



3rd Edition

INTERNATIONAL SME CONVENTION 2023 • INDIA

19th – 21st March 2023

KEY STATE PARTNER



ASSOCIATE STATE PARTNER



INTERNATIONAL PARTNERS



INSURANCE PARTNER



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Sin categoría

Venezuela | Presente en III edición de la Convención de PYMES en India

DPL News 21 marzo, 2023



Últimas Noticias

Con el propósito de dar a conocer las actividades especiales, Venezuela participó en la III edición de la Convención de Medianas Empresas 2023 (ISC) en India.

La información la dio a conocer en su cuenta en la red social...

A través de un mensaje detallado, el presidente Nicolás Maduro, participó en la Convención 2023, India, para la promoción de la Embajada de Venezuela.

"La Embajada de la República Bolivariana de Venezuela", publicó la información...

Consulta más información...

STORIES
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HERITAGE
YOUTH

New Delhi: 3rd annual International SME Convention commences

Story by ANI | Posted by shaista fatima · 8 d ago

New Delhi

The third edition of the International SME Convention 2023 (ISC) commenced here on Sunday, along with the inauguration of the 3rd Edition of International SME Convention 2023.

Narayan Prasad came to the inauguration of the 3rd Edition of International SME Convention 2023.

This year being International SME Convention 2023, there will be innovative...

3rd annual International SME Convention commences in New Delhi

By ANI | Published: March 19, 2023 12:41 PM

New Delhi [India], March 19 : The third edition of the International SME Convention 2023 (ISC)



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Partnership of WUSME in the International SME Convention 2023

MAR 22

in WUSME NEWS Tags



WUSME attended, as International Partner, the 3rd edition of the International SME Convention, held in New Delhi (India) from 19 to 21 of March 2023 and organized by the India SME Forum in association with the Ministry of Micro, Small and Medium Enterprises and the Ministry of External Affairs of the Indian Government. The Convention promoted bilateral trade and partnerships on focus key sectors such as Manufacturing, Services, Green Energy, Renewable Energy, Waste Management and Sanitation, Agri-Food and Food Processing.

On the occasion, Mr. Shafquat Haider, WUSME Ambassador in Bangladesh took the floor, during the session on "Sustainable Ecosystems for MSMEs: Global Experiences, Challenges & Best Practices", to briefly introduce WUSME and highlight the importance of technology in Sustainable Ecosystems for SMEs. At the end of the event, a video message by WUSME President Ms. Barbara Terenzi was broadcast, in which appreciation for the active presence of WUSME in the ISC2023 was expressed and congratulations to the Ministry of Micro, Small and Medium Enterprises of the Government of India and to India SME Forum for the full success of this event. Ms. Terenzi also thanked the Members of WUSME present in the Convention: Dr. Juneja, Mr. Kumar, Ms. Morthania and Mr. Haider.

Photo: Mr. Haider speaking at the session on "Sustainable Ecosystems for MSMEs: Global Experiences, Challenges & Best Practices" chaired by Mr. Kumar

Photo: video message of WUSME President Ms. Barbara Terenzi broadcast in the valedictory session.

More details of the event can be obtained from website <https://internationalsmeconvention.com/>

For participation and further clarification, please contact **Ms. Tshering Lhaden, Business Support Department**, BCCI during office hour at **322742/324254** or email at tshelha806@gmail.com

Last date of registration 15th December, 2022.

Participating Countries



Cuba



Jordan



Ghana



Romania



Thailand



Djibouti



New Zealand



Spain



Tonga



USA



El Salvador



Kazakhstan



Guatemala



Indonesia



UK



Fiji



Trinidad & Tobago



Sweden



Zimbabwe



Peru



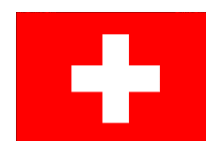
Germany



Suriname



Nepal



Switzerland



Gabon

Participating Countries



Republic of Guinea



Czech Republic



Argentina



Netherlands



Rwanda



Azerbaijan



Sudan



Oman



UAE



Cote d'Ivoire



Australia



Moldova



Bangladesh



Ecuador



Lesotho



Austria



Togo



Cyprus



Mauritius



Italy



Sri Lanka



Tajikistan



Russia

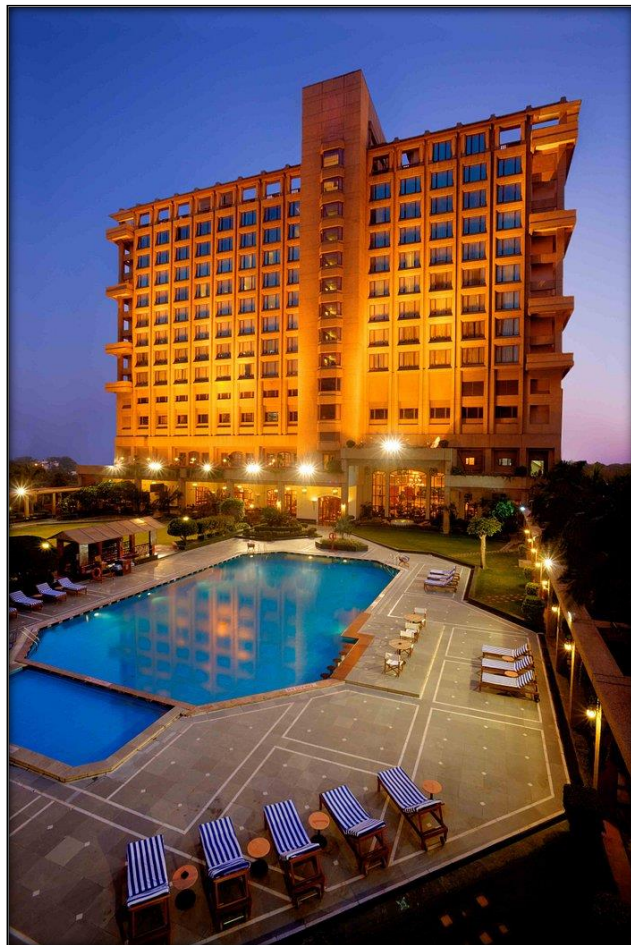


Morocco



Venezuela

Convention Venue



Eros Hotel, Nehru Place, New Delhi, India

Registration Desk



Registration Desk for International Delegates, Indian Delegates, Officials and Press

Country Pavilions



El Salvador



Republic of Guatemala



Republic of Ghana

Other Pavilions



Ministry of MSME, Govt. of India



TATA AIA (Insurance Partner)

State Pavilions



Uttar Pradesh
(Associate State Partner)

State Pavilions



Madhya Pradesh
(Key State Partner)



Delegate Kit



2000+ delegate bags were handed out to all registered participants and guests.

Contents of the KIT included a copy of the –

- Program Schedule ISC
- Diary
- All Access Lunch + Dinner Passes
- International SME Convention 2023 Brochure
- India SME Forum Brochure
- Pen

Lamp Lighting by Dignitaries



(L-R) Shri Vinod Kumar, President, India SME Forum, Shri Prahlad Kakar, Chairman, India SME Forum, Shri Ateesh Kumar Singh, JS - AFI, Ministry of MSME, Dr. J.S. Juneja, Vice Chairman, India SME Forum, Mr. Shailesh Patwari, Chairman, Nexus Infratech Pvt. Ltd. & Vibrant Industrial Park Ltd.

International SME Convention 2023 Index



1700+ Indian Delegates

180+ International Delegates

65+ Speakers from 27 countries

9 Union & State Ministers from India

27 Global Opportunities Sessions & Pitch for Partnerships

5 Panel Discussions

Inaugural Ceremony



(L-R) Ms. Mercy Epao, JS - SME, Ministry of MSME, Govt. of India, Shri Bhanu Pratap Singh Verma, Minister of State for MSME, Govt. of India, Shri Rakesh Sachan, Minister of MSME, Khadi, Village Industries, Sericulture & Textile, Govt. of Uttar Pradesh, Shri Narayan Rane, Minister of MSME, Govt. of India, Shri Om Prakash Saklecha, Minister of MSME & Science & Technology, Govt. of Madhya Pradesh, Dr. Rajkumar Ranjan Singh, Minister of State, Ministry of External Affairs, Shri Bidyut Behari Swain, IAS, Secretary, Ministry of MSME, Govt. of India, Shri Prahlad Kakar Brand Guru & Chairman India SME Forum, Shri Vinod Kumar, President, India SME Forum

Leaders Speak



“ Indian MSMEs are typically the correct partners because of their agility, flexibility and innovation for foreign companies looking to establish their foothold in the Indian market. Joining the Indian MSMEs can offer the foreign investors local knowledge, expertise and cost-effective access to the network of innovation & risk management. ”

Shri Narayan Rane, Hon'ble Union Minister of MSME,
Govt. of India



“ Collaboration is key to unlocking the full potential of small businesses. By working together, SMEs can leverage each other's strengths, tap into new markets, and create a competitive advantage. The International SME Convention is a melting pot of ideas, innovation, and collaboration. ”

Shri Rakesh Sachan, Minister of MSME, Khadi, Village
Industries, Sericulture & Textile, Govt. of Uttar Pradesh



“ Small businesses are the driving force behind economic growth, and when they collaborate, they create a multiplier effect. . The International SME Convention is where SMEs from around the world can share best practices, find new partners, and build a stronger, more resilient global community. ”

Dr. Rajkumar Ranjan Singh, Minister of State, Ministry of
External Affairs, Govt. of India



“ In a world that's increasingly interconnected, small businesses have more opportunities than ever before and when small businesses collaborate, they can compete with the biggest players in the global marketplace. ”

Shri Om Prakash Saklecha, Minister of MSME & Science &
Technology, Govt. of Madhya Pradesh

Bridging borders, building businesses: A Global SME Community



Collaborating for a Better SME World

(Chief Guest / Special Guest / Partners)



“ India is one of the fastest-growing economies in the world and has made significant progress in various sectors such as healthcare, education, and technology. India is considered a promising destination for foreign direct investment (FDI) due to its large and growing market, skilled workforce, & improving business environment. ”

Shri Narayan Rane, Hon'ble Union Minister of MSME,
Govt. of India



“ Joining hands with small and medium-sized enterprises in India can offer many advantages to foreign investors, including local knowledge and expertise, cost-effectiveness, access to networks and resources, flexibility and innovation, and compliance and risk management. ”

Dr. Rajkumar Ranjan Singh, Minister of State, Ministry of
External Affairs, Govt. of India



“ Our focus on innovation, entrepreneurship, & sustainability has led to the emergence of a vibrant startup ecosystem that is driving economic growth and job creation in our country. We are committed to creating an enabling environment for startups to thrive & contribute to the global innovation landscape. ”

Shri Bhanu Pratap Singh Verma, Minister of State for
MSME, Govt. of India



“ SMEs play a crucial role in the Indian economy by generating employment, contributing to industrial production, and driving GDP growth. SMEs have vast opportunities in various sectors such as agriculture, manufacturing, services, and technology. ”

Shri Bidyut Behari Swain, IAS, Secretary MSME,
Govt. of India, Govt. of India

Collaborating for a Better SME World

(Chief Guest / Special Guest / Partners)



“ Globalization has created new opportunities for SMEs, but it has also created new challenges. By collaborating with each other and leveraging each other's strengths, SMEs can overcome these challenges and achieve success in the global marketplace. ”

Ms. Mercy Epao, JS - SME, Ministry of MSME,
Govt. of India



“ SMEs in India typically have lower overheads and operating costs, making them cost-effective partners for foreign investors, which also reduces the financial risk of entering a new market. SMEs will need to adapt to the changing trends and embrace innovation & agility in order to remain competitive and successful. ”

Shri Rakesh Sachan, Minister of MSME, Khadi, Village
Industries, Sericulture & Textile, Govt. of Uttar Pradesh



“ SMEs can benefit from best practices in international trade, such as market research, strategic partnerships, and strong supply chains. They can also benefit from government support in areas such as trade promotion and access to finance. ”

Shri Om Prakash Saklecha, Minister of MSME & Science &
Technology, Govt. of Madhya Pradesh



“ Today, there is a need for cross border connections & collaborations among the SMEs globally. SMEs must be aware of latest trends & topics on tools & techniques to support innovation, entrepreneurship, SMEs economic micro trends & innovation policies. ”

Mr. Giovanni Zizzerini, Secretary General, INSME - The
International Network for SMEs

Collaborating for a Better SME World

(Chief Guest / Special Guest / Partners)



“ SMEs are an important part of the economy in every country in the world. In particular, we must also remember women and young led SMEs, especially in this period of great difficulty due to COVID, geopolitical tensions and global challenges such as climate change and sustainability. ”

Ms. Barbara Terenzi, President, WUSME - World Union of Small & Medium Enterprises



“ India is on the path of building infrastructure at a pace of becoming one of the biggest internal market & big collaborations with the rest of the world. Collaborating with Indian SMEs will be beneficial for the world, because of the intellectually gifted tech personnel's & our ability to keep inflation down due to the low cost as compared to the rest of the world. ”

Shri Prahlad Kakar, Chairman, India SME Forum



“ SMEs are the heart of global trade, & when they come together at an initiative like International SME Convention, they not only build trade relationships, but also they create a network of opportunity that reaches around the world, helping small business expand internationally. ”

Shri Vinod Kumar, President, India SME Forum

Focus State: Uttar Pradesh



(L-R) Ms. Neetu Singh, Managing Director, Sini Group of Companies, Mr. Ankur Mahendra, Founder, Ankur Traders & Engineers, Shri Vinod Kumar, President, India SME Forum, Shri Rajesh Kumar, IAS, Commissioner & Director of Industries, Uttar Pradesh, Shri Rakesh Sachan, Minister of MSME, Khadi, Village Industries, Sericulture & Textile, Govt. of Uttar Pradesh, Shri Pranjal Yadav, IAS, Secretary, MSME & Exports Promotion, Govt. of Uttar Pradesh, Mr. Neeraj Singhal, Founder, Karshi Aluminium Co. Pvt. Ltd., Mr. Ankur Jain, Founder, Chandra Fabric Pvt. Ltd.

Focus State: Madhya Pradesh



(L-R) Ms. Seema Mishra, Proprietor, Maheshwari Creations Pvt. Ltd., Mr. H. Mujhalda, Jt. Director, ZIO Indore, Department of MSME, Govt. of Madhya Pradesh, Shri Om Prakash Saklecha, Minister of MSME & Science & Technology, Govt. of Madhya Pradesh, Dr. Rajkumar Ranjan Singh, Minister of State, Ministry of External Affairs, Mr. Jayant Tagore, ADI, Department of MSME, Govt. of Madhya Pradesh, Ms. Trupti Patil, ADI, Department of MSME, Govt. of Madhya Pradesh.



Shri Om Prakash Saklecha, Minister of MSME & Science & Technology, Govt. of Madhya Pradesh with Shri Narayan Rane, Minister of MSME, Govt. of India.

Inspiring Thoughts for Change

CleanTech
&
Manufacturing

Business
Ecosystem

Agro & Food
Processing

Global Value
Chain

Services

Providing **networking opportunities** to enable change for a better tomorrow, the **International SME Convention 2023** is a premier platform for creating successful **Joint Ventures, Trade Partnerships & Collaborations**, which is a key to unlocking the full potential of SMEs on a global stage.

Experts Speak



“

In today's global economy, SMEs can no longer afford to operate in isolation. Collaborating with international SMEs through JVs and trade partnerships is essential for their survival and growth.

”

Dr. Aruna Sharma, IAS, Former Secretary, Govt. of India



“

Joint ventures and trade partnerships between SMEs can lead to a synergistic effect that can create tremendous value for both parties, resulting in increased competitiveness and sustainable growth.

”

Smt. Anuja Bapat, ISS, Deputy Director General, DC-MSME, Govt. of India



“

International collaboration among SMEs can lead to the creation of innovative solutions that can address complex challenges and unlock new opportunities in the global marketplace

”

Mr. Lloyd Mathias, Angel Investor & Business Strategist



“

Collaborating with international SMEs through online marketplaces is no longer an option but a necessity for SMEs looking to go global to expand their reach, increase their sales, and achieve their growth objectives.

”

Ms. Chand Mazumdar, Head of Marketing & Exports Enablement, Amazon

Opportunities in India: Cleantech & Manufacturing



(L-R) Mr. R. K. Rai, Secretary, Bureau of Energy Efficiency, Mr. Ateesh Kumar Singh, JS - ARI, Ministry of MSME, Govt. of India, Mr. Shailesh Patwari, Chairman, Nexus Infratech Pvt. Ltd. & Vibrant Industrial Park Ltd., Mr. S. K. Verma, Director, IFCOMA, Dr. René Van Berkel, UNIDO Representative in India, Mr. Nitin Kapoor, CEO & Co-Founder, IBA Crafts, Mr. Maninder Singh, Founder & CEO, CEF Group & Mr. Naveen Kumar, CEO, Pyotam.

SMEs Embrace Clean Energy and Manufacturing in India



“ India's cleantech sector has immense potential for growth & investment due to the country's large and growing population, increasing urbanization, and rising demand for clean energy & sustainable practices. ”

R. K. Rai, Secretary, Bureau of Energy Efficiency



“ India's cleantech & manufacturing sectors present several growth opportunities, and businesses can capitalize on them by adopting innovative technologies, collaborating with government initiatives, and tapping into new markets. ”

Ateesh Kumar Singh, JS - AFI, Ministry of MSME, Govt. of India



“ Homeowners and businesses are adopting rooftop solar, and the demand for solar products and services is increasing which, in turn, is driving innovation and growth in the rooftop solar industry in India, creating new business opportunities and driving down costs. ”

Shailesh Patwari, Chairman, Nexus Infratech Pvt. Ltd. & Vibrant Industrial Park Ltd.



“ The increasing adoption of advanced manufacturing technologies such as automation, robotics, and artificial intelligence, is expected to improve productivity, reduce costs, and increase efficiency for manufacturers, which will help them remain competitive in the global market. ”

S. K. Verma, Director, IFCOMA

SMEs Embrace Clean Energy and Manufacturing in India



“ Indian SMEs can leverage on-demand manufacturing to enhance their production efficiency, reduce costs, & improve their supply chain management by adopting advanced manufacturing technologies, using cloud-based manufacturing platforms, investing in quality control and partnering with logistics providers. ”

Nitin Kapoor, CEO & Co- Founder, IBA Crafts



“ Waste-to-energy technologies have the potential to reduce greenhouse gas emissions, support the transition to a low-carbon economy, and help to manage waste more sustainably. We can either treat waste or reduce waste. ”

Maninder Singh, Founder & CEO, CEF Group



“ Clean water technologies can help the manufacturing industry reduce water usage and improve water quality in their operations and thus reduce its environmental impact and support a more sustainable future. ”

Naveen Kumar, CEO, Pyotam



“ With the world shifting towards sustainable technologies, clean tech manufacturing has become a key driver of economic growth. India has a unique opportunity to capitalize on this trend and become a leader in the clean tech manufacturing sector. The country has made significant strides in this sector. ”

René Van Berkel, UNIDO Representative in India

Worldclass Business Ecosystem



(L-R) Smt. Anuja Bapat, ISS, Deputy Director General, DC-MSME, Govt. of India, Mr. Ramesh Abhishek, IAS, Former Secretary to Govt. of India, Mr. Peeyush Kumar, IAS, Additional Secretary, Department of Commerce, Govt. of India, Mr. Manish Govil, IRS, Sr. Adviser (Law) - Competition Commission of India, Mr. Adarsh Sharma, Managing Director, Primus Partners India, Ms. Kritika Krishnamurthy, Partner, AK & Partners

Building a World-Class Business Ecosystem for the SMEs



“ India has a diverse set of strengths that it can leverage to position itself as a top destination for global businesses. India's startup ecosystem has been growing rapidly in recent years, and it has become one of the most vibrant ecosystems in the world. ”

Ramesh Abhishek, IAS, Former Secretary to Govt. of India



“ India offers several unique strengths & advantages to businesses, both domestic and international. These include a large and growing consumer market, a skilled and competitive workforce, a rich cultural heritage, and a strategic location at the crossroads of global trade routes. ”

Adarsh Sharma, Managing Director, Primus Partners India



“ Creating a more sustainable and socially responsible business ecosystem is critical for India's long-term economic and social development. Businesses have a significant role to play in promoting sustainability and social responsibility by adopting sustainable practices and implementing ethical business policies. ”

Manish Govil, IRS, Sr. Adviser (Law) - Competition Commission of India



“ I find India's business ecosystem to be highly promising and full of potential. India has been one of the fastest-growing major economies in the world. With young & skilled workforce, diverse consumer market, & growing entrepreneurial ecosystem, India offers a plethora of opportunities for businesses to expand their operations. ”

Kritika Krishnamurthy, Partner, AK & Partners

Building a World-Class Business Ecosystem for the SMEs



“Digital transformation can help businesses to stay ahead of the competition by enabling them to quickly adapt to changing market conditions and consumer preferences. Technology can also promote sustainable development by enabling businesses to adopt eco-friendly practices, reduce their carbon footprint, and conserve natural resources.”

Peeyush Kumar, IAS, Additional Secretary, Department of Commerce, Government of India



“A world-class business ecosystem for SMEs in India will help provide them with the resources, support, and opportunities they need to thrive. By building a strong ecosystem, India can unleash the full potential of its SMEs, driving economic growth and creating jobs and opportunities for millions of people.”

Anuja Bapat, ISS, Deputy Director General, DC-MSME, Govt. of India

Sustainable Ecosystems for SMEs: Global Experiences, Challenges & Best Practices



(L-R) Mr. Vinod Kumar, President, India SME Forum, Mr. Vikram Singh- Strategic Head Investment of Britain (UK), Mr. Shafquat Haider - Ambassador of WUSME, Bangladesh, Mr. Diego Moreno Alonso, International trade advisor, Economic and Commercial Office, Embassy of Spain, Ms. Eva Svobodová, Director General & Board Member, AMSP ČR, Dr. Claude Béglé, Chairman, Swiss NeWater Holding, Switzerland, Mr. John Richard Erb, Founder & CEO, Smartline West Africa Ltd., Mr. John Cabeca, United States Intellectual Property Counselor for South Asia, Mr. Ajay Vasisht, Secretary General, NZ INDIA SME Forum, New Zealand, Ms. Nicoleta Ioana Ciufudean, CEO, Indo Romanian Council.

Building Sustainable Ecosystems for SMEs: Global Perspectives



“ In building bilateral trade relations with India, SMEs have played a crucial role. The growing partnership between SMEs in both countries has created new opportunities for trade and investment. The increasing trade between Bangladesh and India is a positive sign of the growing economic ties & SMEs are at the forefront of this relationship. ”

Shafquat Haider - Ambassador of WUSME, Bangladesh



“ Indian businesses can leverage their expertise & experience to develop innovative solutions that address some of Africa's most pressing challenges, such as healthcare, education, & infrastructure development. With the right strategy, partnerships, and resources, Indian SMEs can tap into the continent's immense potential and contribute to its economic development. ”

John Richard Erb, Founder & CEO, Smartline West Africa Ltd



“ The implementation of digital technologies is embraced by many SMEs, as it helps to improve their operations, streamline their processes, & enhance their customer experiences. This transformation is leading to increased efficiency, cost savings, & improved competitiveness, which can create more opportunities for international trade. ”

Diego Moreno Alonso, International trade advisor, Economic and Commercial Office, Embassy of Spain



“ Romania is one of the best Eastern European countries for setting up a start-up, and its business ecosystem is constantly evolving. The country has a strategic location, a skilled workforce, and a favorable business environment, making it an attractive destination for international trade. ”

Nicoleta Ioana Ciufudean, CEO, Indo Romanian Council

Building Sustainable Ecosystems for SMEs: Global Perspectives



“ IPR can provide many opportunities for SMEs to expand their business by licensing their intellectual property to other businesses, which can provide a new revenue stream & allow them to reach new customers without the need for significant investment. Establishing a strong IPR infrastructure is essential for the sustainability & growth of SMEs. ”

John Cabeca, United States Intellectual Property Counselor for South Asia



“ The UK is already home to several leading AI, machine learning, and robotics companies, & there is significant room for growth in these sectors. As these technologies become more advanced and more affordable, there will be increasing opportunities for the SMEs in UK to develop innovative products & services & enter new markets. ”

Vikram Singh- Strategic Head Investment of Britain (UK)



“ The implementation of SME Support Strategy strategy is expected to create a more favorable environment for SMEs in the Czech Republic, which could help to foster collaborations & joint ventures with other countries' SMEs. The strategy includes provisions for international cooperation, including support for international trade missions. ”

Eva Svobodová, Director General & Board Member, AMSP ČR



“ To maintain a sustainable ecosystem for SMEs in the post-pandemic world, governments and other stakeholders need to provide access to funding and financial support, encourage digitization, create an enabling policy environment, and support the development of skilled workforce. ”

Dr. Claude Béglé, Chairman, Swiss NeWater Holding

Building Sustainable Ecosystems for SMEs: Global Perspectives



“ There are significant opportunities for Indian and global SMEs to partner with New Zealand SMEs, particularly in the areas of technology, innovation, & sustainable development. New Zealand has a strong focus on sustainability and its SMEs are actively working to reduce their environmental impact and adopt sustainable business practices. ”

Ajay Vasisht, Secretary General, NZ INDIA SME Forum



“ Creating a sustainable ecosystem for SMEs in India demands a holistic approach that addresses the multifaceted challenges faced by these enterprises, including access to finance, technological advancements, market linkages, regulatory compliance, & skill development. ”

Vinod Kumar, President, India SME Forum

Plugging SMEs into Global Value Chains

SESSION
Plugging SMEs into Global Value Chains

SPEAKERS

- Mr. Lloyd Mathias
Angel Investor & Business Strategist
- Dr. Dev Nathan
Author & Visiting Scholar,
The New School for Social Research, New York
- Mr. Jayanth Murthy
JT, MD South Asia & Africa,
Kaizen Institute
- Ms. Chand Mazumdar
Head of Marketing &
Exports Enablement, Amazon
- Mr. Darshan Ghoshal
Author & Visiting Scholar,
The New School for Social Research, New York
- Ms. Varda Taneja
Vice President,
Invest India
- Ms. Nirupama Soundararajan
CEO,
Pahle India Foundation
- Mr. Dibyendu Ganguly
Founder,
Niriyati Global SCM

(L-R) Ms. Varda Taneja, Vice President, Invest India, Mr. Lloyd Mathias, Angel Investor & Business Strategist, Dr. Dev Nathan, Author & Visiting Scholar - The New School for Social Research, New York, Ms. Chand Mazumdar, Head of Marketing & Exports Enablement, Amazon, Ms. Nirupama Soundararajan, CEO, Pahle India Foundation, Mr. Dibyendu Ganguly, Founder, Niriyati Global SCM, Mr. Jayanth Murthy, Joint Managing Director - South Asia & Africa, Kaizen Institute

Building Bridges: How SMEs Can Plug into Global Value Chains



“ Businesses and policymakers can work together to create a more sustainable and equitable GVC by promoting transparency, reducing trade barriers, & fostering innovation. This can be achieved through a combination of policy measures, such as providing technical assistance and training to SMEs, creating supportive legal frameworks, and facilitating access to finance ”

Dr. Dev Nathan, Author & Visiting Scholar - The New School for Social Research, New York



“ For the SMEs to achieve global business standards and thrive in a highly competitive marketplace, they need to prioritize sustainability and responsible practices, innovation, continuous improvement, adaptation to change and build strong relationships with customers, suppliers, and other stakeholders. ”

Lloyd Mathias, Angel Investor & Business Strategist



“ One major trend in the freight & cargo industry has been the increasing use of digital technologies to streamline processes, improve efficiency, and enhance visibility and tracking. This includes the use of electronic documentation, real-time tracking and monitoring, and predictive analytics to optimize logistics and reduce costs. ”

Dibyendu Ganguly, Founder, Niryati Global SCM



“ Joint ventures with international companies can be highly profitable for Indian SMEs looking to enter the global value chain. By partnering with established international companies, Indian SMEs can leverage their partner's resources and capabilities to increase their competitiveness in the global market. ”

Varda Taneja, Vice President, Invest India

Building Bridges: How SMEs Can Plug into Global Value Chains



“ Earlier SMEs struggled to find avenues to export but e-commerce has mobilised it, making it much simpler for them. Amazon has enabled wider market access, better market intelligence, improved logistics, and faster cross border payments, helping build a global brand due that's visible to a much greater audience pool. ”

Chand Mazumdar, Head of Marketing & Exports Enablement, Amazon



“ Indian SMEs can win & dominate global value chains by focusing on improving their product quality, adopting innovative technologies, developing skilled human resources, and strengthening their supply chain management. ”

Jayanth Murthy, Joint Managing Director - South Asia & Africa, Kaizen Institute



“ Plugging Indian SMEs into global value chains requires a holistic approach that encompasses a range of factors, including investment in human capital, technology, and infrastructure. It also necessitates the creation of an enabling policy environment that incentivizes innovation, fosters entrepreneurship & supports international trade. ”

Nirupama Soundararajan, CEO, Pahle India Foundation

Opportunities In India: Rural, Agro, Food Processing & Services



(L-R) Dr. Manoj Sharma, Managing Director, Mayank AquaCulture, Mr. Krishna Singh, CMD, GlobalSpace Technologies Limited, Ms. Hiresha Verma, Founder and Chairperson, Han Agrocare, Dr. Aruna Sharma, IAS, Former Secretary, Govt. of India, Ms. Souniya Khurana, Co- Founder & CEO, WYN Studio, Mr. Radhey Shyam Choyal, Executive Director, Shri Vishvakarma(Emery Stones) Ind. Pvt. Ltd., Dr. Navneet Anand, Director - GreyMatters Communications & Consulting Pvt. Ltd.

Growing Opportunities: Investing in India's Rural, Agro-Food & Service Industries



“ Forward & backward integration can be powerful tools to tap into the vast opportunities in rural India for agro, food processing & services & create products that cater to both the domestic & global markets. By integrating these processes, businesses can create a seamless supply chain that enables them to control costs, improve quality, & enhance their competitiveness. ”

Radhey Shyam Choyal, Executive Director, Shri Vishvakarma(Emery Stones) Ind. Pvt. Ltd.




“ In India's crowded and competitive advisory services market, firms need to differentiate themselves to stand out and attract clients. One effective strategy is to develop specialized expertise in a particular industry or niche, such as financial services, healthcare or technology. ”

Dr. Navneet Anand, Director - GreyMatters Communications & Consulting Pvt Ltd



“ India has a rich agricultural heritage & a diverse range of agro-climatic zones, making it well-suited for the cultivation of a variety of crops, including mushrooms. Additionally, India's large pool of skilled labor, cost-effective production processes, and supportive policy environment provide a competitive advantage in the global market. ”

Hiresha Verma, Founder and Chairperson, Han Agrocare



“ COVID-19 pandemic has accelerated the adoption of digital healthcare solutions, making it the new normal & it has immense potential to transform the healthcare industry in India by improving accessibility, affordability, & quality of care, especially in remote and underserved areas. ”

Krishna Singh, CMD, GlobalSpace Technologies Limited

Growing Opportunities: Investing in India's Rural, Agro-Food & Service Industries



“ India's highly skilled workforce and cost-effective services offer significant advantages for international companies looking to outsource various business functions. To take advantage of these opportunities, India's service sector needs to focus on continuous innovation, improving service quality, and investing in research and development to stay ahead of the competition. ”

Souniya Khurana, Co- Founder & CEO, WYN Studio



“ To improve productivity & sustainability, Indian aquaculture has embraced innovative technologies & practices, which hold immense potential for transforming India's aquaculture sector into a more sustainable & economically viable industry. The shift from capture-based to culture-based fishing in Indian inland fisheries has paved the way for a more sustainable and stable blue economy. ”

Dr. Manoj Sharma, Managing Director, Mayank AquaCulture



“ The confluence of India's vast rural hinterland, rich agricultural resources, & growing demand for food & services presents a unique opportunity to create a sustainable & inclusive rural economy. The integration of modern technologies in agro-food processing & services can help unlock the potential of this sector and enhance the productivity & profitability of small farmers. ”

Dr. Aruna Sharma, IAS, Former Secretary, Govt. of India



Global Opportunities: **Americas**





“ For decades Guatemala has observed a friendly and cordial relation with India and hopes to continue this healthy stride in future. The bilateral trade between our countries have increased tremendously over the years and showcases potential for major business development and economic growth across MSME Sector and corporates ”

H.E. Omar Castañeda Solares, Ambassador of Guatemala



“ Being an important brick in building any country, SME plays an essential role as a link in economic change. Cuba invites the Indian Entrepreneurs to look for different opportunities we have in our country and the big potential for development & business relationship between Cuba & India. ”

H.E. Alejandro Simancas Marin- Ambassador of Cuba



“ SME in Latin America including Peru represented 98% of the existing economic unit and engage 65% of formal labor. This strength depicts the potential global opportunities that Peru has to offer for India that is rapidly growing economy with the share of MSME increasing constantly. ”

H.E. Javier Manuel Paulinich Velarde, Ambassador, Embassy of Peru



“ India enjoys close, warm and friendly relations with Suriname with trade and economic relations being modest through the continuous export- import of boilers, machinery, iron & steel, electrical machinery, wood, aluminum , carpets, ceramic products, footwear and much more ”

H.E. Arunkoemar Hardien, Ambassador of the Republic of Suriname





“SMEs are the backbone for the economy for both united states and India & a major part of the trade between the two countries is thanks to the booming SME community. SME contributes to tremendous jobs boosting innovation & driving economic growth & almost all job creation in USA is due to SME moving from micro business to small businesses to medium businesses”

Jonathan M. Heimer, Minister Counselor for Commercial Affairs, United States of America



“ With similar international political & economic views, Venezuela has enjoyed strong relations with India, and now as a growing economy Venezuela is open for tremendous future growth. We see great potential for business opportunities that can further expand relations between Venezuela & India”

Alfredo Caldera Guzman, Charge d'Affaires a.i. of the Embassy of Venezuela



“ In China tax and tariff are going high which is giving opportunity to Indian businesses to diversify business strategies through the 'China+ 1' route. Indian product quality are superb and high-tech and have great potential to continue their growth stride in America with the advantage of both the countries bi-lateral trade and relations evolving beneficially.”

John Richard Erb, Founder & CEO, Smartline West Africa Ltd.



“ El Salvador is located in the heart of the Americas & we are an export oriented free-market economy with one of the lowest inflation rate in the region with proximity to key markets in USA, Mexico & South America. We believe that we are really easy country to do business as we are a dollarized economy.”

Steven Ramirez, Economic Counsellor, Embassy of El Salvador





Global Opportunities: **Asia Pacific & Oceania**





“ Nepal is dedicated to continue its infrastructure development & large investments are allocated to the development of energy, mainly hydropower, aviation, and transport infrastructure. Nepal is seen as an interesting destination to explore business opportunities, not only to serve Nepal, but also the larger markets to the north & south. ”

H. E. Dr. Shankar Prasad Sharma, Ambassador of Nepal



“ Tonga is an economy with strong potential, developed financial sector & strong presence of international banks. Its tourism sector is yet to be tapped with high potential including eco-tourism, strong human capital well educated, warm & welcoming English speaking people who nurture their unique cultural heritage and preserving natural resources ”

Desh B. Sahae, Honorary Consul of Tonga



“ Thailand is gradually recovering from the effects of covid and its tourism is showing major global business potential. Government backed infrastructure projects are geared up to boost the economy in areas of tourism, food exports, food processing, renewable energy and many other prospects for business development & global collaborations ”

Thirapath Mongkolnavin, Minister and Deputy Chief of Mission, Thailand



“ Consumer-related market opportunities lead the growth of Indonesia. Growing opportunities are seen in the retail, health, education, telecom & financial services sectors & have boomed in the last few years. Approximately 43% of Indonesia's 277 million citizens are under the age of 25 which provides areas of business expansion and global collaborations ”

Dadang Hidayat, Minister Counsellor of Indonesia



Olzhas Alipbayev,
Representative Head
to India - KAZAKH
INVEST, Kazakhstan

“ Kazakhstan's strategic aspiration is to become a modern, diversified economy with a high value-added & high-tech component & is set to be achieved through top prospective economic sectors of agriculture, education, extractive industries, franchising, healthcare, ICT infrastructure. ”





Global Opportunities: **Europe**





“ Spain is evolving its macroeconomic reforms in the financial sector due to which labour costs have dropped & productivity has increased in comparison to other major markets in the region. These reforms have increased Spain’s competitiveness, making it a good market for entry into the European region. ”

Diego Moreno Alonso- International trade Advisor of Spain



“ Germany is one of the leading European markets for cross-border trade, both for consumer products & for business-to-business products & services. It remains an attractive global investment market in sectors of aerospace, defense, advanced manufacturing, energy, travel & tourism & ICT. ”

Vinit Vidyarthi, Senior Partner- AFII Capital GmbH (Gesellschaft mit beschränkter Haftung), Germany



“ The UK governments continues to develop its ties with India in the Indo- Pacific region through encouraging an developing collaborations environment across all major sectors. With a vision to drive a dynamic trade and investment co- environment through the leadership guidance we see potential opportunities in global areas of climate change, clean energy and global health. ”

Vikram Singh- Strategic Head Investment of Britain (UK)



“ Romania has in the past collaborated in projects involving petroleum, petrochemicals, power, and metallurgy industries with India that has aided in establishing a healthy bi-lateral. Increasing our bilateral trade and investments is guided by the shared aspiration of multilevel economic development and willingness among the leadership ”

Ionut Viziru- Economic Counselor of Romania





Global Opportunities: **Middle East & Africa**





“ India Ghana bilateral trade relations can be facilitators for the MSME Sector with opportunities available in agricultural technologies, agro-processing, renewable energy project and much more in Ghana ”

Ernest Nana Adjei Cheremeh, Minister-Counsellor of Political and Economic of Ghana



“ The Ghanaian economy is made up of small and medium scale enterprises (SMEs), corporate bodies and multinational companies and over the years has seen significant economic development. We invite Indian business participants to explore our growing nation and further strengthen the bi-lateral bonds that both country shares ”

Samuel James Nii Adjei Tawiah- Mayor, Korle Klottey Municipal Assembly, Ghana



“ The Economy of Jordan is driven by MSMEs that represents 98% of the private sector entities. The Jordanian government has issued several reforms to support the MSME Sector and with India- Jordan developing friendly ties we see huge opportunities for MSME to doing business & trade together. ”

Falah Ali Hamed Al Ghafari, Deputy Chief of the Mission (DCM), Embassy of the Hashemite Kingdom of Jordan



“ Republic of Mauritius highly values its cooperation with India in promoting SMEs in both the countries. The SME sector is one of the emerging forces of the country's economy impacting positively on the GDP and the Mauritius Government is committed to grow the SME Sector which makes Mauritius a beneficial global partner ”

Seewraj Nundlall, Economic Counsellor, Economic Development Board, Consulate of the Republic of Mauritius





“ Zimbabwe has crafted indigenous reforms that solely focuses on SMEs, with Indian exports of drugs, pharmaceuticals & chemicals, machinery & instruments, electronic goods & plastic and linoleum products as major commodities & Zimbabwe’s exports of cotton, tea, non-ferrous metals & spices to India as principal commodities we can create great opportunities for both the countries ”

Munyaradzi Dzenga, Senior Business Development Officer in the Ministry of Women Affairs, Community, Small and Medium Enterprises Development, Zimbabwe



“ The bilateral relations between India & the Republic of Ivory Coast has expanded considerably in the recent years with both the countries cooperating in new areas such as pharmaceuticals, transport, water supply and telecommunications. This further promises future prospects for both the countries trade & investment resolution ”

Ange Gabriel AKAFFOU, Commercial Counsellor, Embassy of Cote D'ivoire in India



Pitch for Partnerships



“ The opportunities available for the SMEs are tremendous as USA has allocated around \$2 trillion to be spent in next 10 years to bring back manufacturing & industries for semiconductors, green energy, highway projects etc. Tax benefits & financial supports are radially accessible as long as the project is viable. ”

Amar Vakil, Managing Principal, STUP LLC, North America (Americas)



“ New Zealand industries across the board are receptive to new & innovative technologies that reduce costs & increase productivity. Agribusiness, New Zealand's leading business sector, is an example where mechanization & digital technologies are linked to farm production. The market size is ideal for New-To-Export companies & for testing New-To-Market products. ”

Anthony Kake, CEO, Papakura Marae, New Zealand (Asia Pacific & Oceania)



“ As the third largest European economy, Italy continues to grow as a potential global investment hub through its business development infrastructure and strategic investment reforms. Italy's biotech industry is among its faster-growing sectors & is helped by a well-established academic & industrial research infrastructure. ”

Vandana Yadav, South Asia Consultant, AF L' artigiano in Fiera, Italy (Europe)

Valedictory Session



(L-R) Ms. Sushma Morthania, DG, India SME Forum, Mr. K. Mariappan, President, India SME Forum - Tamil Nadu Chapter, Dr. J. S. Juneja, Vice Chairman, India SME Forum, Mr. Nilesh Shukla, President, India SME Forum - Gujarat Chapter, Mr. Prahlad Kakar, Chairman, India SME Forum, Dr. Aruna Sharma, IAS, Former Secretary, Govt. of India, Mr. Vinod Kumar, President, India SME Forum, Mr. Radhe Shyam Choyal, President, India SME Forum - Rajasthan Chapter

Valedictory Session: Friends of India



H.E. Omar Castañeda Solares,
Ambassador of Guatemala



Dr. Claude Béglé, Chairman, Swiss
NeWater Holding, Switzerland



Anthony Kake, CEO, Papakura Marae,
New Zealand



Eva Svobodová, Director General &
Board Member, AMSP ČR



Shafquat Haider - Ambassador of
WUSME, Bangladesh



Ajay Vasisht, Secretary General, NZ
INDIA SME Forum, New Zealand

Valedictory Session: Friends of India



Abdullah Mohammed Al Shehhi, CEO,
ARDIC



Mukul Rajpal, Europe India SME
Forum, Secretary General



Ruwan De Silva, Chairman - Public
Relations Committee for Federation of
Chambers of Commerce and Industry
in Sri Lanka



On Behalf of Mr. Samuel James Nii
Adjei Tawiah- Mayor, Korle Klottey
Municipal Assembly, Ghana



Munyaradzi Dzenga, Senior Business
Development Officer in the Ministry of
Women Affairs, Community, Small and
Medium Enterprises Development,
Zimbabwe

Trade Connect Forms

TRADE CONNECT FORM
FREE SERVICE FOR ENTERPRISES from
INDIA'S LARGEST NOT FOR PROFIT ORGANIZATION
FOR SMALL & MEDIUM ENTERPRISES
email completed form to : info@indiasmeforum.org or send to
INTL. TRADE DESK, INDIA SME FORUM DD-30, Second Floor, Kalkaji, Nehru Enclave Extension, Delhi - 110019, INDIA

INDIA SME FORUM **INTERNATIONAL TRADE DESK**

NAME OF THE ENTERPRISE: _____
NAME OF THE ENTREPRENEUR: _____ WEBSITE: _____
E-MAIL: _____
MOBILE NO: _____

SELECT ALL THAT APPLY: MANUFACTURER TRADER EXPORTER SERVICE PROVIDER
ITEMS / PRODUCTS / SERVICES OF EXPORT: _____ COUNTRIES OF EXPORT: _____
A SHORT BRIEF ABOUT YOUR COMPANY: _____

REQUEST FOR MEETING
NAME OF THE DELEGATE / COMPANY YOU WOULD LIKE TO MEET AT THE INTERNATIONAL SME CONVENTION 2023
IF NOT KNOWN PLEASE LET US KNOW
SECTOR OF COOPERATION: _____ INTERNATIONAL REGION: _____

PURPOSE FOR THE MEETING:
 BUSINESS PROMOTION / NEGOTIATIONS DISTRIBUTION DEALERS/PARTNERS SUPPLIERS / TRADERS
 B2B MEETINGS - PROBABLY PROBABLE PARTNERS, AFTER THE CONVENTION TOO? INVESTOR / JOINT VENTURE OTHERS _____

1) WOULD YOU LIKE TO MEET WITH THEM?
 YES NO

2) WOULD YOU LIKE TO MEET WITH THEM?
 ALREADY WANT TO BE A PARTNER NOT INTERESTED

3) PLEASE SPECIFY ADDITIONAL INFORMATION FOR EXPORT / TRADE / COLLABORATIONS:

DATE: _____ SIGNATURE: _____

1305 Trade Connect forms filed for business matchmaking in International SME Convention 2023.

The forms were used to setup meetings at the Convention between those present and available.

We intend to continue the Trade Connect Desk further to help SMEs Networking, collaborate and form Joint Ventures, between Indian and International SMEs.



THANK YOU !

See you again in
November 2024
in New Delhi, India

