

III-B. CONSULTANCY DEVELOPMENT CENTRE

1. PREAMBLE

- ◆ During the year 2009-10, CDC took forward the initiatives taken in 2008-09 for promotion and development of Consulting Profession with focus on Capacity Building, consulting human resources, Studies on State of Consulting Activities in certain domain areas, identifying opportunities for Export of Consultancy Services and facilitating availability of consultants and client organizations.
- ◆ The Project Advisory Committee academicians, consultants, DSIR and other stakeholder finalized the schemes and activities to be undertaken by CDC using plan support.
- ◆ CDC also received a number of assignments in consulting related areas from several Ministries and Departments of the Central Government for facilitation and support.
- ◆ In addition to providing support to Central Government Ministries, CDC had also undertaken other revenue generating activities.
- ◆ The initiatives during the year included :
 - Training programmes for Capacity Building of Govt. Officials on Selection of Consultants
 - Development of Technology Commercialisation Specialist
 - Exposure of Govt. Officials and Consultants to International practices
 - Identification of Consultancy intervention in 11th Plan Schemes
- ◆ During the year CDC also focused on studies relating to enhancing quality in consulting
- ◆ CDC continued to facilitate business

opportunities for Indian consultants by providing information on consulting business opportunities on daily basis.

- ◆ CDC published two issues of its prestigious Journal "Consulting Ahead" during the year.

2. ACTIVITIES USING PLAN SUPPORT

During the year Plan support of Rs. 3.50 crores was provided by DSIR for carrying out the following activities:

- (i) Development of Education and Capacity Building for Competency enhancement of consultancy skills in the country and Asia Pacific Region
- (ii) Consultancy Support for Projects/Activities for Developmental Programmes including North East and Jammu and Kashmir
- (iii) Projects/Activities for Development of consultancy

In line with the recommendations of the Project Advisory Committee, the following new projects / schemes were initiated during the year, besides continuing the on-going activities under each of the heads for which the budget had been sanctioned.

(I) **Development of Education and Capacity Building for Competency enhancement of consultancy skills in the country and Asia Pacific Region**

i) Education

a) MS Degree Programme in Consultancy Management in collaboration with BITS, Pilani

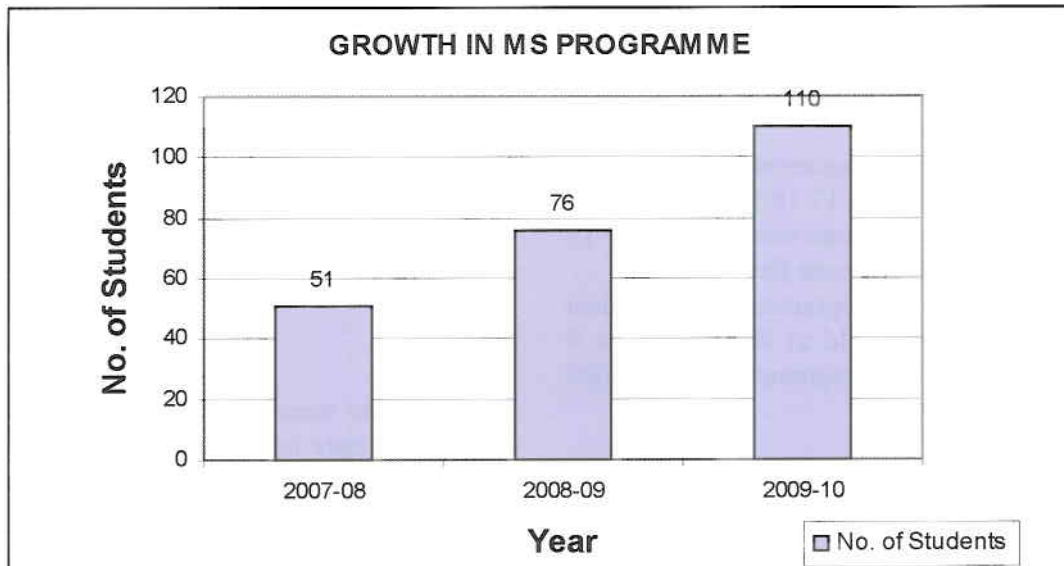


Fig. 46

During the year the MS Degree Programme in collaboration with BITS, Pilani was expanded to Pune, besides continuance at Delhi, Bangalore, Chennai and Hyderabad. The thirteenth batch of MS Degree Programme started from 12th July, 2009 with 110 students at 5 Centres.

The twelfth batch of the Programme continued in parallel at four Centres. (Fig. 46.)

b) *Certificate Courses in Consultancy*

During the year CDC started a new certificate course on "Consulting Skills", of three month duration. Three batches of the course were conducted during the year with 70 students.

The Certificate course on "Technical Consulting" started last year also continued with 94 students.

These courses were started based on industry demand and from working professionals who wish to work as internal consultants to organizations and as well as young professionals who wish to opt consulting as a career option.

c) *Collaboration with MDI for Post Graduate Programme in International Business*

CDC collaborated with MDI for their post graduate programme in International Business. Besides giving theoretical inputs on consulting processes

including the tools, engagement methods, documentation, etc, CDC also provided guidance to the students for carrying out live consulting projects.

d) *Development of Course Material*

The course material for various subjects for MBA Programme in Consultancy Management (in collaboration with IGNOU) was developed. The authors were identified. The draft for course material has been submitted by the authors.

ii) *Training and Capacity Building*

The details of training and capacity building programmes conducted during the year are as follows:

- Two days Training Programme on "Management was held from 27-28 May 2009. The Programme was attended by 38 participants.
- Two Training Programmes on "Selection of Consultants" were held in CDC. The first Programme was held on 24 July 2009, which was attended by 50 participants and the second programme on 26 August which was attended by 23 participants.
- Training Seminar on " How to use web facilities for marketing purposes" was held for CDC employees

- ◆ Two days Training Programme on "Project Management" was held on 27th & 28th August, 2009 in CDC. The programme was attended by 40 participants.
- ◆ Two Days Training Programme on "Consulting Skills" was held from 17-18 September 2009 in CDC. The Programme was attended by 15 Participants including one from Malaysia
- ◆ One Day Training Programme on "Technical Consulting" was held at Bangalore on 9 October 2009. The Programme was attended by 22 participants

iii) *Projects initiated*

- a) *Study on Impact Assessment of MS Programme and Strategy for Strengthening content and delivery of educational and capacity building programmes in Consultancy*

Objectives

- ◆ To carry out an Impact Assessment of the MS Degree Programme in Consultancy Management in collaboration with BITS, Pilani and identify gap areas along with action plan to overcome the gaps
- ◆ To develop CDC as a Centre of excellence in consultancy education for the advancement and dissemination of consultancy skills
- ◆ To develop state-of-the-art educational programmes on consultancy skills and management
- ◆ To develop value based learning supplemented with hands-on learning pedagogy on consultancy

Status

Series of review meetings have been held with IMI, to discuss the progress and suggest modifications. The Study is expected to be completed by 31st July 2010

- b) *Scheme for Fellowship to Students of Academic Institutions for carrying out live Consulting Assignments*

Objective

To provide Fellowships to students for carrying out live projects/assignments relating to consultancy associating with CDC and other consultancy firms/agencies leading towards creating awareness of the consultancy profession and promote consultancy as a career option

Status

33 proposals were received out of which 21 fellowships have been awarded by March 2010. Also, 200 new applications/synopsis are under processing.

(II) Consultancy Support for Projects/Activities for Developmental Programmes including North East and Jammu and Kashmir

- i) *Scheme for Exposure of Consultants and clients to International Practices including seminars and conferences*

Objective

To expose consultants and clients to International Consulting Practices in order to create an awareness and understanding of issues relating to consultancy. Exposure shall be for international consultancy events covering those conducted by International organizations in consulting such as the International Federation of Consulting Engineers (FIDIC), International Council for Management Consultants (ICMCI) World Academy of Productivity Sciences (WAPS) and the Technical Consultancy Development Programme for Asia and the Pacific (TCDPAP)

Status

Based on the sanction for providing support to 10 consultants for the FIDIC Annual Conference 2009 and 5 consultants for the ICMCI Annual Conference, support was provided to 10 consultants for participating in the FIDIC Annual Conference held from 13th to 16th September, 2009 in London.

Based on the sanction for the delegation of seven senior government officials for the FIDIC Annual conference, six senior government officials attended the Conference

ii) *Study on Consultancy Interventions in Central Plan Schemes of the Eleventh Five Year Plan*

Objectives

- To study the schemes of departments/agencies of the Central Ministries/departments of the Eleventh Five Year Plan and identify specific projects/activities requiring consultancy interventions considering the overall objectives and the expected outputs for the schemes
- To identify consultants specific to the identified activities
- To develop a database of consultants and mount the same on a portal to act as an interface between the consultants listed in the database and the client ministries/departments.

Status

Five meetings of Project Review Committee were held to monitor the progress of the project. Draft Report has been submitted. The Study is expected to be completed by 31st July 2010.

iii) *Scheme for Capacity Building on use of Consultancy Services for Ministries / departments of Central/State Governments/ PSUs and client organizations*

Objective

To create an awareness and understanding of issues relating to consultancy for the client organizations relating to the following:

- Awareness to clients on outsourcing and promoting its use
- Why and when to engage consultants
- Benefits of using consultants
- Methods of sourcing consultants
- Engagement of Consultants (preparing TOR for consultant, selection process, evaluation

criteria, fee structure and issues in consultancy agreement)

- Monitoring/Evaluation of consultant's Performance

Status

- 198 programmes executed upto March 2010 through TCO's in various states.
- 6 programmes executed by CDC at Dehradun, Delhi, Patna, Lucknow and Bangalore

iv) *Capacity Building of Entrepreneurship Development consultants in North East and Jammu and Kashmir*

Objective

To strengthen consultancy capabilities in the state of J&K and NE Region.

Deliverables

- Status Report on Entrepreneurship in J&K and North Eastern Region
- Report on opportunities for consultants vis-à-vis gap areas
- Development of Training module/material/ based on Gaps
- Database of Consultants
- Training of 100 consultants
- Certification Process

Status

Two PRC meetings held to review progress. Outline of training programmes finalized.

v) *Developing a Pool of Technology Transfer Consultants including packages for Transfer of Technology (TOT) of Rural Technologies of R&D organizations including a database of Trained Consultants*

Objective

To develop a pool of certified specialists/facilitators/consultants in the area of Technology Commercialization and Transfer of Technology

(TC&TOT) for facilitating transfer of lab level technologies to manufacturers/users

Status

Manual for training proposed. Two open training and certifications programmes held in Delhi and Bangalore. Three programmes held in CSIR labs namely, CRRI(Delhi), CLRI (Chennai) and CGCRI(Kolkatta).

The Study shall be completed by July 2010

(III) Projects/ Activities for Development of Consultancy

i) Study on Strategies for Enhancing Quality in Consulting

Objective

To develop a framework for enhancing quality in consulting leading to better performance/output by consultant and increasing client confidence

Status

The study is expected to be completed by 31st June 2010

ii) Journal in Consultancy (half yearly)

Consulting Ahead is devoted to the publication of articles advancing knowledge through research and cases in all sectors and disciplines of consulting. The July'09 issue was published and disseminated widely.

iii) Consultancy Business Opportunities - A fast Announcement Service

The daily email alert publication continued. All the consulting opportunities - both national and international are uploaded on the website and members can access the required information using their password. The scope of the information has also been enlarged to cover opportunities arising in various Central and State Governments, PSUs and other multilateral and bilateral agencies.

Facility to access the information according to sectoral specialization, date wise and country

specific options have been provided

iv) Consultancy Vision

Two issues of the quarterly newsletter "Consultancy Vision" covering news, views, programmes and activities of the Centre and its members were brought out and circulated widely.

v) Documentation of Case Studies in Consulting

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

Status

Out of 28 proposals received during the year, 5 cases were approved by the Expert Committee, constituted for the above scheme.

3. FUNDED PROJECTS

During the year following new projects were secured from various Government Ministries/ Departments:

- a) Empanelment of Consultants for DDG under Rajiv Gandhi Grameen Vidyutikaran Yojana*
- b) Consultancy Services for Engagement of National Quality Monitors (Tier III) of QCM for the Rajiv Gandhi Grameen Vidyutikaran Yojana (RGGVY)*
- c) Evaluation study for 6 MPCC projects operating as a Central scheme of Ministry of Culture*
- d) Selection of agency for implementation of financial assistance schemes of Ministry of Culture*
- e) Assignment pertaining to examination, processing and evaluation of the offers*

against EOI for value addition of Iron Ore OMDC

- f) Selection of consultant/expert for IT based solutions for Department of Ex-servicemen Welfare, Ministry of Defence
- g) Selection of Solution Providers for water challenges under the Technology Mission: WAR for Water - Inviting EOIs from solution providers/ Consultancy services - preparation of detailed scope of work, preparation and issue of RFP
- h) Facilitation to National Institute of Food Technology Entrepreneurship and Management (NIFTEM) for recruitment process and recruitment rules
- i) Facilitation to Director General, Doordarshan for Selection of Agencies for Commonwealth Games 2010.
- j) Facilitation to MOIA, for Establishment and Management of Overseas Workers Resource Centre (OWRC)

4. NEW INITIATIVES DURING THE YEAR

Business Promotion Activities

CDC undertakes the following activities for consultants towards enhancing business opportunities and clients in identifying the right type of Consultants for their projects and activities.

Round Table Meetings in collaboration with IMCI

- a) Consultants collaborating for Business Development on 17th July 2009
- b) Managing the dynamics of consultant-client relationships on 30th October 2009

Portal on Consultants - both individuals and organisations

CDC has developed a Portal containing information of consultants and experts. The database contains profiles of consulting firms and individual experts. The information is classified in 22 sectors and further in sub sectors and services in each of the sectors. The portal shall be useful for client organizations in identification of experts for their consultancy requirements.

Databases of experts

- Consultants
- Clients (Government, PSU, MNCs, Professional organizations, leading private sector organizations, etc.
- Experts in government organizations, R&D laboratories, academic institutions like IITs, IISc, IIMs, PSUs, MNCs, Professional organizations, leading private sector organizations, etc. (The organizations like DAE, ISRO, DRDO and such others may not spare their experts for consultancy assignments.
- Projects /Assignments /opportunities available for consultants and other experts of India, in India and abroad.
- Foreign clients
- Database of Governmental, Legal regulations and Procedures for Consultancy Assignments.
- Specialized /sophisticated /high-tech facilities in Indian Organisations (both Governmental as well as Private)

5. TECHNICAL CONSULTANCY DEVELOPMENT PROGRAMME FOR ASIA AND THE PACIFIC (TCDPAP)

Society of Consulting Architectural and Engineering Firms (SCAEF), Nepal organised Annual TCDPAP Conference on 'Making Globalisation Work : The Role of Consultants' from 11-13 March 2009. The conference was supported by FIDIC/ASPAC. The 9th Meeting of TCDPAP Executive Committee was also held alongwith the International Conference.



Fig. 47: Mr. Pushpa Kamal Dahal' Prachandra, Prime Minister of Nepal during the Inauguration of the Conference

The International Conference was inaugurated by Hon. Mr. Pushpa Kmal Dahal' Prachanda, Prime Minister of Nepal. The other dignitaries present during Inaugural Session included Dr. Babu Ram Bhattarani, Minister of Finance, Govt. of Nepal, Hon. Mr. Bijaya Kumar Gachchhedov, Minister of Physical Planning & Workds, Govt. of Nepal, Mr. Purnu Kadariya, Secretary, Ministry of Physical Planning and Works, Government of Nepal, Dr. John Boyd, President, FIDIC, Mr. Gregs Thompulos, President Elect, FIDIC, Dr. Sunil Abrol, Secretary General, TCDPAP, Mr. Akhihito Hirotani, Chairman ASPAC and Mr. Karamat Ullah Chaudry, President, TCDPAP, President SCAEF. (Fig. 47).

The conference was attended by nearly 300 delegates including around 100 delegates from other countries. During the three day conference country papers were presented by 10 member countries including India. Besides the country presentation there was session on 'Business Opportunities in Nepal'. On day three of the

conference a Plenary Session was held in the afternoon during which the Session Chairman's presented there Report.

The Conference was closed by the address by Mr. Ganesh Shah, Hon. Minister, Ministry of Science and Technology, Govt. of Nepal. Dr. Sunil Abrol, Secretary General, TCDPAP presented the Conference summary Dr. John Boyd, President, FIDIC, Mr. Akihika Hirotani, President ASPAC and Mr. Karamat Ullah Chaudry, President, TCDPAPgave addresses in Closing Session. The vote of thanks was given by Mr. Hare Ram Shrestha, Vice President, SCAEF. The conference was followed by Gala Dinner in the evening alongwith Cultural Programme. (Fig. 48).

An ADB Seminar on 'Development of National Consultants' was organised by SCAEF on 14th March 2009. Mr. Terry Woods from ADB, Manila was the main Presenter.



Fig. 48: Delegates of TCDPAP International Conference at Kathmandu

6. FINANCIAL PERFORMANCE

A Plan support of Rs. 350.00 lakhs was provided to CDC by DSIR for carrying out various activities relating to consultancy development and promotion. Expenditure of Rs. 571.01 lakhs was incurred and the total revenue generation from various

programmes and activities during the year was Rs. 259.03 lakhs.

CDC has been recognized as Scientific and Industrial Research Organization (SIRO) by the Ministry of Science and Technology (Department of Scientific and Industrial Research) under its SIRO scheme till 31 March, 2011.