained that AI capabilities are being developed to automate processes such as invoice data capture, where documents can be scanned and automatically converted into accounting entries. This reduces manual intervention and enhances accuracy in transaction recording.

Additionally, he highlighted Tally Capital, a feature that allows MSMEs to access business loan options directly through the platform, including eligibility checks and application processes.

The session emphasised that these technological advancements are aimed at saving time for MSMEs, improving efficiency, and enabling businesses to focus on growth and decision-making.



## EXPORT READINESS AND GLOBAL MARKET ACCESS

### **Mr. Partha P. Banerjee Deputy General Manager & Regional Manager (Eastern Region), ECGC Ltd.**

Mr. Partha P. Banerjee delivered a session on export readiness, focusing on risk management and financial support mechanisms available to exporters, particularly MSMEs.

He began by introducing ECGC Ltd. (Export Credit Guarantee Corporation of India Ltd.), an organisation under the Ministry of Commerce and Industry, Government of India, with the primary objective of promoting and facilitating exports from India.

He contextualised the discussion by referring to global uncertainties, including geopolitical disruptions and supply chain challenges, and explained how such factors can impact export transactions. He highlighted scenarios where exporters may face non-realisation of export proceeds, either due to political events or commercial risks such as buyer insolvency.

He explained that once goods are exported, exporters have limited control over outcomes, and any disruption—such as geopolitical conflicts or financial instability of buyers—can result in financial losses. In such cases, ECGC provides credit risk insurance to exporters, covering losses arising from non-payment of export dues.

Mr. Banerjee elaborated on the types of risks covered, including both commercial risks (such as buyer default or insolvency) and political risks (such as war or disruptions affecting trade flows). These risks are mitigated through insurance policies provided by ECGC.

He also discussed the role of ECGC in supporting access to finance through schemes such as Export Credit Insurance for Banks (ECIB). Under this scheme, ECGC provides insurance cover to banks for export-related lending, including pre-shipment (packing credit) and post-shipment finance.

He explained that this mechanism enables banks to extend credit to exporters at relatively lower interest rates, as the risk is partially mitigated through insurance coverage. This, in turn, facilitates access to working capital for exporters, supporting export-oriented business activities. The session highlighted the importance of risk mitigation, financial protection, and institutional support in enabling MSMEs to participate in global markets and expand their export operations.



**MR. PARTHA P. BANERJEE**  
Deputy General Manager & Regional Manager (Eastern Region),  
ECGC Ltd.

## EXHIBITION STALLS

An exhibition segment was organised alongside the conclave to provide a platform for participating organisations to showcase their products, technologies, and solutions relevant to the manufacturing ecosystem. The stalls represented a diverse mix of sectors, including clean technology, renewable energy, garments, plastics, digital solutions, and agro-based enterprises, reflecting the breadth of MSME and industrial participation.

KSL Cleantech Limited showcased solutions in the clean technology space, with a focus on sustainable and environmentally responsible industrial applications. The presence of such solutions aligned with the broader emphasis on sustainability and resource efficiency within manufacturing.

Communities Heritage Limited presented offerings linked to heritage-based products and community-driven enterprise models, highlighting the role of traditional sectors and cultural industries within the MSME ecosystem.

Sun Agro Tech (Prasad Group) represented the agro-technology segment, showcasing products and solutions related to agricultural inputs and allied activities, indicating the linkages between agro-based industries and manufacturing value chains.

Aryan Garments displayed products from the textile and apparel sector, reflecting MSME participation in light manufacturing and value-added production within the garments industry.

JMAX Renewables and Tata Solar | E&C showcased solutions in renewable energy, particularly in solar and related infrastructure, indicating the increasing integration of clean energy solutions within industrial and manufacturing operations.

Amani participated with its product offerings, contributing to the diversity of MSME representation across sectors.

Tally Solutions in association with Dynavision Technologies presented enterprise software and digital solutions, particularly in accounting, business management, and operational systems, highlighting the growing importance of digitalisation and technology adoption for MSMEs.

ASL Plastic showcased products related to plastic manufacturing, representing the role of small and medium enterprises in supplying industrial materials and components within broader manufacturing supply chains.

The exhibition area enabled participating organisations to engage directly with delegates, demonstrate their offerings, and explore potential business linkages. It also provided MSMEs and industry stakeholders with exposure to a range of products and solutions spanning manufacturing, technology, and sustainability-oriented sectors, thereby complementing the conclave's focus on industrial growth and ecosystem development.





## MSME EXCELLENCE AWARDS

The MSME Excellence Awards formed a key highlight of the conclave, recognising enterprises that have demonstrated notable performance across manufacturing, exports, innovation, sustainability, and social impact. The awards reflected the diversity and evolving nature of the MSME ecosystem, with participation spanning traditional industries as well as emerging sectors.

In the category of Defence Manufacturing MSME of the Year, the awards were conferred upon Excelo Industries Inc, Precision Transmission Chain, and Elite Polymer, acknowledging their contribution to strengthening domestic manufacturing capabilities in the defence sector. The Export Excellence Award recognised enterprises with strong performance in international markets, with Webskitters Technology Solutions Private Limited and Dellstar Overseas receiving the award. In the agri-export segment, JGB Agrofresh Private Limited was recognised under the Export Excellence Award (Agri) category. The Emerging Startup of the Year Award was presented to Nourishmate Healthy Solutions Pvt. Ltd., DotLinker Technologies Private Limited, and Innosprout Pvt. Ltd., highlighting innovation-driven enterprises contributing to new-age business ecosystems.

Under the Women Entrepreneur MSME Award, Sun Agro Tech (Prasad Group) and Saha Steel Group (S. Shaha & Co.) were recognised for their leadership and

contribution to enterprise development. The Family-Owned Business Award acknowledged legacy enterprises, with Taj Caterer, Das Roto Print, and Saha Udyog being recognised for sustained business continuity and growth.

In the area of sustainability and resource utilisation, the Waste to Wealth MSME Award was conferred upon Neo Enterprise and LGK Agrotech LLP, recognising efforts in value creation from waste-based processes. The Infrastructure Excellence MSME Award was awarded to Archisman Infratech India Private Limited, Solarlogix, and JMax Renewables, reflecting contributions in infrastructure development and renewable energy solutions.

In the textile sector, the Textile Excellence MSME Award recognised Somani Apparel Pvt. Ltd., Sayak Textile, and Route2Jute Private Limited for their work in manufacturing and value-added textile products. The Engineering Excellence MSME Award was conferred upon G M Associate and Saha Steel Group (S. Shaha & Co.), highlighting capabilities in engineering and industrial manufacturing.

The Industrial Safety Excellence Award recognised Pioneer Safety Industries and Keemee Security and Fire Services for their contributions in safety solutions and services. In the healthcare and allied segment, the Med-Tech Products & Supplies MSME Achievement Award was presented to Joy Shrishyam Pharmaceuticals Pvt. Ltd. and Hi Care Remedy.

The ITES & Digital Manufacturing Leader Award acknowledged enterprises operating in digital and technology-enabled services, with eTaxAdviser Consultancy, Ndimension Labs, and Analytica Foodtech Services Pvt. Ltd. receiving the award. Under the Social Impact through Enterprise Award, Banchbo Healing Touch Foundation, Tamal Boutique, Yogitha Biofarming Private Limited, and Optiewear were recognised for their contributions towards social and community development through enterprise models. The Job Creator of the Year Award was presented to Patchy Future Success Facilitating Pvt. Ltd., Gokuliya Global Industries Private Limited, and Tally Academy, acknowledging their role in employment generation. The conclave also recognised outstanding contributions under the Special Jury Award, which was conferred upon Dr. Tinni Dutta, Apsara – The Designer Studio, Robozonix, Lexnex Advocates and Solicitors Private Limited, and Mitra Café.

The awards collectively reflected the breadth of MSME participation across sectors and underscored the role of enterprises in driving manufacturing growth, innovation, and socio-economic development.





## CONCLUSION

The 16th MSME & Manufacturing Conclave, Expo & Awards brought together key stakeholders from industry, government, financial institutions, and the defence ecosystem to deliberate on the evolving landscape of manufacturing in India. The discussions across sessions highlighted that India stands at a critical juncture, with significant opportunities emerging from global supply chain realignments and the shift towards diversified manufacturing networks. The deliberations underscored that while India possesses inherent strengths such as a large domestic market, a growing industrial base, and a young workforce, there remain structural challenges that need to be addressed. These include infrastructure gaps, logistics inefficiencies, skill shortages, and constraints faced by MSMEs in accessing finance and markets. A recurring theme across sessions was the central role of MSMEs in strengthening manufacturing ecosystems. The need to integrate MSMEs into formal value chains, particularly in sectors such as defence and large-scale manufacturing, was emphasised. Initiatives such as the Vendor Development Programme (VDP) and the development of MSME directories were highlighted as important steps in facilitating this integration.

The conclave also highlighted the increasing importance of technology adoption in manufacturing. Sessions on digital solutions and AI demonstrated the potential

of technology in improving efficiency, reducing manual processes, and enabling better decision-making for MSMEs. The interaction with the Reserve Bank of India brought focus to the importance of a supportive financial ecosystem, particularly in improving access to credit and addressing challenges related to financing manufacturing activities. Similarly, discussions on export readiness emphasised the need for risk mitigation mechanisms and institutional support to enable MSMEs to expand into global markets. The exhibition and stall participation reflected the diversity of the manufacturing ecosystem, with representation from sectors such as renewable energy, clean technology, digital solutions, and traditional manufacturing, indicating the breadth of opportunities within the sector. Overall, the conclave provided a comprehensive platform for dialogue, knowledge sharing, and stakeholder engagement. It highlighted the importance of coordinated efforts between industry, government, and financial institutions in addressing challenges and leveraging opportunities to strengthen India's manufacturing sector.

## RECOMMENDATIONS

Based on the deliberations across the inaugural session, technical sessions, VDP interactions, RBI consultation, and stakeholder discussions, the following recommendations are proposed to strengthen the manufacturing ecosystem, with a particular focus on MSME integration, competitiveness, and investment facilitation:

### **1. Strengthening MSME Integration into Value Chains**

There is a need to further institutionalise mechanisms that enable MSMEs to integrate into large industrial and defence value chains. Platforms such as Vendor Development Programmes (VDPs) should be expanded and conducted on a regular basis, with active participation from organisations such as GRSE, Eastern Railways, Exide Industries Limited, and Haldia Petrochemicals Limited, to facilitate structured vendor onboarding.

The MSME directory initiative should be continuously updated and strengthened to serve as a dynamic interface between MSMEs and procurement agencies, enabling easier identification of capabilities and reducing information gaps.

## **2. Improving Access to Finance for Manufacturing MSMEs**

Access to timely and adequate finance remains a critical constraint for MSMEs, particularly for manufacturing activities involving capital expenditure and working capital requirements.

There is a need to streamline credit processes, simplify documentation requirements, and enhance the responsiveness of financial institutions to MSME needs. Interactions with the Reserve Bank of India (RBI) highlight the importance of continued stakeholder consultations to align financial systems with the operational realities of manufacturing enterprises.

Greater awareness and utilisation of financial instruments, including credit guarantee and insurance mechanisms, should also be promoted among MSMEs.

## **3. Enhancing Infrastructure and Logistics Efficiency**

Infrastructure and logistics continue to be key determinants of manufacturing competitiveness. There is a need for sustained investment in industrial infrastructure, including transport networks, logistics systems, and power supply, to reduce operational costs and improve efficiency.

Improving logistics efficiency will be critical in enabling Indian manufacturers to compete with other global manufacturing hubs.

## **4. Promoting Technology Adoption and Digitalisation**

The adoption of digital tools and advanced technologies such as ERP systems and Artificial Intelligence (AI) should be encouraged across MSMEs to improve operational efficiency and decision-making.

Solutions such as integrated business management platforms, connected banking systems, and AI-driven automation tools can significantly reduce manual processes and enhance productivity. There is a need to promote awareness and adoption of such technologies through capacity-building initiatives and industry platforms.

## **5. Strengthening Skill Development and Workforce Readiness**

The availability of a skilled workforce remains a key requirement for manufacturing growth. There is a need to strengthen skill development initiatives,

particularly in technical and vocational areas, to meet the evolving requirements of modern manufacturing.

Industry–academia collaboration and training programmes should be enhanced to ensure that the workforce is aligned with industry needs, including emerging technologies and advanced manufacturing processes.

## **6. Facilitating MSME Participation in Defence Manufacturing**

The defence sector presents significant opportunities for MSMEs, supported by government initiatives focused on indigenisation and procurement reforms. There is a need to increase awareness among MSMEs regarding platforms such as the Srijan portal, innovation programmes, and vendor onboarding processes within the defence ecosystem.

Capacity–building and handholding support should be strengthened to enable MSMEs to meet the quality and compliance requirements of defence manufacturing.

## **7. Strengthening Export Readiness and Risk Mitigation**

To enhance MSME participation in global markets, there is a need to strengthen export readiness through improved access to information, financial support, and risk mitigation mechanisms.

Institutions such as ECGC Ltd. play a critical role in providing credit risk insurance and supporting exporters. Greater awareness of such mechanisms should be promoted to enable MSMEs to manage risks associated with international trade.

## **8. Promoting Sustainable and Green Manufacturing Practices**

Sustainability is emerging as a critical dimension of manufacturing. There is a need to encourage the adoption of renewable energy solutions, resource–efficient processes, and environmentally responsible manufacturing practices.

The participation of organisations in renewable energy and clean technology sectors highlights the growing importance of sustainability within the manufacturing ecosystem.

## **9. Strengthening Institutional Collaboration**

The conclave highlighted the importance of collaboration between industry bodies, government departments, financial institutions, and regulatory authorities. There is a need to continue and strengthen such collaborative platforms to ensure that policy frameworks, financial systems, and industry requirements are aligned, enabling a more cohesive approach to manufacturing growth.

## **10. Creating a Supportive Ecosystem for MSME Growth**

A holistic ecosystem approach is required to support MSMEs, encompassing access to finance, technology, infrastructure, advisory services, and market linkages.

Efforts should be directed towards building an enabling environment where MSMEs can scale operations, adopt new technologies, and participate effectively in domestic and global value chains.

The background features a dark blue isometric illustration. In the upper right, a delivery truck is shown with a lightbulb icon and the words 'VERY DELIVERY' on its side. In the lower right, a worker in a hard hat and work clothes is operating a piece of industrial machinery. On the left side, there are faint, overlapping isometric shapes representing various mechanical parts and tools.

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