

II F. CONSULTANCY PROMOTION PROGRAMME

1. OBJECTIVES

The objectives of the programme include:

- To promote and strengthen consultancy capabilities for both domestic and export markets.
- Support to Consultancy Development Centre (CDC) and other promotional organizations related to consultancy.
- Human Resource Development including fellowships to bright & promising engineers as apprentices with eminent consultancy organizations, arrange training etc.
- Support R&D efforts of consultancy organizations and commercialization of indigenous technologies.
- Organize Seminars, Workshops, etc. and document consultancy capabilities.
- Create awareness among users of consultancy.

2. ACTIVITIES

Some of the programmes/activities carried out during the year, are briefly indicated below:

2.1 Documentation of Consultancy Capabilities and Experiences

39 reports on consultancy capabilities in specific industrial sectors as well as at state level have been printed so far under the scheme including two specific reports on Study of Consultancy Services in India and Policies & Incentives available to Consultants in another countries. These reports have been widely disseminated.

In addition to above, the following studies were at various stages of implementation :

Study on Consultancy needs for improving performance/ upgradation of Textile Industry in UP

With a view to have insight of consultancy capabilities available in the state of Uttar Pradesh for Textile Industry and to study consultancy needs for improving performance and upgradation of this sector, this study was assigned to UP Industrial Consultants (UPICO), Kanpur. The study is completed. The study has suggested a total package in terms of consultancy needs for revival and improving performance of Textile Industry so that it can face the challenges of global competition.

Study on Consultancy Capabilities for Small Hydropower Development in India

With a view to have an assessment of Consultancy Services in terms of capacity and opportunities for Small Hydropower Development in the country, the study was commissioned at IIT, Roorkee. The study is expected to give an overview of the status of Consultancy Services in Small Hydropower Plants, and study the Needs & Opportunities in Importing & Exporting Consultancy Services, identifying gaps in consultancy etc. The first draft report of the study was examined by a Project Review Committee.

In addition to the above some more industrial sectors/areas are being identified for conducting consultancy capability studies and also overseas countries were being identified for conducting studies to assess consultancy export potential for Indian consultancy services in these countries.

2.2 Promotion of Design Engineering Service Centres and Consultancy Clinics

Though India has developed considerable consultancy capabilities in several areas, consultants need to develop design & engineering capabilities in specific industrial sectors, particularly in the context of globalization, and thus become more competitive. These capabilities would also be useful in commercializing and marketing of indigenous technologies. Also, consultants and consultancy services need to be utilized optimally not only by big and medium industries, but by the small-scale industries as well. Keeping these objectives in view DSIR has evolved programmes for promotion of Design & Engineering facilities in specific sectors, such as food processing, textile etc. and Consultancy Clinics to support SMEs particularly those located in clusters. The following centres/ clinics have been supported/ under consideration :

Food Processing Technologies and Services Centre (FPTSC) at Kanpur

Keeping in view the large concentration of food grain production and food processing industries particularly the SMEs in the state of Uttar Pradesh, this centre is being set up by U.P. Industrial Consultants Ltd., (UPICO), a technical and commercial consultancy organization of U.P. State and Financial organization, in technical collaboration with CFTRI to help the food processing industries in the North-Western region of the country. The centre is functional at Kanpur and is rendering services to the existing entrepreneurs or the new ones desiring to set up food related industries, on payment basis. Some revenues have also been generated by UPICO through the services of the Centre. UPICO-CFTRI have carried out in-depth survey related to potential and availability of

raw material for Food Processing Industry in the state of Uttar Pradesh. This report is printed and is widely disseminated. The pre-operative phase of the project is completed and support for post-operative phase for 3 years had been approved and funds for first 2 years w.e.f. April 2001 have been released. The pilot plant facilities are created at CFTRI Resource Centre, Lucknow and Laboratory Testing Facilities at FPTSC, Kanpur, for the use of clients. More than 200 potential entrepreneurs were given training and encouragement for setting up of units in food processing sector in UP.

Consultancy Clinic for Lime Kiln Industry at Katni

With a view to provide doorstep professional services for lime kiln industry in particular and other industries in general, this consultancy clinic is set up by Madhya Pradesh Consultancy Organisation Ltd. (MPCON) at Katni. The clinic has started operations. Awareness campaigns have been started for clients, and clients are availing services of the clinic. The clinic has also started revenue generation by way of its services. The project is completed as per the terms of reference. It is reported by MPCON that clinic operations were continued on self sustaining basis.

Other Proposals

A few areas and SME clusters are being identified for setting up of Design Engineering and Consultancy Service Centres as well as Consultancy Clinics.

2.3 Institutional Programme Support

The Consultancy Development Centre (CDC), New Delhi has been made an Autonomous Institution of DSIR. DSIR has been providing capital & recurring support to CDC to promote

and strengthen consultancy capabilities in the country.

3. REPORTS/ PUBLICATIONS/ PAPERS

Technical papers/reports relating to technology & consultancy, including the following were prepared and presented in various technical fora :

- A country paper on “Development of Knowledge Infrastructure in the Developing Countries – Role of Consultants” Indian Scenario for TCDPAP International Workshop on “Development of Knowledge Infrastructure in the Developing Countries – Role of Consultants” organized in New Delhi during October 2004.
- Draft Report on “Consultancy Capabilities for Small Hydro Power Development in India”.
- A final report on “Consultancy Needs for Improving Performance/ Upgradation of Textile Industry in UP”.

4. ADVISORY SERVICES

Advisory services were made available to various consultancy related organizations and Departments in relation to their programmes and activities. Following are examples of participation :

4.1 Committees

- Governing Council, Executive Committee, Membership Committee, Awards Committee for Excellence in Consultancy, Review & Technical Committees of 7th National Consultancy Congress of CDC and CDPA committees of CDC.
- Ministry of Commerce Committee on WTO negotiations Trade in Services.
- Governing Council of CEAI.
- Executive Committee Technical Consultancy Development Programme for Asia and Pacific (TCDPAP).

4.2 Seminars/Workshops/ Meetings

- Technical and organizing committees for Seventh National Consultancy Congress organized by CDC.
- EDP Programmes on Fruits & Vegetable organized by Food Processing Technologies and Service Centre (FPTSC), Kanpur, at CFTRI Research Centre, Lucknow.
- TCDPAP International Workshop on “Development of Knowledge Infrastructure in Developing Countries – Role of Consultants” held in New Delhi in October 2004.