

www.mait.com

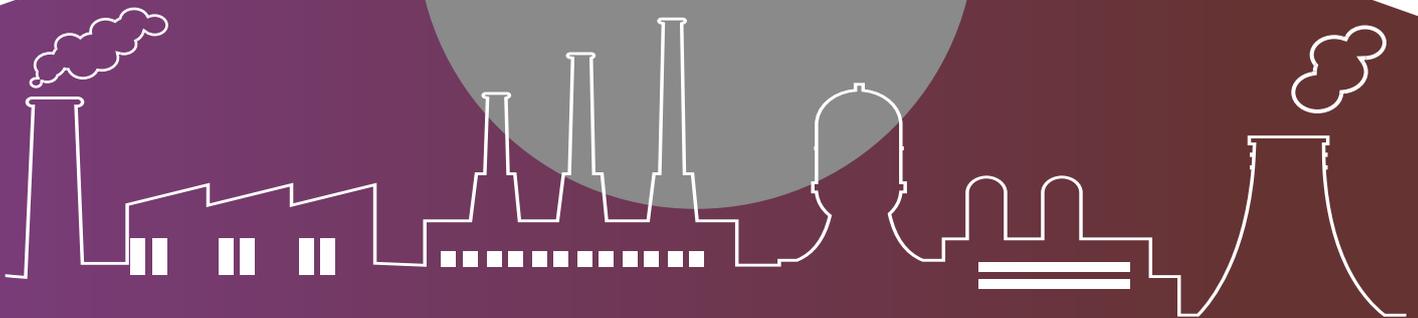
# MAIT *wire*

Where IT Industry Connects and Communicates

ISSUE 14  
SEPTEMBER 2017



COVER STORY  
**MAKE IN  
INDIA 2.0**



**IN FOCUS**  
**MAKE IN INDIA 2.0**

**SPOTLIGHT**



**OUTLOOK**

A conversation with Shri. Anil Swarup,  
Secretary, Department of School  
Education and Literacy

# Plug PC™

PLUG IT.. PLAY IT..

**Plug. Play. Produce.**  
On-the-go productivity.

Except in Weird Size, Itz Just Works Like any Other Computer Either in your Home or Office - Either for Your Browser Based Applications or Native Applications - All You Need is HDMI Screen, Wireles KB n Mouse, The Best Part is Now YOU can Carry your PC Where Ever YOU Like, Just Like your Pen Drive.

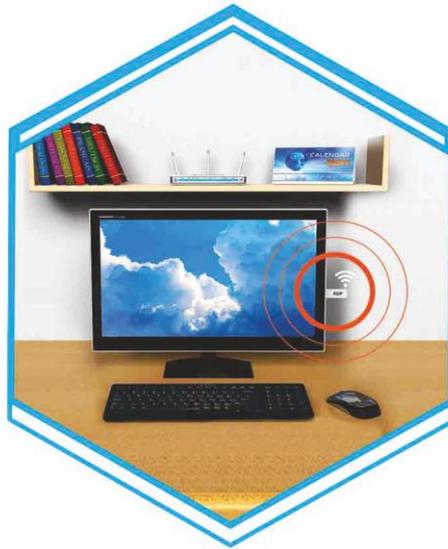


now just @  
₹ **6899**

Buy Plug PC @  
[www.rdp.online](http://www.rdp.online)



Turn your TV into a  
**Fully Functional Computer**



Turn your Monitor into a  
**Powerful Computer**



Turn your Display Device into a  
**Digital Signage**



## Technical Configuration

- ✓ Intel Atom Quad Core SOC, 2M Cache, Upto 1.8 Ghz
- ✓ 2GB RAM, 32GB eMMC Storage
- ✓ 1 x HDMI, 1 x USB 2.0, 2 x Micro USB 2.0, 1 x Micro SD Card Reader
- ✓ 5 Wats Power Consumption, 3 Years Warranty



3 Years  
Warranty



Ability  
to Run 24/7



High Performance  
with Intel Processors



Micro SD Card  
Support



Elegant &  
Smart Design

## WELCOME



Dear Readers,

Welcome to yet another issue of MAITWire!

Our main feature looks at Make in India 2.0, and how this version will enhance the ESDM sector in the country. The story analyses the impact of the Make in India initiative, while also providing recommendations, on how Make in India 2.0 could be taken forward.

The Government of India approved the National Policy on Electronics (NPE 12) in 2012 and currently, there are several people within the government who recognise the need to redraft the policy and make it more relevant to the current context. We would be delighted to take your inputs for the same and look forward to receiving suggestions from you.

It is our endeavour at MAIT, to continually update and upgrade our vision and mission to keep pace with constantly evolving industry trends. Towards this end, at our AGM held recently, we have restructured and strengthened MAIT's bylaws, so as to further strengthen our agenda. This will result in a brand new version of MAIT, by 2018.

I would also like to announce the launch of 'ProspectEYE' - MAIT's online tool, enabling ICT companies to look into the ICT budget of States and Union Territories. Further details have been provided in this issue. In addition, we feature an interview with Shri. Anil Swarup, Secretary, Department of School Education and Literacy, provide an update on our e-Waste awareness programmes and much more.

Look forward to receiving your valuable feedback and suggestions.

Regards,  
Anwar Shirpurwala

# INSIDE

WELCOME 1

IN FOCUS 2

9 OUTLOOK

SPOTLIGHT 12

16 PROSPECTEYE

HAWKEYE 16

MEMBERS CORNER 16

17 CONGRATULATIONS

## IN FOCUS

# MAKE IN INDIA VERSION 2.0

With the launch of the Make in India and Digital India initiatives, the Government recognised the criticality of boosting ESDM (Electronics and IT Hardware manufacturing) in order to meet the Prime Minister's vision of Net Zero imports by 2020. An upgraded version of the Government's 'Make in India' initiative, Make in India 2.0 is being rolled out, with increased focus on sectors where India has the competitive advantage. These sectors include aerospace, pharma, electronics manufacturing, automobile and defence. Make in India 2.0 is expected to give a further impetus to the manufacturing sector in the country.

We understand that China has a developed ecosystem both for components & finished goods and with the advantage of **economies of scale**, the total cost of manufacturing is much lower. However, in the last 3-4 years, labour costs in China have risen by 20 per cent and availability of manpower is also becoming an issue, **which may result in some amount of manufacturing shifting out of China.**

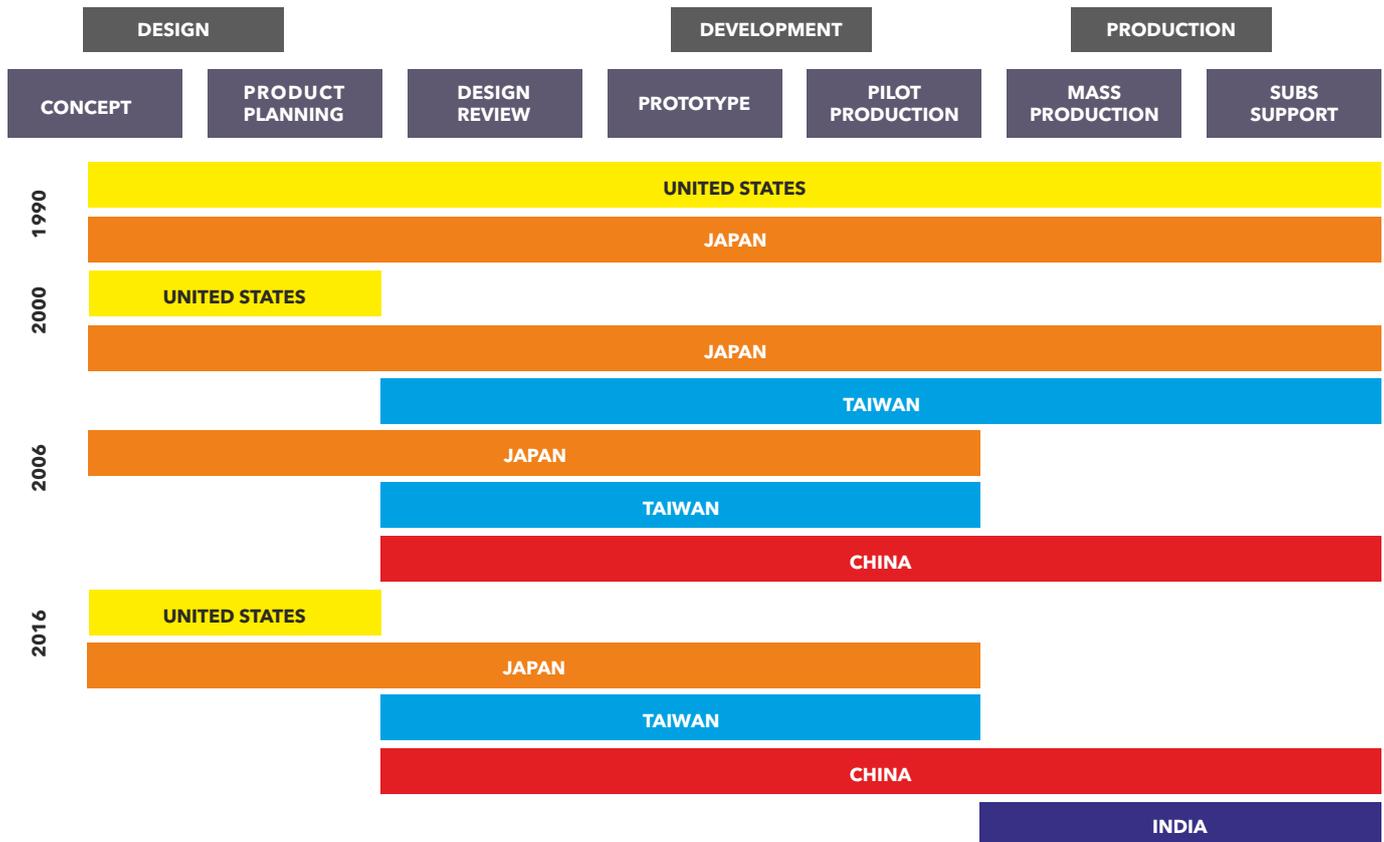


Figure 1: Understanding Global Supply Chain: India can replace China

India has the unusual opportunity to fill the space of low-skill, employment-intensive manufacturing, provided it takes measures to improve its manufacturing ecosystem and remove the barriers that currently discourage exports.

Meanwhile, let us look at the status of Make in India and the industry expectation on Make in India 2.0.

## Status check on Make in India vs. Industry expectation under Make in India 2.0

### Make in India 1.0

**Less focus on Design** -The actual agenda of Make in India is to transform India into a global design and manufacturing hub. However, there has been less focus on design.

Manufacturing started with **SKD (Semi-knocked Down) manufacturing**, however, it did not head towards CKD (Completely Knocked Down) manufacturing.

Considering the existing scenario, the current value addition in Electronic and IT manufacturing, seems to be in the range of 5%-10%. **However, the existing policy expectation has been of unrealistic value addition.**

(China-70%; South Korea and Taiwan-50% level; Vietnam-30%; Brazil-20%)

Our current focus is limited to **Import Substitution only.**

**Lack of product focus.**

**Components - Manufacturing and procurement policy** is not there.

### Make in India 2.0

**Design-led Make in India** - There is a need to incentivise 'design' in order to achieve the goals of Make in India 2.0, with increased focus on R&D and IPR. (IP is one of the factors which leads to cost differentiation in Make in India vs. Import).

**CKD Manufacturing** - Moving ahead, there is a need to incentivise and focus on CKD manufacturing.

There will be increased focus on building a robust value chain (20-25% domestic content by 2020) which will help **facilitate participation in a global value chain.** It is important to analyse and fix the fundamental reasons contributing to the low value addition, rather than using persuasive powers to increase value addition, which is unsustainable.

What is required is **Export Orientation along with Import Substitution.** An exports-led approach will provide an additional base of volumes to attract investment in the component ecosystem, and will enhance competitiveness of exports of IT products from India. The total electronics equipment production of the world, during the year 2014-15 was estimated to be around US\$ 2.0 trillion, while India's total electronics hardware production was at US\$ 32.46 billion, which represented a share of about 1.5 percent of the world's total electronic hardware production.

**We should focus on the top 10 product lines** that can be globally competitive and enable an ecosystem that supports these segments.

We must ensure easy component availability.



Under Make in India 2.0., there is a need to have a status check on the existing scheme to understand what worked and what more can be done. The table below aims to explain the impact so far and give a direction on what needs to be done.

### Schemes available to promote manufacturing

No.	Existing Schemes	Impact/Result	What is Required
1.	<b>Modified Special Incentive Package Scheme (MSIPS):</b> provides CAPEX subsidy of 20-25%.	271 proposals have been received with investment of 1,57,177 Cr. (95 proposals have been approved worth 20,185 Cr. investment).	Opex based subsidy as production subsidy is more viable than capex based subsidy, which should be based on the extent of value addition.
2.	<b>Duty Differentials -Tax and tariff concessions:</b> A special differential excise duty regime - mobile handsets, tablet computers & CPE, to provide protection against imports.	More than 100 million mobile phones are assembled here. In CPE, there has been capacity enhancement.	Incentivise manufacturing for creating differentials between import & manufacturing.  Under GST regime there should be refunding of GST to the manufacturers as a sustainable option, which will encourage the manufacturers to add more value.
3.	<b>Preferential Market Access policy – PMA</b>	Under this, 9 generic products and 23 telecommunication products have been identified for preferential market access.	Revision of the policy by incorporating the substantial transformation rules for value addition as per global norms.
4.	<b>Electronic Manufacturing Clusters (EMC):</b> The assistance for Greenfield EMC is 50% of the project cost subject to a ceiling of Rs.50 crores for 100 acres of land. For Brownfield 75% of the cost of infrastructure, subject to a ceiling of Rs.50 crores is provided.	Under EMC scheme, 13 Greenfield EMCs and 2 Brownfield Common Facility Centers (CFCs) have been accorded final approval. In addition, 12 Greenfield EMCs and 2 Brownfield CFCs have granted in-principle approval.	If plug-in-place facilities are made available, it will invite more investment.
5.	<b>Merchandise Exports from India Scheme (MEIS)</b>	The Foreign Trade Policy 2015-19 has provided export benefits of 2% under MEIS and SEIS to certain IT goods.	Benefit of 7% till 2019.  It may be gradually brought down to 5% in the following two years i.e. (2020-21) and then to 3% thereafter.  Units located in EHTPs/STPs/EOUs/SEZ to be eligible for benefits under MEIS scheme to be included.

## Going Forward

It is recommended that the following things are done under Make in India 2.0.

### 1. Incentivise Manufacturing:

- a) Value Addition through CKD linked to domestic Bill of Material (BOM)

The duty benefits under the Make in India scheme has not been a great success, except, it helped unlock the manufacturing capacity which was under utilised on account of adverse duty structure on manufactured goods. Right now, finished goods are being imported in an unassembled form, and being assembled with the help of a simple screw driver, thereby misusing the notifications. Fully manufactured modules (made up of components of the country of origin), are being imported and the value-add in India is limited only to testing and packaging.

There is a need to incentivise CKD manufacturing and discourage SKD manufacturing, as opportunistic and unscrupulous traders have resorted to importing the finished product in an unassembled form, while claiming the benefits that have been extended to the CKD manufacturers.

In the post GST regime, industry experience says that opex based subsidy as production subsidy is more viable than capex based subsidy, which should be based on the extent of value addition. There is a need to incentivise manufacturing by creating differentials between import & manufacturing. All incentives available to manufacturing are capex based incentives. What we need, is a throughput based incentive (on what we manufacture), both for domestic and export, for 3-4 years' time frame.



One way to provide this incentive, is through the provision of production subsidy, which has been introduced under the MSIPS Scheme vide notification of 3<sup>rd</sup> August, 2015 (which includes high value-added items such as semiconductor wafering, logic microprocessors, ICs and added new components such as PCB, discrete semiconductors fab, power semiconductors fab and assembly test mark pack etc.). This provides for a 10% production subsidy on the value addition by the manufacturing unit. Thus, the higher the value addition, the higher the subsidy and vice versa. We recommend that this production subsidy is extended to include all components & raw materials, which are covered under ITA-1 and are subject to zero customs duty.

- b) Printed Circuit Board (PCB) Manufacturing

PCB is the heart of electronics. India has more than 400 Surface Mount Technology lines with 500 companies, which have the potential to populate PCBs in the country. Our recommendation is that PCB Assemblies of non-ITA-1 items, should be subjected to minimum 5% customs duty and input tax credit should be disallowed on Central Goods and Service Tax (CGST) on their imports.

- c) Design - led growth – Investment in R&D and IPR

Electronics manufacturing in India is confined to low-end value chain. There is a need to transition to Design-led manufacturing and IP creation. In the present scenario, private sector R&D does not get Government funding unless it ties up with Government R&D organisations. India has a promising hardware engineering talent and vibrant design competencies, hence Design in India can lead to Make in India.

There are various design elements such as whole fabrication, mechanical design, PCB (printed circuit board) layout, component selection and RF testing that can be done in India. China's main strength comes from design expertise, and Chinese companies like Huawei and ZTE are successfully designing and filing patents, which is the reason for their global success. In order to achieve the goals of Make in India, there is a need to incentivise design, with an increased focus on R&D and IPR, as it results in cost differentiation between manufacturing in India vs. import. Design in India will ultimately lead to job creation, generating intellectual property, addressing the huge domestic demand and export opportunities, creating a local component ecosystem, and manufacturing world class products in India.



## 2. Export Orientation Strategy – Emphasis on exports

### a) Merchandise Exports from India Scheme (MEIS)

India currently contributes less than 2% to the global IT electronics industry. As a striking contrast to the dream of making India a manufacturing hub, we produce less than a third of our domestic demand. While the demand for the Electronics and IT Hardware in India has been very significant and is growing at a very rapid pace, domestic manufacturing of Electronics and IT Hardware is at a very nascent stage and most of the demand is catered through import of goods and all of it from China, Taiwan and other East Asian countries.

Our capacity is under utilised due to existing infrastructure disability, adverse tax policies and a poor ecosystem. The industry, thus far, has totally relied on import of finished goods. Fulfilling the existing demand in the country through domestic manufacturing may not be enough to attain Net Zero imports, but we have to go for economies of scale by catering to the global demand as well, thereby becoming competitive in global markets. Therefore, there is an urgent need to provide incentives to the exports of domestically manufactured ITA goods.

For MNCs with high investment commitments in local manufacturing, the scheme will be successful only if it enables the cost neutrality of operating out of India (current estimates show that the cost disadvantage of manufacturing and exporting out of India is about 5% of landed cost).

The Foreign Trade Policy 2015-19 has provided export benefits of 2% under MEIS and Service Exports from India Scheme (SEIS) to certain IT goods. To boost the exports of ITA goods, we recommend that the incentive is given in a phased manner:

- The incentives under the MEIS may be increased to 7% and be retained for 2 years i.e. up to 2019. It may be gradually brought down to 5% in the following two years, (2020-21) and then to 3% thereafter.
- Providing a 7% incentive under MEIS scheme for a maximum period of two years, will create an environment for manufacturing for exports and it will also give time to the industry to indigenise various component value chains.

## b) Free Trade Agreements (FTAs)

Renegotiating FTAs to place electronics goods on the negative list has its own costs and challenges. Such renegotiation will likely require us to give concessions to other products. Therefore, what is gained in electronics in terms of 'Make in India', would be lost in other sectors. We need to be more aggressive in our approach with respect to FTAs if we want to move forward in our export-oriented strategy, so as to convert FTAs into opportunities. There is a need to review all our FTAs to limit extensive access given to the electronics sector.

## c) End to Inverted Duty Structure and Related Measures

A viable solution to the problem of inverted duty structure is to bring the custom duty down to the level of the final product. In cases where the duty on the final product is zero, duties on inputs used, should also be brought down to zero. In principle, a system of duty drawback on inputs used in exports does not work well due to too many bureaucratic steps and cumbersome procedures involved. Many of the inputs have multiple uses, so cutting or eliminating duty, would lead to duty reduction even for uses for which it is not called for.

The general principle we must follow with respect to exports and imports is that no indirect taxes should be levied on exports, while the full burden of within-border indirect taxes must fall on imports.



The former implies that all tariffs and domestic taxes paid on inputs, whether sourced domestically or from abroad, must be rebated at the exit point. Likewise, countervailing duty equivalent to all domestic indirect taxes must be applied to all imports. This argument is well highlighted in the NITI Aayog Paper on "Make in India Strategy for Electronic Products".

## 3. Building Component Trading Hub

The Component Trading Hub will be a bonded cargo warehouse, which will allow large vendors to import components from their manufacturing facilities overseas and store the same in these component warehousing hubs. Domestic manufacturing companies requiring components can thus easily procure them by clearing the same upon payment of duty, at the prevailing exchange rate on date of clearance of goods from the hub.

The components should be imported and stored in these hubs without payment of duty, and duty upon such goods must be paid as on date of clearance for home consumption. In addition, the valuation for the purpose of Transfer Pricing shall also be as on the date of clearance of goods for home consumption.

The process of components transported from an overseas supplier to its component hub in India, should be considered as stock transfer. The process of importing goods into the bonded warehouse and the clearance of such goods is governed by the Customs & Central Excise Valuation Rules, Warehousing Regulations, Foreign Trade Policy & FEMA regulations. Hence, certain key changes shall be required in each of these regulations for accommodating the concept of component hubs.

- The FEMA requirement wherein remittance against imports needs to be done within a period of 6 months, has to be amended so as to provide for remittance as on date of clearance of goods for home consumption.
- The valuation rules for duty payment will have to be amended, to facilitate payment of duty on the valuation as on date of the clearance of goods from the hub for the purpose of transfer pricing.
- The valuation of imports made may be subject to SVB under the Customs Act and Transfer Pricing under the Income Tax Act.

These trading hubs will be game changers in building the component industry, which will support the IT hardware manufacturing sector. The trading hubs shall be established in states with coastal belts and ports such as Goa, Maharashtra, Karnataka, Tamil Nadu and Kerala where 60 percent of the Electronic and IT goods are being consumed.



The advantage of these trading hubs will trigger development of the ecosystem required for domestic electronic and IT hardware goods, while reducing the cost of procurement of components by domestic manufacturers and reducing lead time for procurement of components required for manufacturing. These hubs will help build a strong global supply chain by identifying export opportunities of components in the Gulf region and South-East Asia.

#### 4. Other Recommendations

**Product Focus (Need to create champion segment):** Focus on the top 10 product lines - that can be globally competitive and enable an ecosystem that supports these segments.

**Increasing Basic Customs Duty:** India is a signatory of ITA-I, due to which 217 tariff lines along with all items/parts/sub-parts used in the manufacture of these 217 tariff lines, are allowed at zero duty.

To prevent the decline and enable viability of ESDM manufacturing in India a Basic Customs Duty (BCD) of 20% (at least 15%) should be imposed on all non ITA-1 items.

**Preferential Market Access (PMA):** The industry has not seen much traction on other products under PMA in the past. There is a need to review and undertake a study on the impact of previous PMAs, in order to see if they have been successful and understand how PMA has changed the Government's procurement patterns. The PMA policy would most likely be rendered unviable, due to the lack of a robust component manufacturing ecosystem in the country. A lot of value addition compliance depends on component manufacturers setting up shop in the country. Hence, there is need for revising the policy of PMA, by incorporating the substantial transformation rules for value addition as per global norms. The draft mega project policy issued by MeitY sought to provide dollar for dollar credits on exports, to meet obligations under PMA. This is a welcome measure which will not only promote exports, but also make PMA more pragmatic.

**National Electronics Mission (NEM):** NEM is one of the pillars of NPE-2012, which will have an in-built mechanism to monitor the performance of NPE Provisions/Schemes such as EMC, MSIPS, PMA, etc. NEM should be announced at the earliest which will help in better implementation of NPE provisions.

**Benefit through Direct Tax:** Finance cost, energy cost and logistics/transportation are the three main measurable contributors to disability costs. It is recommended that weighted deduction with respect to interest paid, power cost and freight in proportion to disabilities is provided for, as a deduction in Profit Before Tax (PBT). These are auditable costs and are included in Statutory Financial Statements of companies. Thus, twice the cost incurred may be allowed for deduction while computing taxable income. At 33% Corporate Income Tax, this would set off 2/3<sup>rd</sup> of the disability cost.

We feel that a stable long-term policy will encourage investments in design-led and value added manufacturing in India. The renewed impetus to the Make in India initiative has given the industry optimism. Only time will tell whether Make in India version 2.0 will script a triumphant tale of revival in India's manufacturing landscape.

*Compiled and curated by Amit Kumar Jha, Deputy Director (with inputs from various sections of industry)*

## OUTLOOK



In a conversation with Shri. Anil Swarup, a 1981 batch, UP cadre IAS officer, and Secretary, Department of School Education and Literacy, Mr. Sameer Sachdeva, Deputy Director, MAIT, gets some insight on the big changes that are being implemented in the Education and Literacy sector. In his long and illustrious career spanning over three decades, Shri. Swarup has held various positions like the Secretary, Ministry of Coal; Additional Secretary in the Cabinet Secretariat and headed the Project Monitoring Group; Collector of Kheri district; Secretary, Industries in UP and Managing Director of Pradeshiya Industries and Investment Corporation of UP (PICUP). At the Centre, he was an Export Commissioner under the Director General of Foreign Trade (DGFT), and Chairman of Agricultural and Processed Food Products Export Development Authority (APEDA), an agency under the Union Ministry of Commerce and Industry. Between 2006 and 2013, Shri. Swarup was with the Union Labour Ministry, first as Joint Secretary and then as Additional Secretary. In the Labour Ministry, he was instrumental in implementing the national health insurance scheme – the Rashtriya Swasthya Bima Yojana (RSBY).

**Q: To start off, I would like to ask, what are your concerns with regard to schools in the government sector?**

A: Actually, the primary concern is the quality of education. Over the years, we have succeeded in getting children to schools, but the quality of education that is being imparted is of a serious concern. We are attempting to address some of these issues. While all legal provisions are in place, it is not merely enough - we have to act on the ground now.

As a first step, the government has announced a guideline called 'learning outcomes', which is available on our website. This will help everyone understand what a child should know at a particular level and these learning outcomes will be made available to the student, teacher, parents and the public, allowing them to set benchmarks. Second, based on these learning outcomes, some questionnaires are being formulated and we are planning to roll out what is perhaps the biggest National Assessment Survey in October this year, with a sample size of around 30 lakhs. It will help us understand what is going wrong and where, so that we can intervene and correct matters.

**Q: What about the strength of the teachers? Are there many states that don't have enough teachers?**

A: I am not very sure whether that's the major problem - it is not the non-availability of teachers, but the fact that teachers do not turn up at schools in many states. Therefore, the problem is that of absenteeism.

We are trying to correct this issue in order to ensure that the teachers attend school. As per our understanding, most of the concerns are with regard to teachers and if these can be addressed, it will solve a lot of the issues in the education sector.

So we are taking these issues up step by step. We are trying to use technology to check the attendance of teachers. In Chhattisgarh for instance, we have given each school a tablet with biometric data to take the attendance of teachers. States can take a call and link it with the teacher's salary, if they choose to.

**Q: How else are you leveraging technology?**

A: Technology is being leveraged big time. Not just with regard to the attendance of teachers in schools, these tablets will also be used to house and send data from schools to various levels - district, state and centre.

Till now forms and performas had to be filled up manually and sent in. Now we are attempting to see whether it can be housed electronically on the tablet and then transmitted through the internet.

Upgradation of teacher skills can also be done through technology - video/audio material could be downloaded on the tablets to enhance teacher capabilities.

A big move is underway to see how we can make smart classrooms with the use of technology in classes. But we have to understand that internet is not available in interior areas and that it has its limitations.



However, gradually, more and more people are getting access to the internet. So we are not waiting for this to happen - a lot of technology intervention is already there. The biggest intervention is that the Ministry itself has dispensed with all files and papers. The Department of School Education is already completely digitised - everything is an e-office. Charity begins at home, as they say, and we are starting it here!

**Q: What about ICT integration? What are the challenges?**

A: There are huge challenges in terms of infrastructure, software, accessibility and internet like I was saying. That's the whole fun - trying to overcome those challenges.

**Q: When we look at e-ready classrooms - devices, content, power backup, connectivity, platform and capacity building of teachers, come to mind. What are the strengths and the weaknesses we have?**

A: Our strength is the ability to accept technology. India is very accepting of technology provided it is presented in the appropriate way. The challenge is primarily in terms of access. As you had pointed out, we need to overcome the challenge of power. We are looking at alternate options such as solar power, to run electronic classes. For instance, there is a school at Pasthepada that is using technology to the hilt.

They have smart classrooms, using tablets running on solar power and not electricity. That model is now being replicated in 47,000 schools.

**Q: The budget for Digital Literacy is less than 0.14 crores. For higher education it is at 500 crores. Your views?**

A: I do not think money is the major issue. I think the centre and state governments are allocating enough funds. I have felt throughout my career that if the idea is good and the product is good, the money will flow on its own. It is a question of demonstrating that the idea works. In Pasthepada for example, money is not coming from the governments. They have raised resources locally. The Maharashtra government has raised over 200 crores for use of technology in schools. Therefore, money can come from various sources.

**Q: Your views on the Mission Mode Project on education.**

A: I think everything we have spoken about is on a Mission Mode as it is being done with missionary zeal.

## ADVERTISE WITH US

### MAITWIRE NOW REACHES

**43K PEOPLE**  
IN THE GLOBAL  
ICT INDUSTRY

GOVERNMENT  
OFFICIALS  
**25%**

INDUSTRY  
**75%**

**MAIT**wire

To advertise, please write to: [contact@mait.com](mailto:contact@mait.com)  
[www.mait.com](http://www.mait.com)

**Q: How will the teachers be trained?**

A: Full-fledged attention is being given to the training of the teachers. For one, the National Council for Teachers Education is examining the existing B.Ed colleges, and my understanding is that almost 30-40 percent of those B.Ed colleges running only in name, shall be disaffiliated. They are looking at improving the quality of education that is being imparted in pre-service training colleges, both in the public and private sector. The idea is to assess them and rate them. All this will lead to improving the quality of those who are ultimately recruited as teachers.

An induction training program is being looked at for those who become teachers. Periodic upgradation of skills, tablets are one instrument. A National Teachers Platform is being set up - it is a web-based platform where audio-visual details of each chapter and subject will be available for the teachers, to help them improve.

A lot of effort is underway to see how the quality of teachers can be improved. We are also looking at a CAT-like exam alongside the state, for the entrance. It will be up to the states to decide whether they want to pick up teachers from there.

**Q: Is an Education Policy going to be announced soon?**

A: Everything I have said is part of a policy! I don't think there is a need for a policy to be drafted. We have a clear-cut action plan and that is all that counts.

**Q: Is there a gap in intent and practical implementation?**

A: I do not think there is any gap whatsoever. All intent is born out of necessity and all action is born out of that intent.

**Q: What role can the industry and industry associations like ours play?**

A: Industry can play a huge role. Through their CSR funding, they can help fund the NGOs. We are engaging with a number of NGOs to scale up their activities. Another way they can help is by providing vocational training for children. MAIT should continue to talk about the use of technology and how it can help in the long run.

**Become a**

---

**MAIT member**

---

**NOW**

**Join the leaders in  
Hardware,  
Training, R&D &  
Hardware Design  
and other  
associated service  
segments of the  
Indian IT industry**

**Write in to:**  
**ed@mait.com**

## SPOTLIGHT

### WORKSHOP ON ENVIRONMENTAL HAZARDS OF e-WASTE FOR MANUFACTURERS MAY 24, 2017, BHUBANESWAR

MAIT, Ministry of Electronics & IT, NASSCOM Foundation and CEAMA organised a workshop on the 'Environmental Hazards of e-Waste', in Bhubaneswar on 24<sup>th</sup> May, 2017, for the state's electrical and electronic manufacturers.

The workshop was held at Utkal Chamber of Commerce and inaugurated by Shri. Ananta Narayan Jena, Hon'ble Mayor of Bhubaneswar. Shri. Soubhagya Routray, President, ITAO delivered the welcome address and Shri. Ramesh Mahapatra, President, Utkal Chamber of Commerce, shared his perspective with the audience.



Dr. D. K. Behera, Senior Environmental Scientist, Odisha State Pollution Control Board, shed light on e-Waste rules and Shri. Gautam Mehra, Consultant, MAIT, conducted a training session at the event. Shri. Rajen Padhi, Director General, Utkal Chamber of Commerce & Industry, delivered the vote of thanks.

### WORKSHOP ON ENVIRONMENTAL HAZARDS OF e-WASTE FOR INFORMAL SECTOR MAY 24, 2017, BHUBANESWAR

MAIT, Ministry of Electronics & IT, NASSCOM Foundation and CEAMA organised a workshop on the 'Environmental Hazards of e-Waste', in Bhubaneswar on 24<sup>th</sup> May, 2017, for the state's informal sector.

The workshop was held at Utkal Chamber of Commerce, wherein Dr. B. K. Behera, Senior Environmental Scientist, Odisha State Pollution Control Board and Shri. Dipak S. Rathour, Vice-President - Commerce, Utkal Chamber of Commerce, shared their perspectives on e-Waste rules. Shri. Gautam Mehra, Consultant, MAIT, conducted a training session at the event. Shri. Rajen Padhi, Director General, Utkal Chamber of Commerce & Industry, delivered the vote of thanks. The dealers of electronic products and electronic garbage collectors from the informal sector attended the session.





**WORKSHOP ON ENVIRONMENTAL HAZARDS OF e-WASTE FOR MANUFACTURERS  
MAY 31, 2017, GOA**

MAIT, Ministry of Electronics & IT, NASSCOM Foundation and CEAMA organised a workshop on the 'Environmental Hazards of e-Waste', in Goa on 31<sup>st</sup> May, 2017, for the state's electrical and electronic manufacturers, in collaboration with Goa Chamber of Commerce and Industry, STARTUPGOA and GoaCAN.

The workshop was held at Goa Chamber of Commerce, wherein eminent speakers addressed the audience, viz. Shri. Dominic Fernandes, OSD-SWM, Department of Science & Technology; Shri. Sanjay Bhandari, President, GCCI; Shri. R. S. Kamat, Director General, GCCI; Shri. Roland Martin, GoaCAN and Shri. Gautam Mehra, Consultant, MAIT.



MAIT recommended that Goa implement the regulations and guidelines regarding e-Waste, and emphasised an imminent need for authorised e-Waste collection centres and recycling units. The need for a buy-back system where customers are imparted knowledge on the hazards of e-Waste and encouraged to give back their obsolete personal computers, was emphasised.

**WORKSHOP ON ENVIRONMENTAL HAZARDS OF e-WASTE FOR INFORMAL SECTOR  
MAY 31, 2017, GOA**

MAIT, the Ministry of Electronics & IT, NASSCOM Foundation and CEAMA organised a workshop on the 'Environmental Hazards of e-Waste', in Goa on 31<sup>st</sup> May, 2017, for the state's informal sector in collaboration with Goa Chamber of Commerce and Industry, STARTUPGOA and GoaCAN.



The workshop was held at Goa Chamber of Commerce, wherein eminent speakers addressed the audience, viz. Shri. Manoj Patil, Chairman-Trade & Commerce, GCCI; Shri. Ronald Martins, GoaCAN and Shri Gautam Mehra, Consultant, MAIT. The dealers of electronic products and electronic garbage collectors from the informal sector also attended the session.

## **WORKSHOP ON ENVIRONMENTAL HAZARDS OF e-WASTE FOR MANUFACTURERS JUNE 21, 2017, PATNA**

MAIT, the Ministry of Electronics & IT, NASSCOM Foundation and CEAMA organised a workshop on the 'Environmental Hazards of e-Waste', in Patna on 21<sup>st</sup> June, 2017, for the state's electronic manufacturers.

The workshop was held at Bihar Industries Association, wherein Shri. B.N. Prasad, Chairman-Environment and Waste Management Committee, Bihar Industries Association and Shri. Prabhat Kumar Sinha, Chairman - IT Committee, Bihar Industries Association shared their perspectives on e-Waste with the audience. Shri. Gautam Mehra, Consultant, MAIT, conducted a training session that was attended by manufacturers of electronic products.



The key aspects of e-Waste management and the responsibilities of manufacturers and bulk consumers under the new e-Waste Management Rule, were highlighted in the workshop. The workshop also focused on raising awareness on e-Waste management.

MAIT's additional recommendation for Bihar, to enhance its e-Waste management includes:

- Improving the supply chain by providing skill development training and incentives under programmes such as Stand-up India and Start-up India.
- Setting-up of collection centres for organised collection of e-Waste and to make collection of e-Waste a mass movement.
- Mandating companies to spend a proportion of their CSR funds, to build better e-Waste collection and processing infrastructure.

## **WORKSHOP ON ENVIRONMENTAL HAZARDS OF e-WASTE FOR INFORMAL SECTOR JUNE 21, 2017, PATNA**

MAIT, the Ministry of Electronics & IT, NASSCOM Foundation and CEAMA organised a workshop on the 'Environmental Hazards of e-Waste', at Patna on 21<sup>st</sup> June, 2017, for the state's informal sector.



The workshop was held at Bihar Industries Association, where Shri. I. N. Jha, Managing Director, Institute of Environment & Eco Development (IEED), shared his perspective with the audience. Shri. Gautam Mehra, Consultant, MAIT, conducted a training session at the event. The dealers of electronic products and electronic garbage collectors from the informal sector attended the session.



## 34<sup>TH</sup> MAIT ANNUAL GENERAL MEETING JULY 14, 2017, HOTEL HANS, NEW DELHI

MAIT held its 34<sup>th</sup> Annual General Meeting (AGM) on July 14, 2017 in New Delhi.

Mr. Nitin Kunkolienker, President, MAIT, kicked off the meeting by welcoming all MAIT members and stated that over the next year, MAIT will be focusing on state engagements in addition to engaging with the Central Government. He also said that MAIT will work on its international chapter with the help of past president, Mr. Alok Bhardwaj. He concluded his speech by saying SMEs play an important role in the economy and it should be MAIT's constant endeavor to focus and push policies on various aspects of design, development and manufacturing for the sector.

Mr. Anwar Shirpurwala, Executive Director, MAIT, welcomed all members and briefed them about how MAIT has evolved as a relevant and influential trade body. He added that MAIT's finances are in order and the focus now is to re-draw the association's initiatives and create surplus through events and activities. He highlighted key advocacy work carried out by MAIT, which included policy initiatives on Manufacturing & Taxation, Taxation & GST, Standards & Compliance, e-Waste, Good Practices under IT Procurement Reforms, increasing PC penetration, Eduvion, GreenE, ProspectEye (a tracker of state and central ICT budget) and Smart Cities. Mr. Shirpurwala also said that MAIT has jointly been working with various associations like, FICCI on PMA, ELCINA on Manufacturing, ITI on Standards & Compliances and ASCON/CII with regard to overall industry growth and over the next year, areas such as conformity assessment, telecom equipment testing, trade agreements & India impact, GeM onboarding and government procurement need to be focused on.

Mr. Harish Krishnan, Vice President, MAIT, apprised members about MAIT Manufacturing Leadership Group, where all ecosystem stakeholders brainstorm and understand what is required for real manufacturing to happen. He suggested a large business supply chain event where supply chain leaders of companies can come together and brain storm. The first such event is scheduled to be held in November 2017 in Andhra Pradesh. He concluded by saying that the industry and the government need to work with MAIT to create a win-win situation.



Mr. Krishnakumar, Vice President, MAIT, highlighted the need for a Government business tracker, which would provide details of Central/State Government spend, that all members can leverage.

Dr. Alok Bhardwaj, MAIT, also addressed the gathering and spoke of a mini transformation at MAIT.



**Would you like to track Government biz?**

MAIT has developed an online tool called 'ProspectEye', with which ICT companies can look into the ICT budget of States and Union Territories of India. This tool will help companies answer how many opportunities they can pursue.

The tool identifies the allocations for the year, and keeps companies updated on projects / initiatives that are being planned in the ICT sector at the central and state level.

ProspectEye will provide the following information to its subscribers:

1. All Central and State ICT projects that have been budgeted (starting from this financial year)
2. The amount that has been budgeted, allocated and released
3. Contact information of the official/s involved in the project
4. Nature of funding - central government/state government/ or departmental allocation
5. Nature of the project - consulting/manpower outsourcing/turnkey project PPP/in-house/outourced
6. Likely date of tender
7. Tenders released since the current financial year

This will be a fantastic starting point for any organisation involved in government business, to gather intelligence, plan the year and gear up sales teams. Over a period of time, MAIT is looking to strengthen the tool and provide detailed insight on every sum allocated towards an ICT project.

**HAWKEYE**

**Committee To Study Data Protection Framework for India**

The Ministry of Electronics and Information Technology (MeitY), has appointed an expert committee, headed by former Supreme Court Judge, B. N. Srikrishna, to identify key data protection issues in India, and recommend methods to address any potential problems. Members of the committee include: DoT Secretary - Aruna Sundararajan; UIDAI Head - Ajay Bhushan Pandey; National Cyber Security Coordinator - Gulshan Rai; MeitY Additional Secretary - Ajay Kumar; IIT Raipur Director - Prof. Rajat Moona; IIM Indore Director - Rishiksha T. Krishnan; DSCI's - Rama Vedasree and Vidhi Centre for Legal Policy - Arghya Sengupta.

**Government issues Public Procurement (Preference to Make in India) Order**

The Government has issued Public Procurement (Preference to Make in India) Order, 2017, as a part of the policy of the Government of India, to encourage 'Make in India' and promote manufacturing and production of goods and services, with a view to enhance income and employment. As per the order, the minimum local content will ordinarily be 50%. The Nodal Ministry may prescribe a higher or lower percentage with respect to any item and may also prescribe the manner of calculation of local content. The margin of purchase preference shall be 20%.

**Members Corner**

MAIT would like to welcome on board

**NASH INDUSTRIES INDIA PVT. LTD.**  
Manufacturers of Sheet Metal Pressed Components for UPS, ATMs & Printers

**BASANT CLEANENVIRO LTD.**  
E-Waste Recyclers

**3R RECYCLER**  
E-Waste Recyclers

**FLEXTRONICS TECHNOLOGIES (I) PVT. LTD.**  
EMS - Design, Engineering and Manufacturing

# CONGRATULATIONS



Shri. Ashok Jain, a 1981 batch IAS officer, has been appointed as the Chief Secretary of Rajasthan.



Shri. Jiwesh Nandan, a 1987 batch IAS officer, has been appointed as Additional Secretary, Ministry of Defence.



Shri. Jigmet Takpa, a 1990 batch Indian Forest Service (IFoS) officer, has been appointed as Joint Secretary in the Ministry of Environment, Forest and Climate Change.



Shri. Vijay Kumar Dev, a 1987 batch IAS officer, has been appointed as Director General, National Institute for Entrepreneurship and Small Business Development (NIESBUD).



Ms. Alka Nangia Arora, a 1991 batch Indian Defence Accounts Service (IDAS) officer, has been appointed as Joint Secretary in the Ministry of Micro, Small and Medium Enterprises.



Shri. Rajiv Bansal, a 1988 batch IAS officer, has been appointed as Additional Secretary & Financial Adviser, Ministry of Petroleum & Natural Gases.



Shri. Ravinder, a 1999 batch IAS officer, has been appointed as Joint Secretary in the Department of Industrial Policy and Promotion (DIPP).



Smt. Upma Srivastava, a 1988 batch IAS officer, has been appointed as Additional Secretary, Ministry of Agriculture, Cooperation & Farmers Welfare.



Shri. Sunil Kumar, a 1987 batch IAS officer, has been appointed as Additional Secretary, Department of Commerce.



Shri. Arun Kumar Mehta, a 1988 batch IAS officer, has been appointed as Additional Secretary, Ministry of Environment, Forests & Climate Change.



Shri. Rajiv Ranjan Mishra, a 1987 batch IAS officer, has been appointed as Additional Secretary, Ministry of Housing and Urban Affairs.



Shri. Shailendra Singh, a 1988 batch IAS officer, has been appointed as Additional Secretary, Department of Industrial Policy & Promotion.



Head Office: Ramakrishna Dalmia Wing, 4th Floor, PHD House, 4/2, Siri Institutional Area, August Kranti Marg, New Delhi 110 016, India.

Tel: +91-11-2685 5487, +91-11-4278 8418, Fax: +91-11-2685 1321

FREE COPY. NOT FOR SALE/RESALE

**DISCLAIMER**

No part of this newsletter may be reproduced, stored in a retrieval system, transmitted in any form and by any means electronic, mechanical, photocopying, recording or otherwise without the prior written permission of MAIT.

No responsibility is accepted for any accuracy of information contained in the text or pictures. The opinions expressed in the articles are not necessarily those of MAIT. Images used herein are copyrights of their respective owners. All rights reserved © 2015 MAIT