

EXECUTIVE SUMMARY

OBJECTIVE OF THE STUDY

The objective is to showcase technology export capabilities of Small and Medium Entrepreneurs (SMEs) in Maharashtra by documenting their exportable technologies and projects.

Small & Medium Enterprises (SMEs) from Maharashtra have been contributing a fair share towards total export earnings of the country.

Some of the units have developed process or product technologies through rigorous R & D efforts based on market / field feedbacks. These technologies have been well established and fully commercialized and can be offered to entrepreneurs in some of the other developing countries.

TERMS OF REFERENCE

- a. To conduct a survey of small and medium enterprises in the state of Maharashtra in industry sectors viz. electrical products, engineering, food processing, pharmaceuticals and chemicals.

- b. To prepare profiles of exportable technologies / projects based on the survey, highlighting company profile as well as techno-commercial project profile.

SELECTION OF INDUSTRIAL UNITS

Major parameters considered for selection of industrial units for technology transfer are as below:

1. Set up of the unit and management
2. Technology status and product profile
3. Turnover & exports
4. Scientific manpower
5. Technology / Process / Product on offer

This publication covers 23 profiles of exportable technologies / projects from SMEs in Maharashtra in five industry sectors viz.:

1. Electrical Products
2. Engineering
3. Food Processing
4. Pharmaceuticals
5. Chemicals

The turnover of the SMEs covered in the range of Rs. 23-600 million; exports are in the range of Rs. 10-250 Million and the value of projects being offered for export are in the range of Rs. 3-250 Million.

TECHNOLOGIES OFFERED FOR EXPORT

Although technologies offered for export have been fully commercialized by the units, the information contained in the profiles may be viewed as a first step in implementing a project. Detailed project feasibility report would have to be prepared taking into consideration specific requirements of the clients.