

Manufacturing & MSME Connect

An Expo Connecting MSMEs with large corporate houses

Edition 1: 19th August, 2021

Physical & Digital Mode

The Bengal Chamber and Tata Steel in association with Tata Steel Downstream Products Limited, Tata Metaliks Limited and Tally Solutions Private Limited organized the first edition of the "Manufacturing & MSME Connect" program on 19th August. This program was organized at The Bengal Chamber premises with more than 100 participants attending the program physically and several others joining digitally over multiple digital media platforms of The Chamber.

The aim of the program was to connect MSMEs with large industries and facilitate B2B dialogues. The initiative helped the MSMEs understand the requirements of the large industries and facilitated vendor development program of the large industries.

The major industries that participated include, Tata Steel Limited, Tata Steel Downstream Products Limited, Tata Metaliks Limited, Citizen Watches (India) Private Limited, Tally Solutions Private Limited, Datre Corporation Limited, Lintas Packaging Private Limited and Reclair Energy & Sustiknow Advisory. These corporate houses shared their requirements with the participating MSMEs and engaged in discussions with the participants to understand the challenges that the MSMEs face.

The "Manufacturing & MSME Connect" program will be organized once in every two months connecting large industries, overseas corporate houses, government agencies, banks and other financial institutions with MSMEs.

The program started with a "Leadership Panel" at which the following were the key speakers:

- **Welcome Address:** Mr Pritish K Sen, Chairperson Manufacturing and MSME Committee, The Bengal Chamber and Director General, Institute For Steel Development & Growth
- **Inaugural Address and Concluding Remarks:** Mr Sanjay Behera, Co-Chairperson, Manufacturing and MSME Committee, The Bengal Chamber and Chief Sales Manager, Tata Steel Limited
- **Keynote Address:** Mr Abraham Stephanos, President Designate, The Bengal Chamber and Managing Director, Tata Steel Downstream Products Limited
- **Special Address 1:** Mr Kawato Ryota, Managing Director, Citizen Watches (India) Private Limited
- **Special Address 2:** Mr Rajesh Mishra, EVP Strategy, Tata Metaliks Limited
- **Special Address 3:** Mr Arvind KS, Associate Vice President, Tally Solutions Private Limited

The Leadership Panel was followed by 7 B2B sessions. Details of the same are provided below:

- B2B Session 1 with Tata Steel Downstream Products Limited (TSDPL) conducted by Mr Shailesh Kumar Choubey, Chief – Marketing & Sales Administration and Mr Debabrata Samaddar, Senior General Manager – Business Development, TSDPL
- B2B Session 2 with Tata Steel Limited conducted by Mr Sanjay Behera, Co-Chairperson, Manufacturing and MSME Committee, The Bengal Chamber and Chief of Sales, Tata Steel Limited
- B2B Session 3 with Tata Metaliks Limited (TML) conducted by Mr Rajesh Mishra, Executive Vice President (Strategy & Corp Services), TML
- B2B Session 4 with Citizen Watches (India) Private Limited conducted by Mr Sandeep V Hedge, Senior Manager & Head of Sales, Mr Rajat Dasgupta, Senior Regional Manager-East, and Mr Syed Rezwan Ali, Senior Area Sales Manager- East, Citizen Watches
- B2B Session 5 with Tally Solutions Private Limited conducted by Ms Swapna Roy, Key Account Manager, Tally Solutions
- B2B Session 6 with Datre Corporation Limited conducted by Mr Indranil Dutta, Chief Executive Officer, Datre Corporation Limited
- B2B Session 7 with Reclair Energy and Sustiknow Advisory conducted by Mr Rabin Roy, Founder and Director, Sustiknow

Our event sponsors include:

- **Title Sponsor:** Tata Steel Limited
- **Gold Sponsor:**
 - Tata Steel Downstream Products Limited
 - Tata Metaliks Limited
 - Tally Solutions Private Limited
- **Time Partner:** Citizen Watches (India) Private Limited
- **Engineered By:** Datre Corporation Limited and Krishna Transport
- **Sustainability Partner:** Reclair Energy and Sustiknow Advisory
- **Packaging Partner:** Lintas Packaging Private Limited

Apart from our Sponsors, we also had **Consultivo** as our **Green Partner**, who was one of our key knowledge providers.