

VI-B. CONSULTANCY DEVELOPMENT CENTRE

1. PREAMBLE

CDC has made significant strides in emphasizing the need for effective use of consultancy services in various Central/ State Govt. Ministries/ Departments. Consolidating its position as a Centre for promoting and developing consultancy, CDC

offers a vast range of services to Clients and Consultants.

During the year 2010-11, CDC undertook various activities keeping in view its mandate of promotion and development of Consulting Profession, Capacity Building, Creating trained human

Programme Clusters	Programmes
Consultancy Promotion	Exposure of Consultants and Clients to International Practices Including Seminars and Conferences
	Scheme for women consultants
	Scheme for Fellowship/Internship to Students of Academic Institutions for carrying out Live Consulting Assignments
	Study on Export potential in 4 middle east countries viz. Saudi Arabia, Bahrain, UAE and Kuwait
	Study on Export potential in CIS countries
Services	Capacity Building for use of consultancy services by Ministries / departments of Central/State Governments and client organizations
	Building Consulting Practices: Experiences of leading consultants
	Accreditation/ Certification and Empanelment of Consultants
	Consultancy Business Opportunities (CBO)
National Programme for Competency Development in Strategic Focus Areas such as * MSME * Mission mode e Governance Projects * S&T Interventions in J & K and LWE States	Building Enterprise Capabilities for Managing Costs - for MSME Sector
	Building capabilities on implementation of Lean - ERP/ Automated Solutions in PSU/ Solutions in MSME
	Case Study on E-governance Projects

resources in the consulting domain and facilitating Client Organizations in the selection of right Consultants for their projects.

2. ACTIVITIES USING PLAN SUPPORT

During the year 2011-12, Plan support of 400

lakhs was provided by DSIR for carrying out the various projects/schemes and activities. To have seamless integration with Programmatic Cluster Driven Approach of the 12th Five Year Plan the various projects/schemes and activities were put under various programme clusters as given below:

Programme Clusters	Programmes
Training, Development & KMPI Operations	Course Development for Educational Programmes, Certificate, Diploma, Advanced Diploma & PG Programmes in: 1. Consulting skills, Consultancy Management 2. R&D Management, Technology and Innovation Management 3. HR, Organizational Development, Management of Change 4. ERP, Data Centre Management, Networking & Communication Technologies Building capacities for consultancy development & Knowledge Management in Partner Institutions
Technology Delivery & Transfer, Technopreneur Promotion and Commercialization	Scheme on Building for use of Green Technology Configurations, Architectures and solutions for Habitat Ecosystem Advocating Green Shelter and Energy Efficient Habitat Eco- System
Developing National Knowledge Repository Standards & Contribution to National Projects	Setting up of Knowledge Centre in CDC Development of Framework of Models, Mechanisms, Standards etc. Publications thereof.
Turnkey Project Management in Infrastructure Planning & Development	Programme on building capacity for Infrastructure Development & Construction Engineering Services
International collaboration through conferences	* TCDPAP * FIDIC

3. MAIN HIGHLIGHTS OF VARIOUS PLAN PROJECTS / SCHEMES AND PROGRAMMES UNDERTAKING DURING 2010-11

i. *Capacity Building for use of consultancy services by Ministries /departments of Central/State Governments and client organizations*

CDC carried out 37 programmes including programmes executed through TCOs on

“Selection and Effective use of Consultants” and more than 700 Sr. Govt. officials of Central/State Govt./Ministries/ Departments were trained. Feedback of the participants was well received and it was recommended that CDC should continue conducting more number of such programmes in future as well.

ii. *Exposure of Consultants and Clients to International Practices Including Seminars & Conferences.*

Under this scheme, CDC extends financial assistance to Consultants for attending and participating in international conferences and seminars and assimilates knowledge about best practices in consultancy.

During the year 2010-11, Support was provided to Clients and Consultants in the following international conferences:

- a) FIDIC Annual Conference
- b) 16th World Productivity Congress
- c) TCDPAP Annual conference
 - Under the scheme, CDC provided support to 20 Senior Govt. officials/ Consultants for attending the FIDIC Annual Conference 2010 on 'Managing Innovation -The Way Forward' held from 19-22 September, 2010 in New Delhi.
 - Financial assistance was provided to five Senior Govt. officials and Consultants towards participation in the 16th World Productivity Congress held from 2-5 November, 2010 at Antalya, Turkey.

iii. *Project for Mapping of Indigenous Technologies with state Govt. schemes for public services and utilities across sectors and identification of Consultancy interventions therein.*

CSIR has developed a number of technologies in diverse fields such as Health, Building & construction, Chemical, Agriculture, Drinking Water and Information Technology which are in commercial use. They also have technologies which are available for commercialization.

Keeping in view that how the mapping of CSIR Technologies with State Govt. schemes for public services and utilities across sectors

may take place to enhance the use of CSIR Technologies, CDC undertook a macro level study of demand of selected CSIR technologies among State Government users pertaining to these sector.

99 technologies listed in the Compendium of Technologies titled "Selected CSIR Technologies Focusing States of India" were considered for the study.

iv. *Accreditation/ Certification and Empanelment of Consultants*

Realizing the fact that there is lack of awareness among various Client organizations (particularly Ministries / Govt. Departments / PSUs) about the capabilities and level of operation of Indian Consultants and subsequently, there is also need for enhancing quality in consulting, CDC has proposed an independent and objective system for the Accreditation of Consultants and Consulting firms.

- An Accreditation Advisory Committee(AAC) has been constituted for the purpose of grant of certificate of Accreditation.
- CDC has received a total of 136 applications (25 applications in the category of 'Individual Consultants' and 111 applications in the category of 'Consulting Firms'). The applications are under consideration of the Committee.
- First meeting of AAC was held on 25th March' 2011.

v. *Modifications in Manual for Selection of Consultants for Consultancy Profession*

CDC has launched a scheme in 2009-10 on Capacity Building for use of Consultancy Services by Ministries/ departments of Central/ State Governments and Client

organizations. The base documents used was "Manual of Policies and Procedures for Employments of Consultants" prepared by Ministry of Finance.

During these capacity building programmes feedback was received from participants based on their practical experience on some aspects which have not been comprehensively covered in the manual. Keeping this in view CDC undertaken a study on "Modifications in Manual for Selection of Consultants for Consulting Profession" with following objectives :

- ❖ Examine the Ministry Finance "Manual of Policies and Procedures for Employment of Consultants" available on Ministry of Finance website.
- ❖ Identify gaps vis-à-vis international practices particularly being adopted by Asian Development Bank, World Bank/FIDIC.
- ❖ Identify issues, concerns areas of both consultants and clients that hamper development and promotion of consulting in India.

vi. Scheme for Women Consultants

With an endeavor to expose women experts in various disciplines of consultancy and to encourage them to take up consultancy as a career option, CDC evolved a scheme for Women Consultants. The scheme involves providing financial assistance to Women Consultants including subsidy for training, travel, infrastructure, etc for attending and participating in international seminars and conferences.

vii. Scheme for Fellowship to Students of Academic Institutions for carrying out Live Consulting Assignments

The fellowship scheme was launched in 2009 with the objective of encouraging

professionals to venture into the field of consultancy. The scheme offers students pursuing BE/ B.Tech/ MBA or equivalent courses an opportunity to work on live consulting projects and learn consultancy skills during their educational programmes. The scheme also has a provision of providing cash incentives to successful candidates. A total of 27 Project proposals were received. 18 Cases granted permission to carry out projects and 3 Fellowship (of 10,000) granted to successful students.

viii. Development of Technology Commercialization Experts

The programme aimed at inviting participation from Scientists/ Engineers/ Experts and Consultants seeking a role in technology commercialization and transfer activity within their own organization or as a new career opportunity or as a Free Lance Technology transfer specialists/ Consultants. The workshops of 3 days conducted at Hyderabad, Bangalore, Mumbai, Pune, Chennai, Nagpur and Delhi and was attended by a total of 162 participants.

ix. Study for Consultancy Export potential in CIS Countries (Russia, Kazakhstan, Belarus and Ukraine)

The basic aim of the study was to find out and recommend mechanism to develop linkages with government agencies, prospective client organisations, local industry associations, trade missions, Consultants (individuals and firms), associations, chambers of commerce, etc.

x. Identification of S&T interventions and skill development in NE/J&K/LWE states and identification of consultancy interventions.

The study aimed at identification of steps taken by Social groups and other organisations working towards the development of these states involving

Science and Technology interventions; Preparation of skill development plan based on the identified Science and Technology requirements and developing training programs on employability skills (involving science and technology interventions).

The study focused upon identifying the initiatives taken up by Central Government and the respective State Governments in the form of various Schemes.

- xi. To prepare model DPR along with business models for use of Indigenous technologies R&D funded technologies for water purification for mass deployment.*

The DPR was undertaken to examine the various aspects pertaining to indigenous technologies related to drinking water such as supply and demand gap, competitor technologies, commercialization projects, technologies gaps as well as to evolve strategy after consultative process with various stakeholders such as CSIR Scientists, Government officials, Manufacturers, NGO, Water Consultants. Final DPR submitted to DSIR.

- xii. Consultancy Business Opportunities (CBO)*

CBO is an electronic version of fortnightly business information bulletin and include the following:

- Consultancy opportunities available at home and abroad
- Emerging opportunities both at home and abroad
- Major forthcoming events
- Any other information conveyed by CDC from time to time

The daily email alert publication continued. All the consulting opportunities – both

national and international are uploaded on the website.

- xiii. Project on Documentation of Case Studies/ Projects in Consulting.*

In order to supplement educational programmes in consultancy management and create a knowledge base of reference material in consulting, CDC proposed to develop a compilation of case studies documented by practicing consultants.

- xiv. Knowledge Centre - Publication of reports, books, journals etc.*

CDC has published study report on various projects/ assignments carried out during the year. In addition to project reports, CDC has been regularly bringing out following publications:

- **Consultancy Vision**

Consultancy Vision™ is a quarterly newsletter covering news, views, programmes and activities of the Centre and its members and is widely circulated to the members of CDC, Consultants and Consultancy organizations, Government departments, Multi-lateral Funding Agencies and Foreign Missions. Electronic version of the publications was started during the year 2007 and the same is disseminated through e-mail and uploaded on website.

- **Consulting Ahead**

Consulting Ahead™ is a bi-annual journal of CDC. First issue of the journal was released in January 2007. This is the only journal in the country on Consultancy. Consulting Ahead is a source of innovative thoughts, knowledge and information of concern for Consultants, Clients, Policy Makers, Academicians and Professionals from various disciplines. Two issues of the Journal were brought out in July 2010 and January 2011 respectively.

xv. Course Development for Educational Programmes etc.

CDC is in the process of starting MBA in Consulting Management in collaboration with IGNOU. The contents of various courses are under development stage.

4. FUNDED PROJECTS

CDC during the year 2010-11 has undertaken a number of projects funded by various Ministries/Govt. departments. The details are given below:

S.No.	Title of Project	Ministry/ Department
1	Technology Mission: WAR for Water Programme	Department of Science & Technology (DST)
1a	Engagement of services for inviting Expression of Interest from NGOs for providing solutions for water challenges	
1b	Engagement of services for inviting Proposals from NGOs for water challenges	
1c	Engagement of agencies for inviting EoIs from solution provider-Phase II	
1d	Engagement of services for inviting Proposals from Enterprises (Phase - II) for water challenges	
1e	Contract Management for WAR for Water Project	
2	DPR Preparation for Modernization of Activities/ Process	DAVP
3	Building Grant Scheme - Ministry of Culture	Ministry of Culture
4	Consultancy services for setting up a commercial wing of National Council of Science Museums (NCSM)	NCSM
5	Preparation of Aspirational Document for National Spatial Data Infrastructure (NSDI) Division	DST
6	RGVY- Physical Verification of Kathua and Udhampur projects in Jammu & Kashmir under RGVY X – Plan	Rural Electrification Corporation
7	DTTE Education Programme	Dept of Training & Technical Education
8	Feasibility Study of Science city at Sampla district, Rohtak, Haryana	DST, Govt. of Haryana
9	Developing, Commissioning, Operating, Managing and O&M of Online system for NET/ARS – Prelim Examination at ASRB HQ	Agricultural Scientists Recruitment Board (ASRB)
10	Selection of Agency for conduct of Online Assistant's grade Preliminary Examination of ASRB/ICAR	

5. EDUCATIONAL PROGRAMMES

With the mandate of development and promotion of consulting capabilities, CDC has been always focused on designing educational programmes for promoting consultancy and overall development of practicing professionals in the consulting domain. During the year a total 200 students were trained through its educational Programmes-MS in Consulting Management Certificate Programme in Technical Consulting and Certificate Programme in Management Consulting.

6. FOUNDATION DAY: CELEBRATING SILVER JUBILEE

Consultancy Development Centre (CDC), celebrated its Silver Jubilee on 15th January 2011. Prof. Samir K. Brahmachari, Secretary DSIR, DG CSIR and Chairman, CDC was the Chief Guest at the CDC Silver Jubilee Function.

Prof. Brahmachari commended Dr. S. Vardarajan for his vision and initiative in recognizing the need for development of consultancy as early as in 1986. He appreciated CDC's role and contribution during the last 25 years in promotion and development of

consultancy across disciplines through diverse activities.

He also suggested that CDC could develop 'Social Entrepreneurship Consultants' who would act as catalyst in proposing and reaching out national plan schemes to the masses.

7. INTERNATIONAL RELATIONS

CDC is the secretariat for implementing programmes of TCDPAP since 1994 and has been carrying out various activities like information dissemination, publications, organizing training programmes/ seminars in member countries and networking among member consultants. It has provided active secretarial support in organizing international conferences, in addition to organizing General council and Executive Committee meetings of TCDPAP during the past decade.

TCDPAP Annual Conference - 2010-11 was organized during 14-16 April 2010 at Hanoi, Vietnam which focused on "New Approaches and Solutions for Consultancy Business Innovation".



Dr. S. Vardarajan, founder chairman, CDC at the Silver Jubilee Function

8. FINANCIAL PERFORMANCE

A Plan support of 400.00 lakhs was provided to CDC by DSIR DURING 2010-11 for carrying out various activities relating to

consultancy development and promotion. Expenditure of 418.69 lakhs was incurred and the total revenue generation from various programmes & activities during the year was 238.84 lakhs.

