

III-B. Consultancy Development Centre

1. PREAMBLE

During the year 2007-08, Consultancy Development Centre (CDC) re-oriented its activities in line with its mandate of development and promotion of consultancy capabilities in the country as given in the Memorandum of Association. Towards this, the following thrust areas have been identified.

- Education
- Capacity Building
- Export of Services of Experts/ Consultants/ Technologists/Scientists
- Promotion of Consulting as a career option among women/young professionals

Specific programmes and activities were drawn up in line with each of the above thrust areas. In order to facilitate CDC to carry out developmental activities relating to the consultancy profession, a budgetary support of Rs.10 crores has been approved for CDC during the 11th Five Year Plan. The year 2007-08, being the first year of the 11th Plan, the support of 2 crores from DSIR was utilized for various new initiatives. As a follow up of the Cabinet decision approving CDC as an autonomous institution of DSIR, the CDC Rules and Regulations 2008 were framed and notified. The new Governing Council of CDC was constituted in accordance with the new Rules.

2. NEW INITIATIVES DURING THE YEAR

2.1 Educational Programmes

MS Degree Programme in Consultancy

Management in collaboration with BITS Pilani

The MS Degree Programme in Consultancy Management in collaboration with BITS, Pilani is operational since 1995. Over the years the programme has grown in terms of number of students. During the year the Eleventh Batch commenced with 56 students. The tenth batch of the programme continued in parallel. Since last few years there has been growing demand for the course, especially from outside Delhi.

Also, over the years, CDC has developed good faculty in the area and a network of members and professionals across disciplines in different States. Considering that consultancy and



MS Degree Programme in Consultancy Management in collaboration with BITS Pilani

outsourcing is an emerging area, need was felt for expanding the MS Programme outside Delhi and accordingly efforts were initiated. In line with this objective, the courses and course content was reviewed by an expert committee. Based on this, discussions were held with BITS, Pilani and modalities for expanding the programme to Bangalore, Chennai and Hyderabad were finalized and the twelfth batch of the programme commenced in June, 2008 with 76 students. As per the new mode, the delivery of the programme would be combination of following pedagogies.

- Self Study
- Contact Classes
- E-Coaching
- Consulting
- Live consulting Project

Development of course material:

Efforts were initiated for development of course material for all the courses of the MS Programme. The authors were identified and agreements finalized. Periodic review of the progress was conducted and the draft of the course material has been submitted by authors. The same has been reviewed by experts and based on the comments, the material is being finalized.

2.2 Other Educational Programmes

MBA Programme in Consultancy Management

This initiative for MBA Programme in Consultancy Management was started during 2007-08. Periodic discussions were held with IGNOU and the lists of courses under the following three programmes in consultancy management were finalized:

- i) Certificate Course
- ii) Advanced Diploma
- iii) MBA

Committees are being set up by Indira Gandhi National Open University (IGNOU) for finalizing

the detailed course contents and syllabus for each course.

Certificate Courses in Consultancy

During the period, efforts have been initiated for starting short term certificate courses considering the demand for the same. Two certificate courses of three month duration were commenced, the details of which are as follows:

- First Batch of the Certificate Course on “Technical Consulting” was started in January 2009 with 32 Students. The second batch will commence from April 2009
- A new certificate course on “Consulting Skills” will also be started from April 2009. Modalities for the same have been finalised

2.3 Capacity Building

The capacity building programmes were focused on development of consultancy skills and capabilities for consultants and for client organizations in selection of consultants and consultant client agreements. Programmes were organized on the following themes:

1. Practical Management of Contract Claims and the Resolution of Disputes with the active support of International Federation of Consulting Engineers (FIDIC) – three programmes
2. Negotiation Skills
3. Project Management – two programmes
4. Consultancy Management for officials of HUDCO
5. Consultancy Needs and Services in Disaster Management
6. Selection of Consultants and Client-Consultant Agreement – three programmes

All the programmes were well attended.

2.4 Facilitation to Ministries and Government Departments in Selection of Consultants

Facilitation to Ministries and Government Departments in selection of Consultants is one of

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the new activities initiated by CDC during 2007-08. This activity comprises the following services:

- Preparation of Request for Proposals (RFP)
- Inviting proposals from shortlisted consultants, selected from the database of consultants maintained by CDC, based on the requirement of the client organization.
- Evaluation and finalization of consultant through Quality and Cost Based considerations
- Final recommendation on Techno-Financial Considerations

The following organizations were facilitated by CDC during the year.

i) National Disaster Management Authority (NDMA) for the following projects

- *National Cyclone Risk Mitigation Project (NCRMP)* was drawn up with a view to address the cyclone risks in the country. The implementation of the project will be in 13 states/ UTs covering high vulnerability states: Andhra Pradesh, Gujarat, Orissa, Tamil Nadu and West Bengal and low vulnerability states/UTs covering Andaman & Nicobar Islands, Goa, Daman & Diu, Karnataka, Kerala, Lakshdweep, Maharashtra and Pondi-cherry. The main objective of this project is to strengthen the structural and non-structural cyclone mitigation efforts and reduce the cyclone risk and vulnerability in the coastal districts prone to cyclones. The project will assist States/ UTs which are prone to cyclone and will go a long way in building capacities for cyclone risk mitigation in those places.

The assignment has been completed

- *National Earthquake Risk Mitigation Project (NERMP)* is designed as a comprehensive project to improve the earthquake preparedness in India, create an enabling environment for the preparation and implementation of earth-quake management plans and for working towards improved

seismic safety in India, specially in the high risk areas falling in seismic zones IV and V. The need for all stakeholders to prepare coordinated plans and methodology to implement in accordance with generalized guidelines formulated by NDMA has become imperative, considering continued pheno-menal growth of multi-storey buildings and other infrastructure in high-risk cities.

The assignment has been completed

ii) Consultancy for managing the process of selection of a lead consultant for National Flood Risk Mitigation Project (NFRMP)

- The broad project objective of the NFRMP is to contribute to improve flood preparedness, mitigation and emergency response capabilities in the country, by working in close collaboration with Ministries and Departments of the Govt. of India, State Governments and other stakeholder groups. The activities will be carried out with the active participation of various stakeholder groups including scientific and technical institutions, Government agencies, Corporate Sector, NGOs and the public at large.

The assignment is in progress

- Consultancy for managing the process of selection of a lead consultant for taking up the study on the problem of flooding and erosion along river Ganga between Rajmahals and Dhulian in West Bengal.

The assignment is in progress

iii) Consultancy for managing the process of selection of a lead consultant for preparation of Detailed Project Report (DPR) for 2011 National Games for Sports Authority of Goa, Government of Goa

- The Government of Goa is organizing the 36th National Games at Goa, which have multiple impacts on the host city and adjoining regions; economic, environ-mental, social cultural and political, and thus they automatically draw the attention of many stakeholders. The Government of Goa seeks

to host the National Games by showcasing the principles, examples and good practices of sustainable development through minimizing the overall environmental footprint and manage the negative social-economic impacts in a responsible manner and promoting co-operation and inter-action among different stake-holders associated with the event.

3. PROJECTS/STUDIES RELATING TO CONSULTANCY DEVELOPMENT AND PROMOTION

During the year, the following studies were initiated.

- Study on Consultancy Capabilities and Opportunities in India
- Study on Benchmarking Best Consultancy Practices followed by a Study
- Study on Status of Women Consultants in India

In addition, preparation of Sectoral State of the Art Reports in the following Sectors has been initiated.

- Services Sector comprising Education, Legal and Financial Services
- SME Sector comprising Chemical Process, Mechanical and Electrical Industries
- Agro-Food Sector

Study on Consultancy Capabilities and Opportunities in India

The objective of the study is to bring out a report which provides comprehensive information on the present status of consultancy in various sectors, the nature and type of consulting assignments executed over the last decade, the capabilities and opportunities in the consultancy profession in India, in a holistic manner so that a Road Map can be evolved suggesting the measures to be taken to strengthen the Indian consultancy capabilities as well as promote export of Indian consultancy services.

The Study has been completed

Study on How to make Indian Consulting World Class

Based on the deliberations of the two day seminar on “Benchmarking Best Consulting Practices” organized in association with the International Management Institute (IMI), the study was initiated on the subject.

The objective of the study is to document the standard consulting practices – both in India and abroad which would help in promoting awareness amongst Indian consultants to adopt standard and successful consulting practices as a business strategy, which would help in creating a competitive edge for their business.

The Study is in progress and is likely to be completed by June 2009

Study on Status of Women Consultants in India

The study was initiated based on the recommendations of the awareness workshops organised by CDC on Consultancy Opportunities for Women Consultants.

Objectives

- Assess the number of women consultants operating in different sectors and sub sectors.
- Assess the nature and types of services provided alongwith SWOT analysis
- Identify key issues/ impediments restricting growth of women consultants
- Recommend strategies for development of women consultants
- Identify potential areas in consulting for women to opt for the same
- Identify gaps in terms of capabilities vis-à-vis demand and suggest measures to overcome the gaps
- To suggest a Road Map and an action plan to develop women consulting capabilities in the country

The Study has been completed.

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Sectoral State-of-the-art Report in Agro Food Sector, Services Sector comprising Education, Legal and Financial Services and SME Sector comprising Chemical Process, Mechanical and Electrical Industries

In line with the Five Year Plan of CDC, it was felt that there is a need to develop status and vision reports through involving specialists in various sectors covering the following:

- State-of-the-art in the Sector
- State of competitiveness of Indian consultants as compared to consultants in advanced countries in the respective sector/ area
- Where and why Indian consultants are losing business to foreign consultants
- The following need to be examined in detail:
 - Expertise
 - Competitive spirit/confidence
 - Proper Approach
- Analytical Studies on consulting needs and trends with emphasis on SMEs and tiny/ cottage industries
- How to exploit the full potential of Indian experts for consultancy services

Accordingly, preparation of the following State-of-the-Art Reports was undertaken during the year.

- Services Sector comprising Education, Legal and Financial Services
- SME Sector comprising Chemical Process, Mechanical and Electrical Industries
- Agro-Food Sector

The coverage of each report is as follows:

- An overview of the sector
- Status of consultancy services in India in the sector covering the following:
 - Nature and type of consultancy services the sector/ sub-sectors
 - Size of consultancy business
- Major consultancy players (both firms and individuals) at national and international level

- Major client organizations in the sector
- Consultancy potential based on requirements of the sector and present role/ utilization of consultants
- State-of-the-art in the sector/sub-sectors indicating consulting tools and techniques used, consulting practices followed-both nationally and internationally
- Experiences of Indian consultants operating in the sector/ sub-sectors in the national and international projects including foreign collaborations

Based on the above, assess the following:

- Competitiveness of Indian consultants in the sector
- Gaps in capabilities and skills viz-a-viz state-of-the-art in the sector
- Constraints and difficulties including reasons thereof
- Key areas in the sector for growth and development
- Suggest measures and recommendations for competitiveness and growth of Indian consultants in the sector in domestic and export markets.

The preparation of reports in the three sectors has been completed.

4. ALLIANCES

During the year, the Centre developed linkages with the following:

- Academia covering Indian Institute of Foreign Trade (IIFT), Faculty of Management Studies (FMS), Indira Gandhi National Open University (IGNOU) and Guru Gobind Singh Indraprastha University (GGSIP)
- Export Promotion Council related to consultancy (Services Export Promotion Council (SEPC) and Engineering Export Promotion Council (EEPC)
- Professional bodies like Consulting Engineers

Association of India (CEAI) and Institute of Management Consultants of India (IMCI)

5. FUNDED PROJECTS

During the year the following funded projects were undertaken:

Export potential of Consultancy Services in Latin American Countries- Brazil, Argentina, Colombia, Mexico sponsored by Department of Scientific & Industrial Research (DSIR)

The assignment will identify the potential for export of consultancy services in key sectors in the countries of Brazil, Argentina, Colombia and Mexico. The identification of gaps as well as evolving modalities to bridge the gap utilizing Indian consultancy expertise including joint ventures, business partnership to promote export of consultancy services will also be examined alongwith regulations, if any, on import of consulting services.

The assignment has been completed.

Environmental Consulting in India: available expertise, demand and constraints sponsored by DSIR, Ministry of Science & Technology, Government of India

The study will assess the current status of environmental consulting in India with respect to consultancy organizations and individual consultants working in the area of environment and knowledge/ expertise available to undertake various aspects of environmental assessment with respect to present and future demands.

The assignment has been completed.

Consultancy Export Potential in 4 African Countries (Kenya, Uganda, Tanzania & Zambia) sponsored by Department of Scientific & Industrial Research (DSIR)

The assignment will identify the priorities sectors/areas having potential for export of consultancy services in the countries of Kenya, Uganda, Tanzania & Zambia. It will also identify the consultancy opportunities in these sectors. The assignment will also address the competitiveness of Indian Consultants *viz-a-viz* major international players in these markets and

what are the Market Access requirements. Recommendations of the study will help to evolve strategies to bridge the gaps with a view to increase export of consultancy services. As a part of the assignment database of local consultants/consultancy organizations will be proposed to strengthen strategic alliances with local partners.

The assignment has been completed.

Modernization of Central Forensic Science Laboratory (CFSL), New Delhi by CDC

The project was undertaken by CDC to help in developing an Action Plan and evolving appropriate strategies to meet the challenges of modernization and utilize the opportunities available for developing the CFSL as an international level agency. CFSL's infrastructure is envisaged to be the vital asset, which would meet the demands of CFSL's mission critical investigation techniques.

The scope covered both technical and management consulting in all the divisions of the CFSL.

The assignment has been completed.

Study on Organisational Review and HR Strategies for NRDC

The Scope of the study was to review the existing HR and Personnel Policies of NRDC and propose modifications there in including proposing in new policies commensurate with the activities and the business of NRDC.

The assignment has been completed.

Facilitation in Setting up of National Institute of Food Technology Entrepreneurship & Management (NIFTEM), Ministry of Food Processing

National Institute of Food Technology Entrepreneurship and Management (NIFTEM) engaged CDC to facilitate in preparation of Policies, Procedures and related documents pertaining to Administrative Services. The scope of work is as follows:

- Framing of Byelaws covering

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- Financial Rules (Budgeting, maintenance of books of accounts, accounting procedures and finalization of accounts, MIS reports, etc.)
- Purchase Rules including Rules/ norms for Consultancy jobs
- Service Rules including entitlements, HR Policies
- Norms for Recruitment including procedures for recruitment of personnel
- Norms for engaging personnel for projects/specific activities
- Delegation of Powers (both administrative and financial)
- Manual/Handbook of Policies and Procedures

Report has been submitted to NIFTEM

Facilitation in ISO 9001:2000 for RAB, CSIR

CDC is facilitating RAB, CSIR in obtaining ISO 9001:2000 Certification. Training and Documentation has been completed and implementation of the system procedures is in progress. Internal Audit shall be conducted soon which will be followed by certification audit.

Preparation of Detailed Project for Computerization of Central Bureau of Investigation (CBI)

Central Bureau of Investigation (CBI) has over 70 Branches and other Offices spread across the country. There are number of other support units which provide various kinds of services to the Investigating Units. To facilitate effective communication mechanism, a proposal for computerization of all the branches and units has been prepared. CDC prepared a detailed project report (DPR) including possible technology options and cost estimates for the project.

The Project has been completed

Impact of Consultancy Services provided to Industry by Indian R&D Institutions” in the Aerospace and Automotive sectors under NSTMIS Scheme sponsored by Department of Science and Technology

The study will assess the impact of consultancy services provided by Indian R&D institutions and

their experts to the Indian industry in the areas of aerospace and automotive sectors. The study will collect data – both financial basis (revenues earned) as well as technical basis (level and type of technologies provided) – on the Consultancy services provided by the Indian R&D institutions in aerospace and automotive sectors and analyze the data. The analysis will identify deficiencies / gaps in the services and suggest measures for further boosting up the consultancy services in the country. Such a study will provide a high value addition to the promotion of Indian consultancy services in the country as well as abroad and also help the Government in providing suitable policy initiatives in this field.

The Study is in progress and shall be completed by June 2009.

Study on “Development of Model Accreditation/Grading/Rating System for Consultants in India”

The objective of the study was to design an accreditation/ grading/ rating system for consultants in India both individuals and organizations – based on relevant evaluative parameters, covering various important sectors. This would involve covering issues such as identification of consultancy segment, defining the parameters for grading/ rating and definition of the grading/ rating scale.

Draft report has been prepared and based on the feedback received from Committee Members, the report is being finalized for submission to DSIR.

6. INTERNATIONAL OPERATIONS

Technical Consultancy Development Programme for Asia and the Pacific (TCDPAP)

Seminar on “Technology Management for Enterprises” from 24-25 July, 2007 in Kuala Lumpur, Malaysia

The two day seminar on “Technology Management for Enterprises” was organized by PSDC in collaboration with The Technical

Consultancy Development Programme for Asia and The Pacific (TCDPAP). It was supported by Ministry of Works Malaysia, the Construction Industry Development Board Malaysia (CIDB), Ministry of Science, Technology & Innovation (MOSTI), Multi-media Development Corporation Sdn. Bhd. (MDEC), Malaysia External Trade Development Corporation (MATRADE), Small and Medium Industries Development Corporation (SMIDEC), Association of Consulting Engineers Malaysia (ACEM) and Pertubuhan Akitik Malaysia (PAM). This program is one of the initiatives taken by PSDC to enhance the capacity and capability of the Malaysian professional service providers towards export. The programme was sponsored by Technology Management Division of DSIR.



Inaugural Session of the Seminar on "Technology Management for Enterprises" from 24-25 July, 2007 in Kuala Lumpur, Malaysia

TCDPAP Annual Conference

TCDPAP Annual Conference on "The Role of Engineering in the Globalisation Era" was organized from 22-25 April, 2008 at Seoul, Korea in association Korea Engineering and Consulting Association (KENCA). The Conference was followed by Meeting of the General Council and Executive Committee of TCDPAP during which CDC was re-elected as Secretariat till 2012.

Annual TCDPAP Conference of TCDPAP in association with The Society of Consulting Architectural and Engineering Firms (SCAEF) was organized on "Making Globalization Work: Role of Consultants" from March 11-13, 2009 at

Kathmandu, Nepal. The Conference was followed by Meeting of the Executive Committee of TCDPAP.

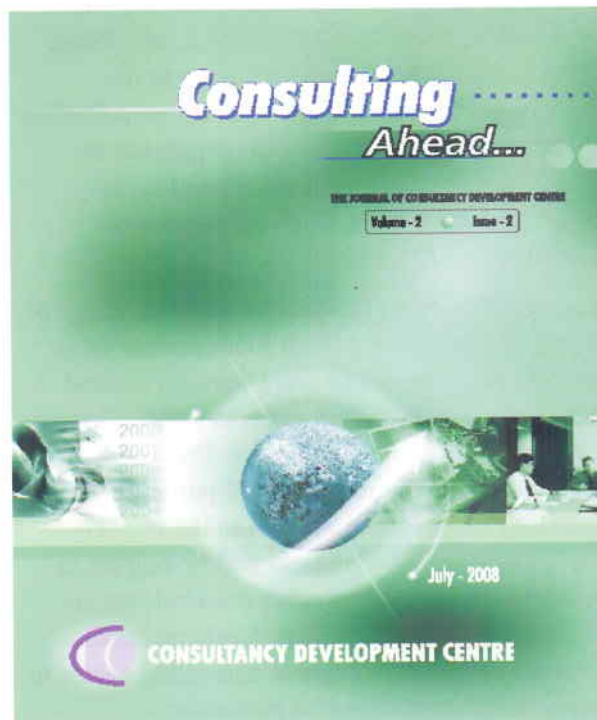
TCDPAP Focus

Three issues of TCDPAP Newsletter "TCDPAP Focus" were brought in the form of E-Newsletter and widely circulated.

7. PUBLICATIONS

Journal – Consulting Ahead

During the year 2007-08, two issues of half-yearly Journal were published one in July 2007 and January 2008 coinciding with the 10th Consultancy Congress organised on 15-16th January, 2008. Two issues were also brought out during 2008-09.



Journal – Consulting Ahead

Consultancy Business Opportunities – A fast Announcement Service

The daily email alert publication has been converted into a web enabled service. All the consulting opportunities – both national and international are uploaded on the website and members can access the required information using their password.

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Consultancy Vision - e-newsletter

The quarterly e-newsletter "Consultancy Vision" were brought out at regular int. The newsletter covering news, views, programmes and activities of the Centre and its members and was widely circulated through email to the members of CDC, consultants and consultancy organizations, various government departments, multi-lateral funding agencies and foreign missions. The issues are also uploaded on the Website of CDC.

8. DEVELOPMENTAL ACTIVITIES

Tenth National Consultancy Congress

Tenth National Consultancy Congress on "Outsourcing : Role of Consultants" was organized on 15-16 January, 2008 at the Stein Auditorium, India Habitat Centre, Lodhi Road, New Delhi. CDC organized the event in association with Faculty of Management Studies (FMS) and the event was also supported by Consulting Engineers Association of India (CEAI) and the Institute of Management Consultants of India (IMCI).

The two day event deliberated on wide range of issues on outsourcing, with focus on role of consultants: The issues were focused around need assessment, design issue to Public-Private Partnership. CD of Conference Proceedings were prepared and mailed to all participants. The summary of deliberations during the two day proceedings of the Congress will be helpful to consultants, clients and other stakeholders viz policy makers, industrialists, academicians to evolve strategies to promote consulting sector in general and outsourcing in particular.

The Inaugural address was given by

Prof. S. K. Brahmachari, Director General, CSIR, Secretary, DSIR and Chairman, CDC. Mr. Thomas Kuruvilla, MD (Middle East), Arthur D. Little was also present to grace the function. About 300 delegates from various organizations including consulting, industry, government departments, public sector undertakings, academic and financial institutions,

international organizations etc., participated in the one and half day deliberations.



Prof. S.K. Brahmachari, Secretary, DSIR, Director General, CSIR and Chairman, CDC addressing during the Inaugural Session of the Congress.

During the Congress, National Awards for Excellence in Consultancy Services-2007 were presented by the Chief Guest, Prof. S.K. Brahmachari, Secretary, DSIR & DG, CSIR and Chairman, CDC.

Workshop on "Leveraging Innovation for SME Competitiveness"

One day workshop on "Leveraging Innovation for SME Competitiveness" was held in association with MITCON Ltd., Pune and Maratha Chamber of Commerce and Industry and Agriculture. The programme was sponsored by DSIR and was attended by 125 participants.

Seminar on "Benchmarking Best Consulting Practices" on 22-23 January, 2008 at New Delhi

Two day Seminar on "Benchmarking Best Consulting Practices" in association with International Management Institute (IMI) was organized on 22-23 January, 2008 at New Delhi.

Programmes on Consultancy as a Career Option for Women

CDC, working towards development and promotion of the consultancy profession in the country, can play a significant role to help professionally qualified women to explore various consulting opportunities and thus help not only in

the growth and development of the consultancy profession, but also in encouraging women to choose consulting as a career option. As a beginning, CDC has conducted Awareness programmes at Bangalore, Chennai and Hyderabad to expose women experts in various disciplines to possibilities of exploring consultancy as a career option. All the workshops were well attended.

The following four programmes were organized on the theme:

- Programme for the 1st Meeting of Women Engineers Forum (WEF) and Young Professionals Forum (YPF) was held on 6th September, 2007 at CDC, New Delhi.
- One day Programme on Consultancy as a Career Option for Women was organized on 26th October, 2007 at Chennai in association with CDC Chennai Chapter.
- One day Programme on Consultancy as a Career Option for Women on 27th October, 2007 at Hyderabad in association with CDC Hyderabad Chapter.
- One day Programme on Consultancy as a Career Option for Women was organized on 15th February, 2008 at Bangalore.

Activities for Development and Promotion of Consultancy Profession

- Committee was constituted to review and propose suitable modifications in the National Awards Criteria. Based on the inputs received, the scheme has been modified and shall be put up to the Committee for finalization.
- A Round Table Meeting to discuss the draft report on the “Model Accreditation Grading and Ranking System for Consultants in India” was held. Based on the inputs the report has been modified and the report has been finalized and submitted to DSIR.
- Events
 - Regional Conference of CDC Chennai Chapter on “Creating Value through Consultancy” was held on 26th July, 2008 in Chennai.

- IIFT-PHD-CDC National Consulting Symposium 2008 on “Role of Consultants in Emerging Knowledge Based Economy” was held on 11th August, 2008 at IIFT, New Delhi. The symposium was inaugurated by Dr. A.P.J. Abdul Kalam, Former President of India and was well attended
- Seminars on “Tele-Education: Global Trends for Excellence in Education, Training and Consultancy” were held on 8th, 9th and 11th July, 2008 at Bangalore, Hyderabad and Delhi in association with Polycom Ltd.
- Database of Consultants: Database of Consultants and Consultancy Organisations was updated at regular intervals. In addition development of databases of experts has been initiated covering the following:
 - Consultants (CDC clientele)
 - Clients(Government, PSUs/ MNCs/ Pro-fessional organizations/ Leading Private sector organisations, Multilateral Agencies)
 - Experts (Government, PSUs/ MNCs/ Pro-fessional organizations/ Leading Private sector organisations)
 - Scientists (CSIR/ DRDO/ DAE/ DOD/ DOS/ DNES/ MOEF/)
 - Academia (IITs/ IIMs/ Leading B-Schools and Engineering Colleges)
 - Consultancy Service Providers
 - Projects/Assignments/opportunities in various ministries and departments
 - Foreign Clients
- CDC continued to provide services to the Ozone cell of the Ministry of Environment and Forests. The “International Day for the Preservation of Ozone Layer”, was jointly organized to create awareness about Ozone Layer and the need to protect the same. On the occasion competitions comprising of poster, painting, slogan, model making, quiz and skit were organized for school children.

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CDC also facilitated Ozone cell in the Technical Audit of industries for phase out of Carbon Tetrachloride (CTC).

9. NEW INITIATIVES

DAE/CSIR Programme on Safe Drinking Water

A presentation to DAE/CSIR Task Force on Safe Drinking Water Programme was made at DAE during October 2008. Subsequently a proposal for the following was submitted

- Preparation of Detailed Project Report (DPR)
- Implementation Plan
- Project Management

CDC-TCOs collaboration

Round Table Meet of TCOs was held to explore possible areas of CDC-TCO collaboration. Based on the deliberations, a CDC-Task Force has been constituted to facilitate synergy and for implementing national projects. A few areas have been identified and modalities are being worked out to take the initiative forward.

Business Development Activities

CDC has been approached by several organizations to help them in various consultancy requirements. Discussions are being held and presentations made to prospective client organizations for securing projects/assignments for CDC to be implemented through the TCOs

CDC Facilitation to CSIR

Following activities were carried out for CSIR as desired by Chairman, CDC and Secretary, DSIR during his visit to CDC.

- Report on Outstanding Engineers of Indian Origin Abroad
- Report on Best Practices in CSIR Laboratories
- Setting up an enabling IT Environment Covering Wi-fi and Video Conferencing in CDC
- Report on CSIR Scientists Carrying out Consultancy Projects
- Presentation followed by concept note for CSIR-AIST website indicating approach, methodology and hardware/software requirements

10. FINANCIAL PERFORMANCE

In line with the cabinet decision for granting of financial support to CDC through a separate budget head for CDC, a plan support of Rs.200 lakhs was provided to CDC by DSIR through a separate budget head for carrying out various activities relating to consultancy development and promotion. During the year 2007-08, expenditure of Rs.280.07 lakhs was incurred and the total revenue generation from various programmes and activities during the year was Rs.231.20 lakhs.