



## **Minutes of the 3<sup>rd</sup> Meeting of SME Chapter, MAIT**

**1100 Hrs:9 July 2016: Bangalore**

The meeting started with a Welcome Address & an update on the MAIT AGM held on 7 July 2016 in New Delhi by Mr. Rahul Gupta, Chairman, MAIT SME National Chapter. Among other things, he highlighted about the election process, election of President, Vice President, etc. in MAIT. He also shared the new EC composition to the members, which were announced during AGM. He also highlighted that MAIT impression in the Central Government has improved over a period of time. He also briefed the members on the speeches made by Mr. Kiren Rijiju, MoS for Home Affairs, GoI and Dr. V K Saraswat, Member, Niti Ayog where the key focus was on "Make in India". He also explained on how members in MAIT has benefitted on the CRO issue through MAIT and also on the meeting with Director (IT&BT),GoK held on 5<sup>th</sup> July 2016 in Bangalore. He encouraged members of the SME Chapter to select one or two issues of SMEs as Agenda and represent the same nationally.

Mr. J Sathish Kumar, Secretary, MAIT SME Karnataka Chapter started with briefing the members on the meeting with Ms. Tanusree Deb Barma, IAS;MD,KBITS & Director (IT&BT),GoK. He highlighted that the Director wants to see the strength of MAIT SME Chapter and also wants to see the profiles of MAIT SME Chapter Members.

Mr. Sathish proposed to name the SME Chapter consisting of SME members in Southern States as MAIT SME South Zone in the meeting. However, the members could not reach a consensus on the same. Meanwhile, Mr. Sudhir Goel, President, MAIT SME Karnataka Chapter suggested that MAIT SME Members of other states can be invited to attend the meetings and activities of the Chapter.

Subhajit briefed the members on the meeting in KBITS on Skill Development with Dr. Maulishree,CEO, ICT Skills Development Society,Department of IT, BT and S&T,GoK. He briefed the members briefly on the process of how they select candidates and how they are being trained on the 73 ESDM Courses provided by DeitY,GoI. Mr. Sathish then highlighted that there is an opportunity of being empaneled as a trainer for them over a period of time. He also shared his views and on the process of training to the members.

He then briefed the members on his proposal on building an SME IT Park in Bangalore to the Director. The Director said that they are already considering the same and if there is enough demand and takers for this project, then she can push the proposal in the Government, he highlighted. He encouraged the members and sought their views on how to push the agenda to support the Director to put the case strongly in the Government. IN

the meantime, Mr. Sathish agreed to volunteer to prepare a proposal on SME IT Park (based on his Singapore experience) from MAIT SME Chapter and present the same to Director (IT&BT), GoK. He also highlighted that the Director has asked for suggestions from MAIT SME Chapter on the Preferential Purchase Policy and encouraged members to share suggestions, if they have any for the same. He said that if MAIT SME delegation prepares a draft on this and presents the same to the Director(IT&BT), which if gets accepted then she could be requested to write to PSUs, Government Establishments, etc. for the SME companies operating in Karnataka.

Mr. Rahul Gupta briefed the members on the topics on which MAIT is currently working which includes e-waste management, Digital India, Green IT initiatives, IT procurement, etc. He suggested and encouraged the members to take up one or two topics and develop a concept paper on the same from SME perspective.

### **E-Waste Management:**

Mr. Sudhir Goel and Mr. S K Selvan have agreed to champion the e-waste management initiative of the MAIT SME Chapter. A concept paper on the same would be developed by them.

### **Pollution Monitoring System:**

Mr. K Ganesan, Director, Numag Data Systems Pvt. Ltd. has agreed to prepare a concept paper on pollution monitoring system for MAIT which could be presented to the state Government.

### **Smart City project:**

There was a discussion on Smart City Project of the Government by the Members during the meeting. Mr. Sathish initiated discussion by saying that in Karnataka two cities, viz, Tumakuru and Belgavi have been shortlisted for the Smart City project. He highlighted that IT&BT Department does not have any role to play in the Smart City project(as and mentioned by the Director). On this, Mr. Rahul Gupta added that MAIT SME Chapter can prepare a document on the same by clearly defining the role of IT&BT Department and present the document to the Director. Mr. Sathish suggested to take consultation from a experienced consultant in such projects and also MAIT SME Chapter having one to one meeting with relevant Govt. official (who is I/C of Smart City project) to understand the details of Smart City project and what are the various phases in a Smart City project and what milestones need to be achieved in each phase.

### **Membership Growth Strategy discussion**

Which discussing on how to grow members of SME Chapter, Mr. Sathish enquired whether a possible tie up can be made with any Club in Bangalore wherein Members get discount on the Club membership fee (which could be offered to a new member). Mr. Challa Kali Prasad, CEO, Ad-On IT Systems reacted to this point by saying that he

knows about a club called Chairman's Club located in Hebbal, Bangalore where he would talk to the concerned authorities on the possibility of a tie-up and would get back shortly wherein MAIT SME Chapter get discount for holding meetings and also social gatherings/events. Mr. Sathish also suggested to give some discount offer (if acceptable to MAIT) to new companies for joining MAIT.

Mr. Rahul Gupta suggested the members to bring one member each for becoming a member of MAIT who can champion initiatives on topics that MAIT nationally is working on. He also mooted the idea of making presentations at various industry associations on MAIT and its membership.

### **Other matters:**

- Mr. Gupta suggested that MAIT SME Chapter prepares a document on a list of unfriendly tenders for SMEs and submit the same to the MSME Dept., GoI. In this connection, he requested the members to contribute on the same within a period of one month.
- Mr. Challa would prepare a concept paper on strategy to provide wholistic solution to SMEs through e-commerce and share the same with MAIT.
- Mr. RMS Reddy, CEO, Deepbiz share information on future delegations led & sponsored by Karnataka Government, especially by the IT&BT Dept. with SME Chapter members.
- Mr. Ganesan, Director, Numag Data Systems enquired if MAIT SME Chapter can have a registration with Research Design and Standards Organisation(RDSO) wherein MAIT SME Members can get information on business enquiries from them. MAIT would get back after talking to RDSO on the same.
- IIIT Bangalore Visit: During the meeting, members shared few suggestions for the Agenda for MAIT SME Chapter delegation visit to IIIT Bangalore. They were:
  - a) SMEs can provide Domain expertise on technologies or be supplier of technologies to IIIT Bangalore. Can offer help to the purchase dept. for executing projects.
  - b) Can participate in the placement process for offering jobs to students.
  - c) Can mentor students in few domains.
  - d) Can offer Sessions on Entrepreneurships on various aspects of entrepreneurships, start ups,etc. including mentoring by giving live on the job experience or through skype.
  - e) Guest Lecture Sessions.

On sharing the date for the visit 18/19/20 July (As suggested by Prof. Sadagopan, Director, IIIT Bangalore); members suggested to propose 20<sup>th</sup> July 2016(Wednesday) for the visit.

**Date of Next Meeting:**

The date of next meeting would be tentatively held in the first week of August, 2016. However, it would be communicated to members once finalized.

**List of Participants:**

1. **Mr. Rahul Gupta**, Chairman, MAIT SME Chapter
2. **Mr. Sudhir Goel**, President, MAIT SME Chapter, Karnataka
3. **Mr. J Sathish Kumar**, Secretary, MAIT SME Chapter, Karnataka
4. **Mr. RMS Reddy**, CEO, Deepbiz Technologies Pvt. Ltd.
5. **Mr. Challa Kali Prasad**, CEO, Add-On IT Systems
6. **Mr. S K Selvan**, Proprietor, Supreme Technologies
7. **Mr. K Ganesan**, Director, Numag Data Systems Pvt. Ltd.
8. **Mr. M B Sanjay**, CEO, Founder, Samarth Technologies
9. **Mr. Subhjit Poddar**, MAIT Secretariat(South)

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