

# Strengthening- MPLUN

MSME-SIDBI PMU MP (GT)

March 2023

**#GTBharat**  
SHAPING A VIBRANT INDIA



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# MPLUN Objectives

To provide raw materials to MP SSIs to help them to develop their products for competitive markets.

01

Developing MPLUN as a marketing and procurement organization and introducing e-government.

02

To provide high-quality technical services to SSIs

03

Promote and provide market access to SSIs / tiny industries of the state on a national and international scale.

04

To build quality infrastructure for Govt. / Semi-Government. Departments / institutions.

05

01

# Madhya Pradesh Laghu Udyog Nigam



# MPLUN Brief History



MPLUN was established in 1961. At that time, the corporation was given the responsibility of providing raw materials to the state MSME units.

- Iron and steel, paraffin wax, copper, zinc etc. The corporation supplied micro and small-scale industries through its raw material stores.



In 1965, emporiums run by the state government were transferred to the corporation for marketing of handicrafts and handloom items, which are currently functioning under the name of Mrignayani Emporium.

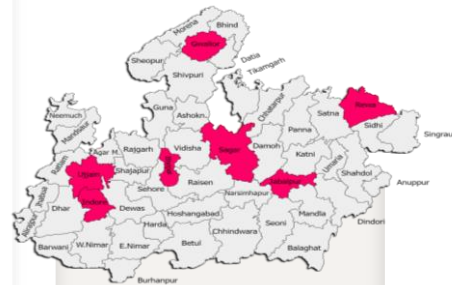


In the year 1977, by amending the store purchase rules of the state, for the purpose of promoting MSME industries of the State.

Items manufactured through MSME industries were made reserved in Store purchase rules for supplies as a part of marketing support. Corporation was allowed to receive 2-3% of the service charges for this marketing facilitation



Initially corporation was entrusted with the development and maintenance of industrial areas in the year 1965. Over a period of time, corporation was given responsibilities for estate and civil construction department, tool room and testing lab to provide technical support to State MSME units



**MSME industrial clusters in 6 divisions of MP: Bhopal, Indore, Gwalior, Jabalpur, Rewa & Ujjain**

02

## Present Status of MPLUN

# Brief About Current Status of MPLUN

Nigam's registered office in Bhopal was established on 28th December 1961 as a Government Company under the Companies Act 1956. As a result of the liberalization policy, many changes have occurred in the business scenario, including the iron and steel business.

In present circumstances the corporation's raw material activity has become almost negligible. Gwalior, Jabalpur and Indore raw material depots have been completely closed, while the Bhopal raw material depot is operated from headquarters with minimal staff.

01

In order to support MSME units , BDC section of the corporation looks after coal availability in industries . Allocation of coal from Coal India and distribution to units. This activity is a profitable one, The allocation is at the discretion of Coal India Ltd, therefore the transactions always remain uncertain.

02

In the present scenario, the Estate and Construction Department of MPLUN has undertaken assignments for construction and interior work of Government departments and PSUs

03

# Brief About Current Status of MPLUN

Vide GoMP Order No. F9-20/2021/A-73 Dated 13.1.2023 amending the Store Purchase Rules, abolishing the reservation system of items to be purchased through the MPLUN and granting exemption to the departments.

Though this marketing activity of the Corporation is primarily profit-making.

04

Bhopal and Jabalpur tool rooms run by the corporation's technical department have been closed due to lack of business. Testing labs at Indore and Jabalpur are also not getting sufficient business.

Inspection of the pre delivery materials is done by a third party agency

05

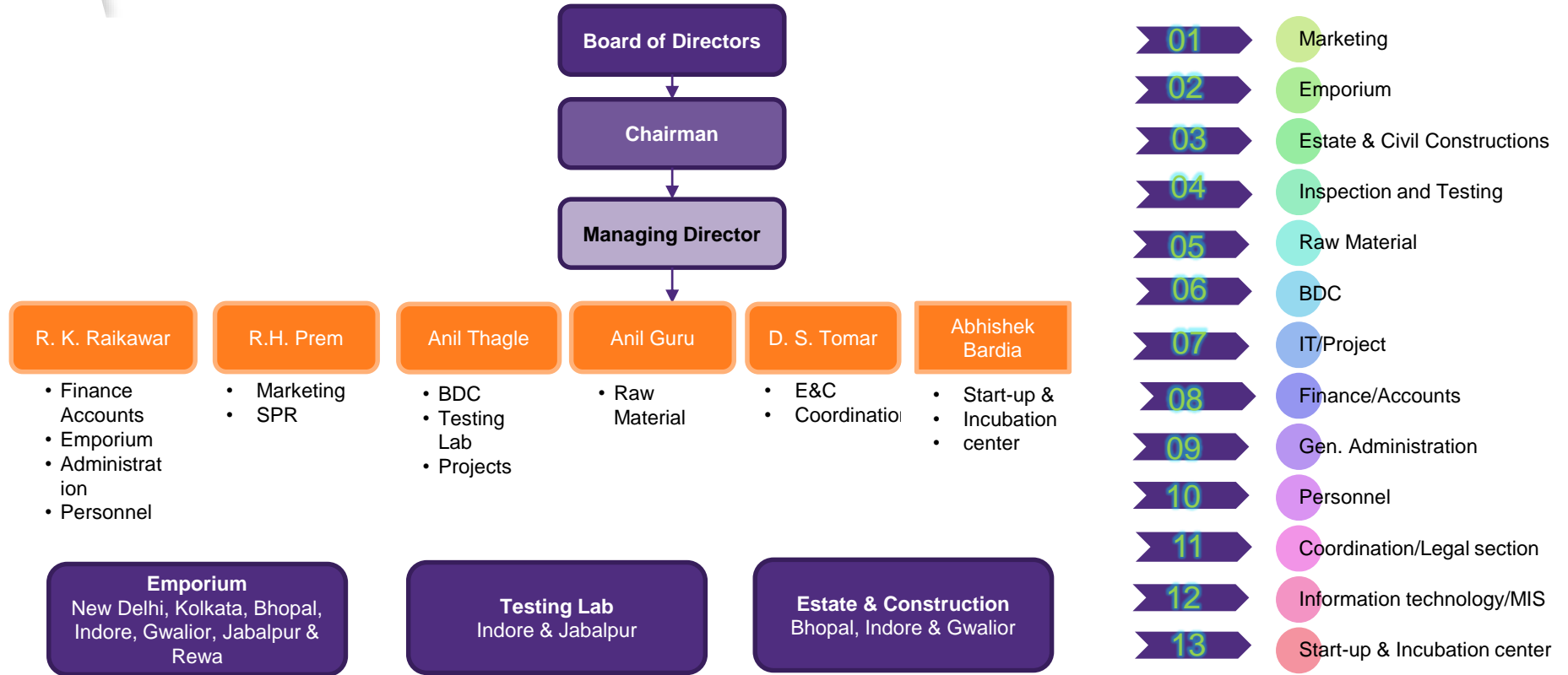
In the present circumstance despite of that the testing labs are not having upgraded machineries and equipment's, most of the raw material depots were closed, staff has opted VRS and working with limited activities- despite of the above facts MPLUN corporation is managing its own expenditures and projected as in profit.

However the accounts have been finalized for 2019-20, and the audit has been completed for 2020-21.

06



# Organogram of MPLUN



# Employee summary

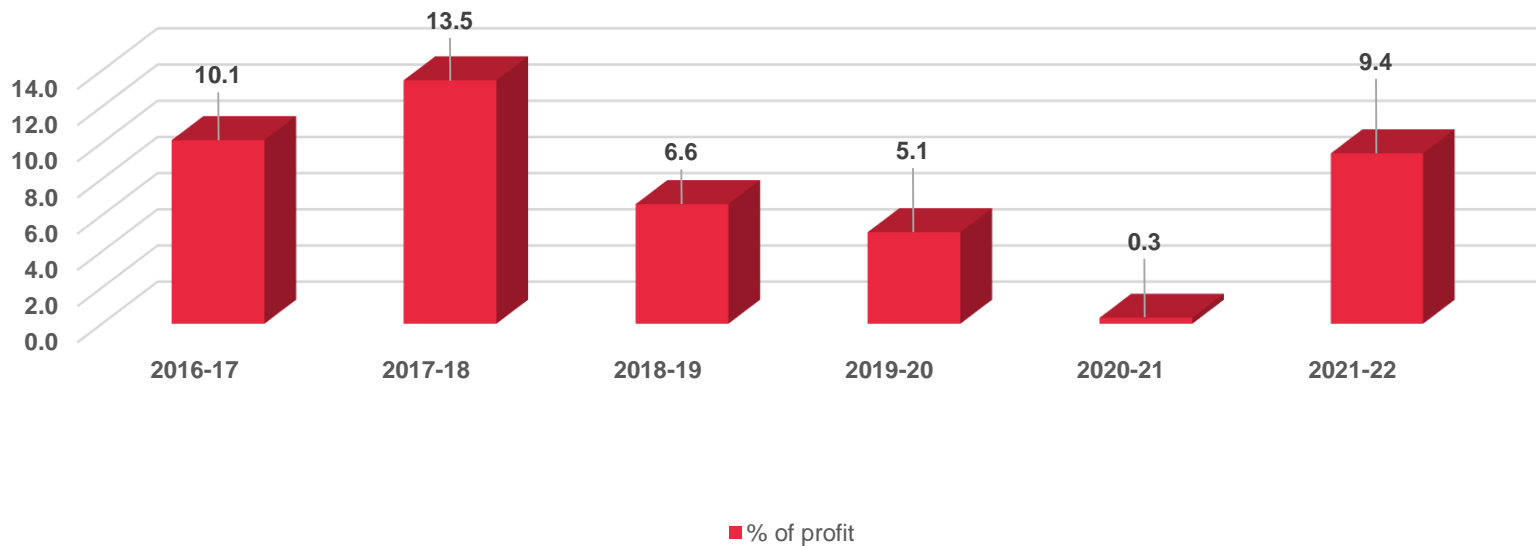
Current Status of employees in MPLUN are-

Class	Sanction Posts	Working Posts	Vacant Post
I	45	09	36
II	85	16	69
III	295	93	202
IV	109	48	61
Total	534	166	368
Contractual		05	
Outsource	II and IV class	149	

Total working employees = 320

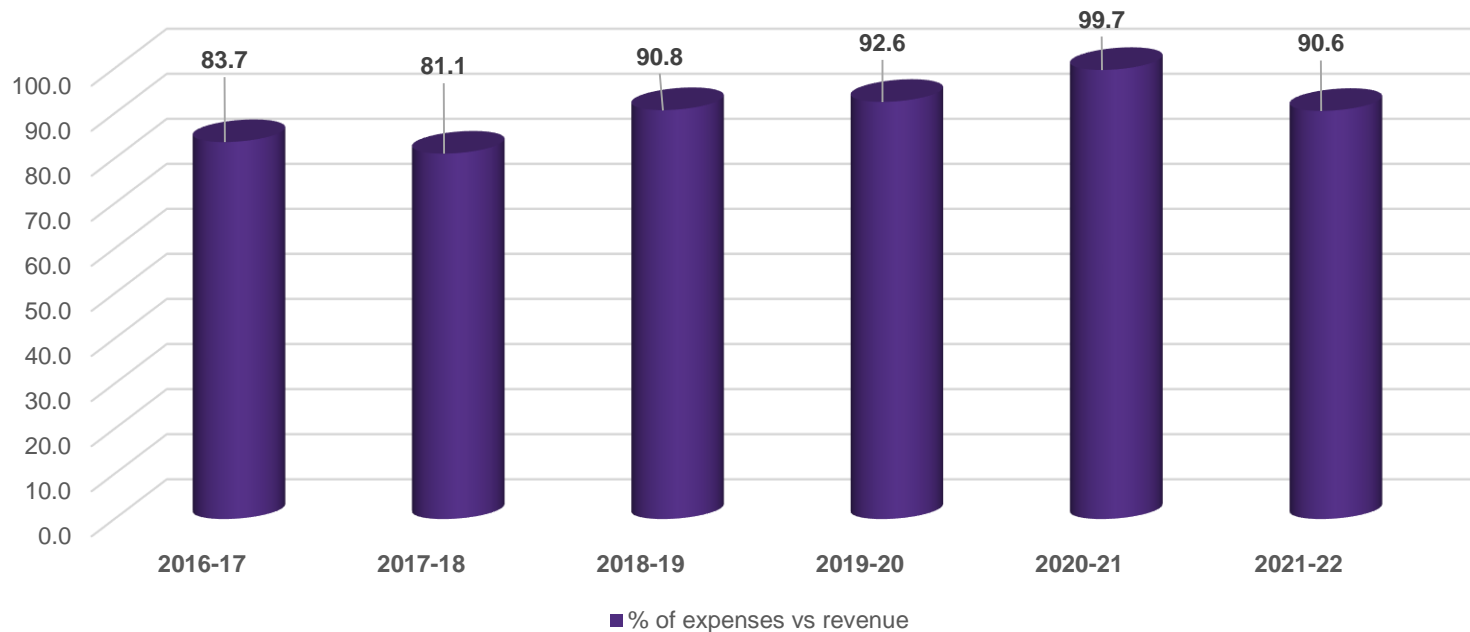
# Comparative analysis of profit

## Trend Analysis of profit



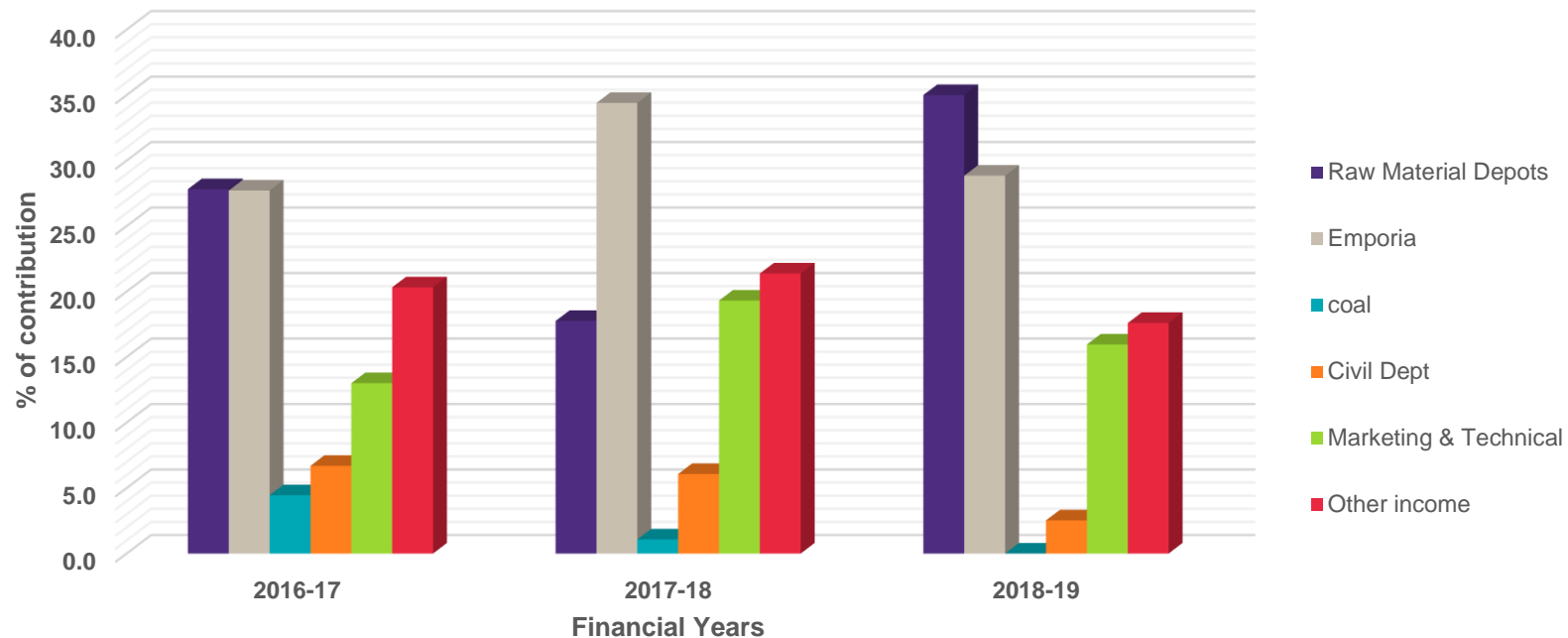
# Comparative analysis of expenses

## Trend analysis of expenditure

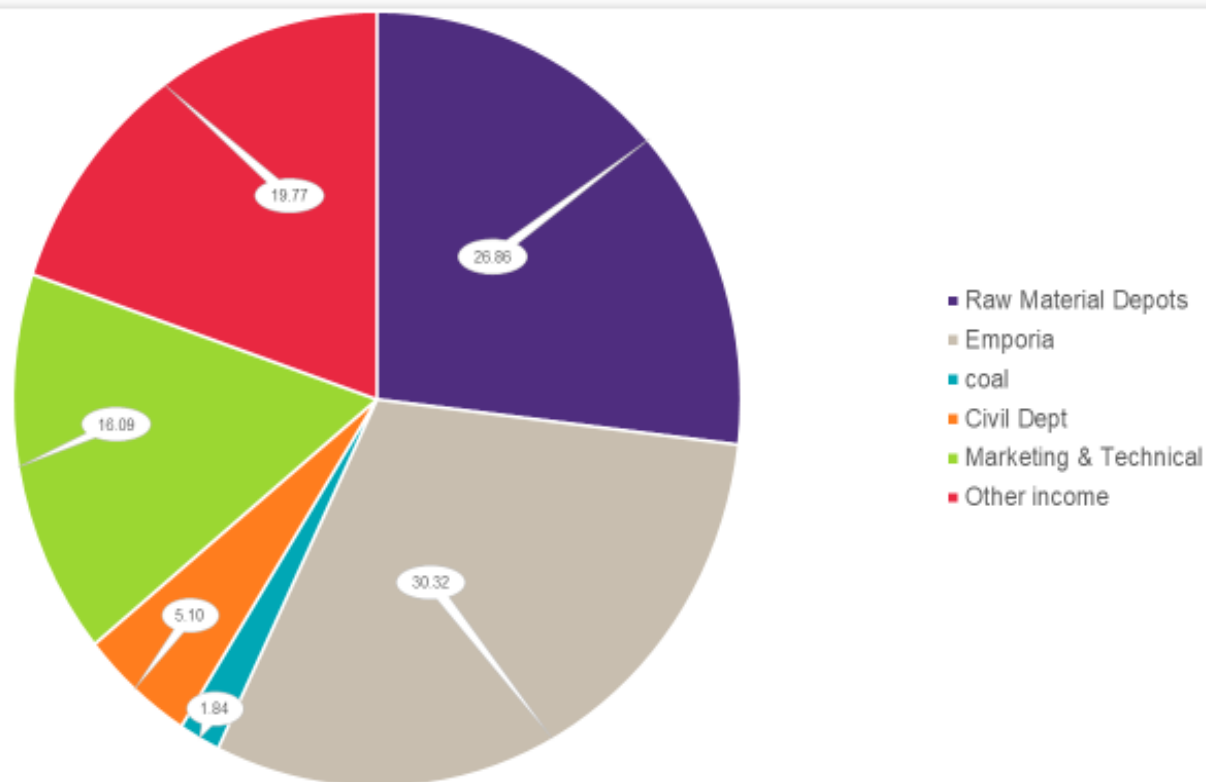




## Section contribution to revenue



## Average contribution





## Marketing

01

In 1978, the organization was given the dual task of providing marketing assistance to the SSI sector and acting as the central purchasing agency of the State Government. Over the last four decades, MPLUN has promoted the growth of Micro, Small & Entrepreneurship in Madhya Pradesh. Approximately 250 SSI units + those registered with the corporation engaged in manufacturing different items are getting marketing assistance.



## Emporium

02

To support the weavers and artisans of the State- through its Mrignayani emporiums- an elegant fusion of the traditional and the modern. It's a journey of ancient traditions brought alive in handlooms, handicrafts and furnishings as a celebration of vibrant life. Mrignayani is an effort to give their unique creations a platform. Under its aegis it holds various workshops from time-to-time augmenting artisans' skills and helping them explore opportunities in design development and marketing of their products. A network of seven emporiums across the country it regularly participates in national and international fairs/expos and holds crafts bazaars.

MPLUN is a nodal organization for representing MP State in IITF through MP Pavilion





## Raw Material

03

Out of four raw material depots at Jabalpur, Bhopal, Indore and Gwalior, three of them are closed only Bhopal raw material depo is functioning to provide Iron and steel raw material. Corporation also provides rebate to MSME units.



**BDC**

**04**

As per New Coal Distribution Policy (NCDP) 2008 of Govt of India M.P. Govt had appointed the Nigam as State Nodal Agency to allot/distribute coal among the state MSME units



## Testing lab

05

MPLUN's Testing Labs offer various technical testing facilities at very reasonable cost including testing of mechanical, chemical, electrical, textiles, building materials pharma products etc. and provide test certificate.

In present circumstances these testing labs are not performing up to the mark due to obsolete machines, equipment and a shortage of technical staff.



## Estate and construction

06

The Nigam takes up construction work for various departments, like Jawahar Navodaya Vidyalaya Samitis and the Tribal Welfare Department. It successfully commissions prestigious projects, like the Indo-German Tool Room Indore, MAP\_IT & CIPET Bhopal. MPLUN has done some interior decoration work for Government departments. Such as Triveni Sangrahalaya Ujjain, Shouyra Smarak Bhawan Bhopal, MAP\_IT Bhawan Bhopal, Janjatiya Sangrahalaya Bhopal etc. Nigam has taken the work of COVID-19 Command Centre Bhopal including interior furnishing, electronic work etc. and completed in stipulated time period and help Govt in fighting against COVID-19. Presently, also doing the renovation of Directorate of MSME.



# Situation Analysis

Team had analyzed MPLUN on the basis of its strengths, weaknesses, scope of opportunities and threats. A simplified graphical representation is as follows.

## Strengths

- Marketing
- Civil Construction
- Emporium
- Business development cell
- Testing lab
- Raw material depot
- Finance & Accounts
- Start up & Incubation center

## Weaknesses

- Obsolete Machinery
- Closure of raw material depot
- Lack of Manpower
- Lack of important activities
- Lack of integrated IT system

## Opportunities

- To transform into exclusive MSME Co-operation
- Emporium
- Commercial use of Depot premises
- Upgradation of testing labs
- Marketing trading & Export
- Venture finance ltd.
- Start-up and incubation centre
- To increase revenue to BDC

## Threats

- Marketing trend
- Competition
- Coal Supply Allocation
- Reduction in Procurement Service charges under the store-purchase rule.
- VRS

# Benchmarking (Tamil Nadu)

# Udyam registration: Simple registration for MSMEs

Based on a self declaration from you, fully online, and completely paperless



## Procedure for Udyam Registration

- Register on <https://udyamregistration.gov.in/>
- Registration is totally free, No costs or fees to be paid.
- Only Aadhaar number required.



## For existing Enterprises

Existing enterprises registered under EM Part – II or UAM shall need register again on the Udyam Registration Portal.



## For new enterprises

- Any person who intends to establish an MSME can file Udyam Registration online on the portal, based on a self declaration.
- No need to upload documents, certificates or proof.



## Clarifications

For any assistance/ clarifications, you can contact the District Industries Centre (DIC) in your district, or FaMe TN.

# The Tamil Nadu Single Window Portal (SWP)

A single online platform for all your clearances/ approvals of the Govt.



## What is the TN Single Window Portal?

- **The TN Single Window Portal is a single online platform for all clearances/ approvals of the Govt. of Tamil Nadu.**
- You can get all your clearances done for setting up your business/ factory completely online.
- You do not need to go to individual departments and apply for clearances separately.



## How many line depts. and approvals can be obtained?

- The SWP has **25+ line departments** of the Govt. of Tamil Nadu and **190+ approvals/ clearances.**
- All these clearances can be obtained online.
- The portal has “Know your clearances” wizard that will tell you what clearances you need to apply for, based on your business.



## What is the process to apply on SWP?

- Register yourself on <https://www.tnswp.com>.
- The registration process is an OTP-based simple registration.
- After logging in, fill up the Combined Application Form (CAF) and apply for clearances.

- FaMe TN has a focused 10-member team aligned to line depts. to ensure approvals are processed on time. These include: **DTCP | CMDA | TNPCB | Agriculture dept. | TNFRS | TNEI | DPH | TANGEDCO | DISH | SIPCOT | Revenue | Labour | Boilers | Drugs | Registration Dept. | RDPR | CMA | DTP**
- Visit <https://www.tnswp.com> for details.

# Tamil Nadu Credit Guarantee Scheme (TNCGS)

A paperless, online scheme of the Govt. of Tamil Nadu to enable you to get a loan covered by the Govt.



**What is this scheme? What are its benefits?**

- **You can get a Govt.-covered/ Govt.-guaranteed loan upto ₹ 2 crores.**
- If your loan is **up to ₹ 40 lakhs**, the Govt. will guarantee **90%** of the outstanding loan (which means the Govt. will pay the Bank if you default).
- If your loan is above **₹ 40 lakhs and up to ₹ 2 crores**, the Govt. will cover **80%** of the outstanding loan.
- During application, the Govt. will provide a **customised Credit Rating score for you**, to assess your eligibility for any future loans.



**Who can avail this scheme?**

If you are an MSME in the manufacturing sector in Tamil Nadu, you are eligible for this scheme.



**What is the process to avail this scheme?**

- A portal is being developed by the Govt. of Tamil Nadu. If you wish to avail this scheme, register on this portal.
- Minimal documents required:
  - PAN details.
  - Proof of Identity and Proof of Residence
  - Last year's bank statement
  - Basic details of you and your business.
- Your GST and IT Returns will be fetched online automatically after your consent.
- No need to provide collateral or financial statements.

**Phase 1 (with 3 banks) of the scheme launched. 81 beneficiaries with guarantees of a total of INR 20.13 crores benefitted. Full launch with all banks in 2023.**

# Trade Receivables and Discounting System (TReDS)

An electronic platform to facilitate faster payments to MSMEs



## What is the Trade Receivables and Discounting System (TReDS)?

- **TReDS is an electronic platform for facilitating faster payments to MSMEs, through multiple financiers.**
- Once you upload your bills/invoices on TReDS (the bills you provide to your buyers), **you will receive 90% of your invoice value, within 5 working days** (from the day of approval of the invoices on TReDS).
- **The financier (Bank/ NBFC/ MLI) will pay you this amount.**
- The remaining value of your invoice (after deduction of interest) will be paid to you, after the Buyer pays the financier.
- Currently, Govt. of Tamil Nadu PSEs are being onboarded on TReDS as Buyers.



## How does this work?

- You (the Seller/ MSME) upload your invoice on the TN TReDS platform.
- The Buyers (TN PSEs) will validate the invoice.
- **Financiers (Banks/ NBFCs/ MLIs) will disburse the fund to you within 5 working days.**
- Buyers will repay the financier. If the buyer delays, TAICO bank will disburse the funds to the financiers.



# MSME Samadhaan

An online process for resolution of pending invoices of Micro and Small enterprises



## What is MSME Samadhaan?

- MSME Samadhaan is an online process by which Micro and Small enterprises can register a case against a defaulted buyer.
- The council, chaired by the Industries Commissioner, Govt. of Tamil Nadu, conducts weekly hearings to resolve the defaulted payments.
- There are 4 councils in Tamil Nadu: Chennai, Coimbatore, Madurai and Tiruchirappalli.



## Who can approach/ apply for MSEFC arbitration?

Any Micro or small enterprise having valid Udyam Registration can apply.



## How to approach/ apply?

- Register yourself on <https://samadhaan.msme.gov.in>.
- Your application will be moved to the notice of the council, within 15 days of application.
- Hearings will be scheduled and the same will be communicated to you.
- For further details, please contact the District Industries Centre (DIC) in your district.

# FaMe TN: Facilitation workshops for MSMEs



"Thol Koduppom Thozhilgalukku": District-level facilitation workshops for MSMEs

## Industry 4.0 workshops

To create awareness on Industry 4.0 in MSMEs in Tamil Nadu.

## SWP Facilitation workshops

To create awareness and onboard more MSMEs onto the SWP

## ONDC on-boarding workshops

To improve market access for MSMEs leveraging technology.

## Financial workshops

To increase awareness about loans, TReDS, TN Credit Guarantee Scheme etc.

## Quality Control/ ZED/ Energy Efficiency workshops

To create awareness and provide training on energy efficiency and energy audits to MSMEs.

## Export workshops

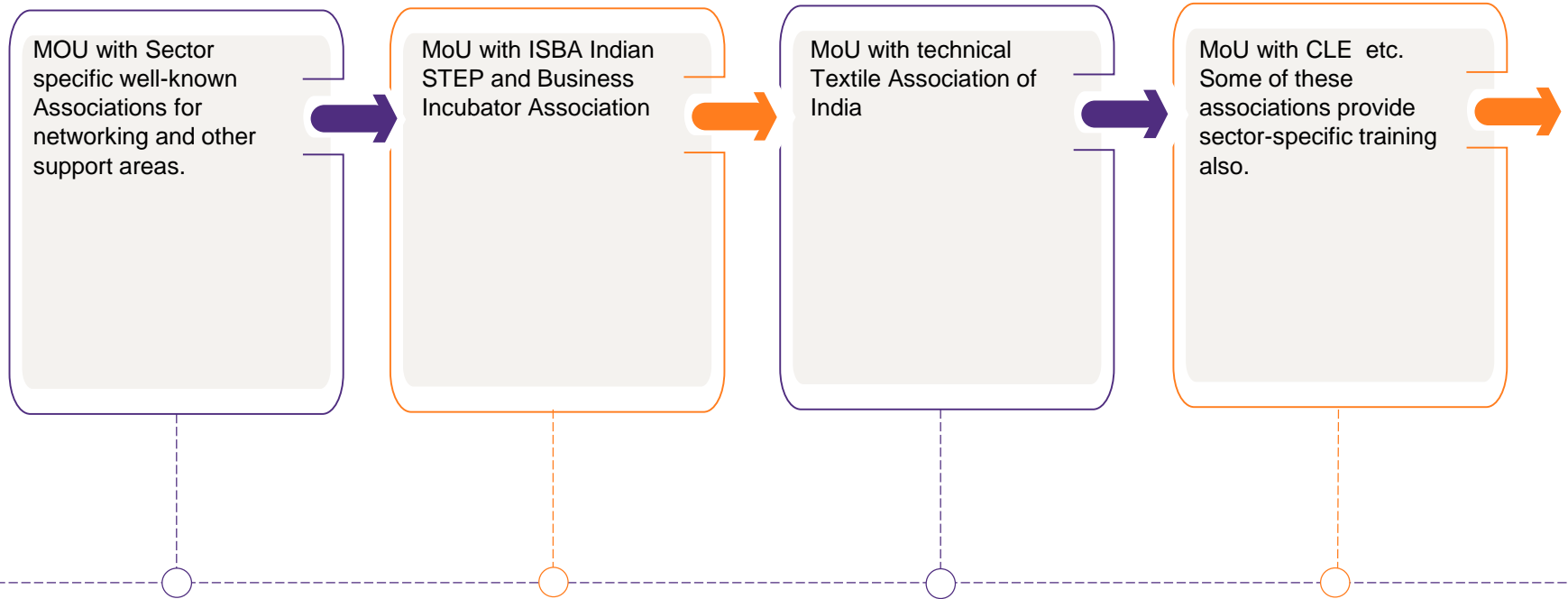
To increase the export market share of MSMEs in Tamil Nadu.



# Benchmarking (Punjab)

S. No.	Content	Description
1	<b>Name of the State &amp; Cooperation</b>	Dept. of Industries & Commerce, Punjab
2	<b>Legal formation</b>	Under the Ministry of Industries & Commerce
3	<b>Organization structure/Onogram</b>	Department is Operating under the Supervision of Principal Secretary, DI&C, / Secretary cum Director/ Additional Director/Joint Director/ Deputy Director (HQ)/ General managers (DICs) /Assistant Director (HQ)/Functional Mangers.
4	<b>MSME corporation/Industry department</b>	Industry Department
5	<b>Whether the state have separate MSME directorate and corporation</b>	No (As per IBDP 2022, Stated that DI&C would set up 'MSME Punjab' as a dedicated wing of DI&C, Punjab
6	<b>Brief about organization</b>	<p>Department of Industries &amp; Commerce, Punjab is a department formed under the Ministry of Industries &amp; Commerce, which is headed by Principal Secretary, and Secretary cum Director.</p> <p>DI&amp;C is Managing Several wings/ departments under its Administration. it also acts as a Nodal agency for Punjab State through Promoting Investment destination, World class Infrastructure, availability of skilled manpower, synergy between central &amp; State Government &amp; Focusing on sustainable development goals.</p>
7	<b>Vertical section/Departments: like Marketing, finance, HR Infrastructure development etc.</b>	Currently there are Two Separate wing Operating under this Department i.e. (a) Policy Implementation Unit (b) Technical Branch
8	<b>Major activities under each department</b>	<p>Under PIU-</p> <ul style="list-style-type: none"> <li>• Department is supporting the implementation of Various aspects of the policy and Monitor progress</li> <li>• Technical Department involves in Implementation of Infrastructure related Projects.</li> </ul>

# Activities for Scope of revenue generation





# Benchmarking (Rajasthan)

S. No.	Content	Description
1	<b>Name of the State &amp; Cooperation</b>	Rajasthan State Industrial Development and Investment Corporation
2	<b>Legal formation</b>	Under Companies Act 1956
3	<b>Organisation structure/Organogram</b>	Industries Minister, Chairman, MD, CGM, GM, Advisors
4	<b>MSME corporation/Industry department</b>	Reports to Industries Department
5	<b>Whether the state have separate MSME directorate and corporation</b>	Yes
6	<b>Brief about organization</b>	A Government enterprise incorporated under the Companies Act, 1956 on 28th March 1969 as Rajasthan State Industrial & Mineral Development Corporation (RSIMDC) and bi-furcated into Rajasthan State Industrial Development & Investment Corporation Limited (RIICO) and Rajasthan State Mineral Development Corporation (RSMDC) on 1st January 1980. It has an authorized share capital of Rs. 2350 million and paid-up capital of Rs. 2102 million.
7	<b>Vertical section/Departments:</b>	- Marketing, finance, HR Infrastructure development etc.
8	<b>Major activities under each department</b>	Activities- Industrialization of the state by developing industrial infrastructure, provides loans to large, medium and small enterprises
9	<b>Source of revenue</b>	Selling of industrial plot, loans
10	<b>Annual turnover (last 3 F.Y.)</b>	2020-21 – 5309mn, 2019-20 – 2653mn, 2018 -19 – 705mn
11	<b>Staffing/HR</b>	Not available
12	<b>Running In profit or loss</b>	Profit

# Benchmarking (NSIC)



S. No.	Content	Description
1	<b>Name of the State &amp; Cooperation</b>	National Small Industries Corporation Ltd
2	<b>Legal formation</b>	Government Undertaking (PSU), MoMSME
3	<b>Organisation structure/Onogram</b>	Union Minister, CMD, CGM, CVO, GM, DGM,
4	<b>MSME corporation/Industry department</b>	
5	<b>Whether the state have separate MSME directorate and corporation</b>	Not applicable
6	<b>Brief about organization</b>	It is a public sector enterprise in India that provides a range of services to support and promote the growth of small and medium-sized enterprises (SMEs) in the country. NSIC offers various services, including marketing assistance, technology support, raw material assistance, credit support, and training and consultancy services, among others, to help SMEs enhance their competitiveness and capabilities.
7	<b>Vertical section/Departments: like Marketing, finance, HR Infrastructure development etc.</b>	Bank Tie-up, Raw Material Assistance against BG, Bill Discounting , CSR & Administration, Corporate Communications, Domestic Exhibitions, Single Point Registration Scheme & Tender Marketing
8	<b>Major activities under each department</b>	
9	<b>Source of revenue</b>	RMD, Single point registration Scheme, MSME global mart,
10	<b>Annual turnover (last 3 F.Y.)</b>	2020-21 – 2101.29 cr
11	<b>Staffing/HR</b>	Not available
12	<b>Running In profit or loss</b>	2020-21 – 139.65 Cr (PBT)

# Benchmarking (APIIC)

S. No.	Content	Description
1	<b>Name of the State &amp; Cooperation</b>	Andhra Pradesh and Andhra Pradesh Industrial Infrastructure Corporation Ltd. (APIIC).
2	<b>Legal formation</b>	Andhra Pradesh Industrial Infrastructure Corporation Ltd. (APIIC) was incorporated on 26th September, 1973 with Authorized Capital of Rs.20.00 crores and paid up capital of Rs.16.33 crores. APIIC is a wholly owned Undertaking of Government of Andhra Pradesh.
3	<b>Organisation structure/Onogram</b>	<ul style="list-style-type: none"> <li>Chairman and Board of Directors</li> <li>Vice Chairman and Managing Director</li> <li>Executive Director</li> <li>Asset Management – Electrical - Engineering – Finance - CS – GM Law</li> <li>CGM to Jr. Assistant GM &amp; DGM CE to Tech Assistant GM -DGM</li> </ul>
4	<b>MSME corporation/Industry department</b>	APIIC Ltd, headed by Vice Chairman and Managing Director and overall controlled by the Special Chief Secretary, Government of Andhra Pradesh.
5	<b>Whether the state have separate MSME directorate and corporation</b>	<p>There is no specific department for MSMEs. However, a corporation namely, APMSMEDC was incorporated under Industries and Commerce Department of the Government of Andhra Pradesh on 16th July, 2018 created by GO MS No.91 Dated 22 June 2017 and Structure is ordered by GO MS no. 108 dated 11-12-2019, Industries, Infrastructure, Investment &amp; Commerce Department.</p> <p>The Government of AP has notified AP MSME Development Corporation as an Implementing Agency for Cluster Development Programme in the State. The envisaged corporation will act as one-stop agency to enhance MSME operations and this will be supported by state government.</p> <p>The Corporation has minimum staff and running with one Executive Director, one Assistant Director, one Administrative cum Account Officer and recently joined a Superintendent Engineer and there is no any specific administrative divisions. It is implementing MSE CDP Cluster Development Programme as Nodal Agency.</p>



S. No.	Content	Description
6	<b>Brief about organization</b>	<p>Andhra Pradesh Industrial Infrastructure Corporation Limited was established in the year 1973 with the objective of providing industrial infrastructure through the development of industrial areas. Besides, the Corporation is also developing sector focused parks like apparel park/food processing parks/leather parks in the State. After bifurcation of the State in the year 2014, the head quarter was shifted from Hyderabad to Mangalagiri, Vijayawada.</p> <p>The corporation is the principle facilitator in Mega Projects like Special Economic Zone, Visakha Industrial Water Supply, Gangavaram Port, Convention Centre, Mega Industrial Parks etc., in AP. APIIC has undertaken a Mega Industrial Hub over an extent of 3155 acre and an investment of Rs.25000 Crore with a potential to generate employment for about 75000 people at the Kopparthi node of VCIC.</p>
7	<b>Vertical section/Departments: like Marketing, finance, HR Infrastructure development etc.</b>	<p>Verticals are as under;</p> <ol style="list-style-type: none"> <li>1. Asset management</li> <li>2. Electrical</li> <li>3. Engineering</li> <li>4. Finance and Accounts</li> <li>5. HR Division</li> <li>6. Company Secretary/ Legal department</li> </ol>
8	<b>Major activities under each department</b>	<p>Major activities of the APIIC is as under;</p> <ul style="list-style-type: none"> <li>• Acquisition / Alienation of Govt. lands for Industrial Parks</li> <li>• Identification of sites for Industrial Areas and development of layouts</li> <li>• Provision of Infrastructure facilities in developed and existing layouts</li> <li>• Allotment of developed plots</li> <li>• To perform a role as facilitator for Industrial Investment in the State</li> <li>• Planning and Development of Projects under Project Development</li> <li>• Promotion Partnership and project identification and implementation</li> <li>• Promotion of Infrastructure Projects under Public Private Partnership mode</li> <li>• Nodal Agency for all Industrial Infrastructure Projects including IT Parks, Biotech Parks, Apparel Parks and Special Economic Zones in the State</li> </ul>

S. No.	Content	Description
9	<b>Source of revenue</b>	<p>With the advent of economic liberalization the Corporation has reoriented itself to the changing needs of economy and assumed the role of facilitator. The main source of the income is as under;</p> <ul style="list-style-type: none"> <li>• Identification of sites (land bank) for Industrial Areas and development of layouts and selling;</li> <li>• For providing industrial infrastructure through the development of industrial areas;</li> <li>• Water supply to existing public and private industries;</li> <li>• developing sector focused parks like apparel park/food processing parks/leather parks in the state;</li> <li>• The Corporation is the Nodal Agency for Government Sponsored scheme like Growth Centres, Export Promotion Industrial Parks, Integrated Infrastructure Development Centers;</li> </ul>
10	<b>Annual turnover (last 3 F.Y.)</b>	Average turnover is INR.300 crore per annum and 2021 -22 year annual is collection INR.500 crore.
11	<b>Staffing/HR</b>	Total Employees are 560. Regular employees: 110 – on deputation: 50 and outsourcing basis is 400 employees are working.
12	<b>Running In profit or loss</b>	Running in Profit only.
13	<b>Any special remark/activities/</b>	APIIC is one of the important Corporation functioning under State government, which is working for infrastructure development in the State. Most of the Government corporations are running under losses. But the APIIC is enhancing its role in the development industry sector directly and indirectly contributing to state economy. The structure of the Corporation and the leadership is supporting its continues growth with successfully for the last 49 years.



# Benchmarking (Gujarat)

*"To make GIDC an effective, vibrant and timely provider of quality industrial infrastructure with ease, quick and transparent delivery mechanism at competitive pricing and without losing sight of its social responsibilities"*

## Nodal Agency



Nodal agency of the Government of Gujarat for providing industrial backbone of the state

## GIDC

GIDC is a GoG undertaking setup under the Gujarat Industrial Development Act, 1962 as a Statutory Body

## Land Bank



Inventory of more than 224 Estates comprising of over 68,148 units across Gujarat

## Purpose



Identifies and develops locations suited for industrial purposes



Cumulatively GIDC has acquired more than 45,000 ha land for the development of industrial estates

## Core Infrastructure

Develop industrial plots	Road, SVD & Street Lights	Utilities - Gas, telecom, pipeline
Water Supply	Power Supply Network	

## Support Infrastructure

Skill up-gradation Centre	Green spaces - parks & gardens	Space for public amenities - banks, hospitals, police stations, fire station, community halls, etc.
Space for housing requirements	Commercial Space	

## Functions of GIDC

- Infrastructure Development
- Projects
- Notified Areas
- Allotment of Properties
- E-Governance
- New Initiatives
- Plug and Play

## Revenue generation activity (1/2)





## Revenue generation activity (2/2)

The price of land / building fixed by GIDC is acceptable by financial institutions for loan approvals

GIDC provides social and commercial infrastructure like Housing, Schools, Banks, Post Office, Dispensaries etc. in major estates

GIDC's chemical estates have the requisite clearance from Gujarat Pollution Control Board

The chemical estates are equipped with environment management infrastructure

GIDC also provides sites / land for solid waste disposal and for CETPs at concessional rate

Major GIDC estates have been declared as Notified Areas

GIDC has promoted sector specific estates for IT, BT, electronics, apparels, chemicals, engineering, brass parts etc.

04

# MPIDC

# MPIDC Brief History

## Objective

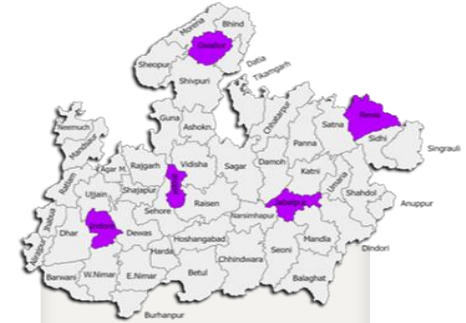
Department of Industrial Policy and Investment Promotion, GoMP, is responsible for promotion of economic development in the State through industrialization and private capital investment.

Prior to 2016, large and MSME industries worked together under the administrative control of the commerce and industry department of GoMP.

After 5th April 2016. In view of the need to provide services to the large and MSME sector Industries dept was bifurcated into two departments MSME and TRIFAC (M.P.Trade and Investment Facilitation Corporation Ltd).

Originally, the Industries Department had 07 AKVNs and six corporations, but as time passed, these PSUs were either closed or merged, and after the merger process, only 05 AKVNs remained. MPLUN came under the administrative control of MSME directorate and 05 AKVNs into TRIFAC.

TRIFAC was later changed to MPIDC and AKVN became its regional office.



**Presence in 5 Divisions of MP:**  
**Bhopal, Indore, Gwalior, Jabalpur & Rewa**

# Strategy & Activities

# Strategy & Activities:

Promoting &  
Establishing  
'Brand MP'

Creating  
Conducive  
Policy  
Framework:

Development  
of Industrial  
Infrastructure:

Ease of  
Doing  
Business:

Facilitation

Investment  
Promotion

# Strategy & Activities:

Theme	Activity	Description
<b>A. Promoting &amp; Establishing 'Brand MP'</b>	1. Promotion through Online Portal:	<ul style="list-style-type: none"><li>GoMP has created a Progressive Policy Framework and Conducive Business Environment for economic activities in the state</li><li>Single Window Online System created for approvals, exemptions and reimbursements (<a href="http://www.invest.mp.gov.in">www.invest.mp.gov.in</a>)</li><li>All steps taken by the GoMP are promoted through web portals (<a href="http://www.investmp.com">www.investmp.com</a>; <a href="http://www.invest.mp.gov.in">www.invest.mp.gov.in</a>) of GoMP, along with departmental websites)</li></ul>
	2. Promotion through Participation in IP Events	<ul style="list-style-type: none"><li>GoMP participates in various national and international exhibitions, trade fairs, investor summits and conferences to promote Madhya Pradesh</li></ul>
	3. Promotion through Organising Roadshows	<ul style="list-style-type: none"><li>GoMP organizes national and international roadshows in order to promote its flagship investment promotion event – Global Investors Summit</li></ul>
	4. Promotion through Global Investors Summit (GIS)	<ul style="list-style-type: none"><li>Global Investors Summit a biennial, flagship investment promotion event of Government of Madhya Pradesh (GoMP) provides multiple business opportunities for participating companies and individuals</li></ul>

# Strategy & Activities:

Theme	Activity	Description
<b>B. Creating Conducive Policy Framework:</b>	1. Tax delinked investment assistance ranging from Rs. 4 crore to Rs. 270 crores based on the amount of investment in plant and machinery, with 1.5 times incentive for food processing industry	
<b>C. Development of Industrial Infrastructure:</b> (Development of industrial infrastructure is done through 7 Audyogik Kendra Vikas Nigam (AKVNs))	1. Land	<ul style="list-style-type: none"> <li>New Land acquisition for Industrial developments from Government or Private</li> <li>On field activities for Land Allotment to Investor</li> </ul>
	2. Marketing:	<ul style="list-style-type: none"> <li>Promoting Industrial areas</li> <li>Participating in roadshows</li> <li>Promoting MP industrial schemes</li> </ul>
	3. Infrastructure:	<ul style="list-style-type: none"> <li>Develop entire essential infra such as water, power and roads by availing funding from State/ Centre Govt. or Loan from Financial Institutions</li> <li>Operation &amp; Maintenance:</li> <li>Responsible for O&amp;M of developed infrastructure in industrial area</li> <li>Collections of Lease rent &amp; O&amp;M charges</li> </ul>

# Strategy & Activities:

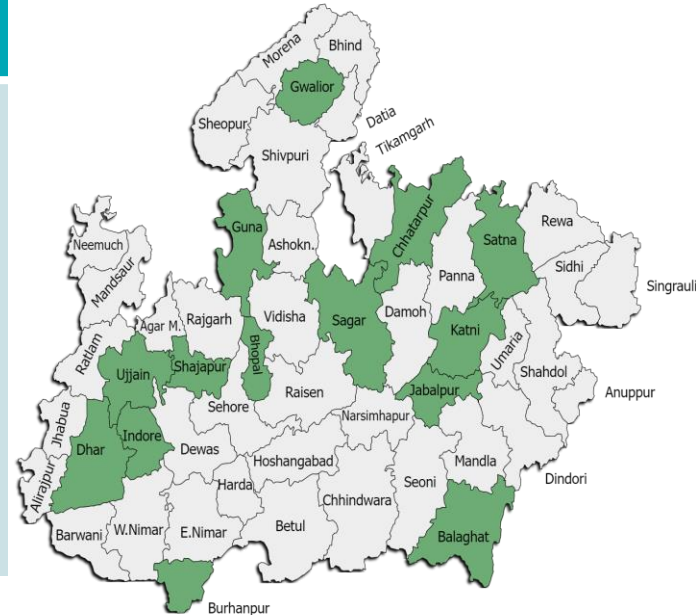
Theme	Activity	Description
<b>D. Ease of Doing Business:</b>	Single Window Platform – 'INVEST Portal'	<ul style="list-style-type: none"><li>• 'INVEST Portal' is being developed for monitoring of entire life cycle of investment projects, right from receipt of the 'Intention to Invest' to grounding and completion</li><li>• The portal will ensure time-bound delivery of facilities and permissions through continuous review/ monitoring</li><li>• The portal will provide a single sign-on platform to the investors, to procure all the approvals/ permissions and facilities</li><li>• Development of 'INVEST Portal' started in April 2017 and is expected to be operational by October 2018</li></ul>
<b>E. Facilitation</b>		<ul style="list-style-type: none"><li>• MPIDC guide/facilitate investors and answer their queries via phone and emails that form part of investor helpline mechanism (facilitation@mpidc.co.in +91 755 2559971)</li><li>• Additionally, a Relationship Manager is appointed for all the investment intentions of above Rs 10 Crore</li><li>• Further, Hon'ble Chief Minister meets investors every Monday.</li></ul>
<b>F. Cabinet Committee on Investment Promotion</b>		<ul style="list-style-type: none"><li>• Enables fast track approvals for projects</li><li>• Sanctions special fiscal incentives and customized packages for mega projects with investment in P&amp;M of over Rs 100 Crore</li></ul>



# MPIDC Industrial clusters in MP

clusters in Madhya Pradesh

District	Product/theme
Balaghat	Bricks
Bhopal	Engineering
Burhanpur	Power Loom
Chhatarpur	Wooden Furniture
Dhar	Auto
Guna	Bricks
Gwalior	Confectionery, Sandstone, Readymade garments
Indore	Pharma, Plastic packaging processing, namkeen, etc.
Jabalpur	Power Loom
Katni	Lime Stone
Sagar	Agriculture implements
Satna	Bricks
Shajapur	Bricks
Ujjain	Poha



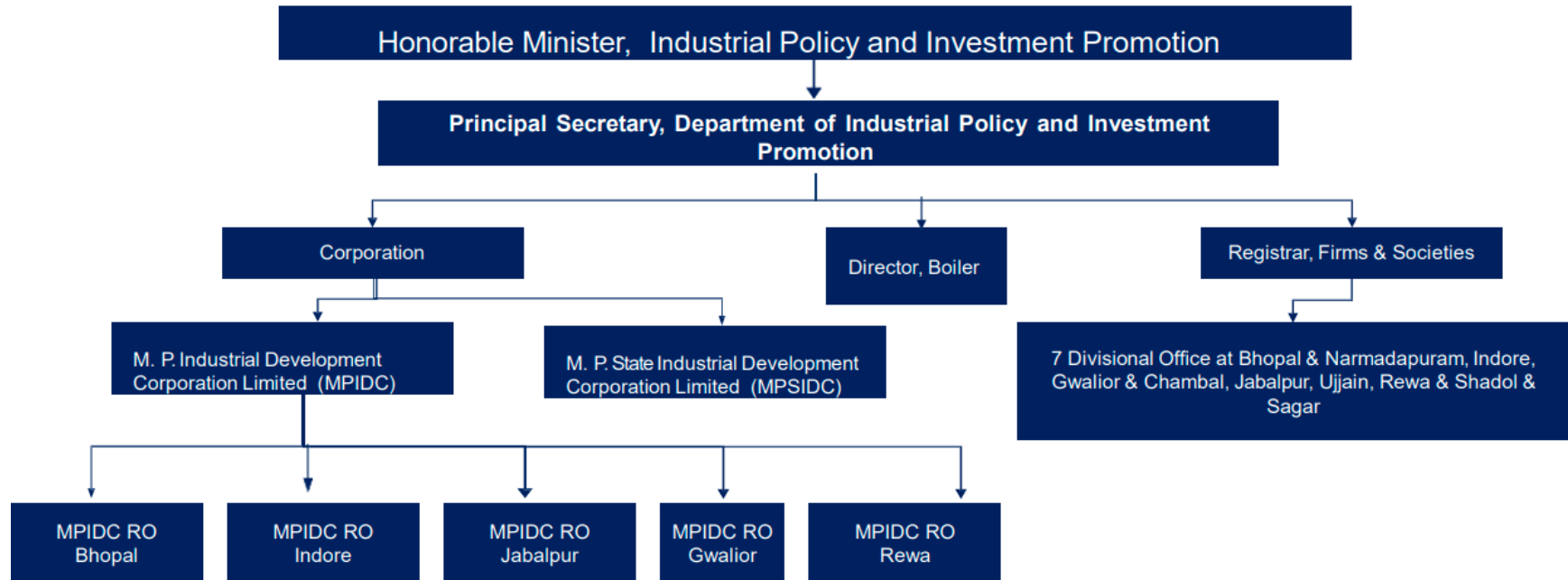
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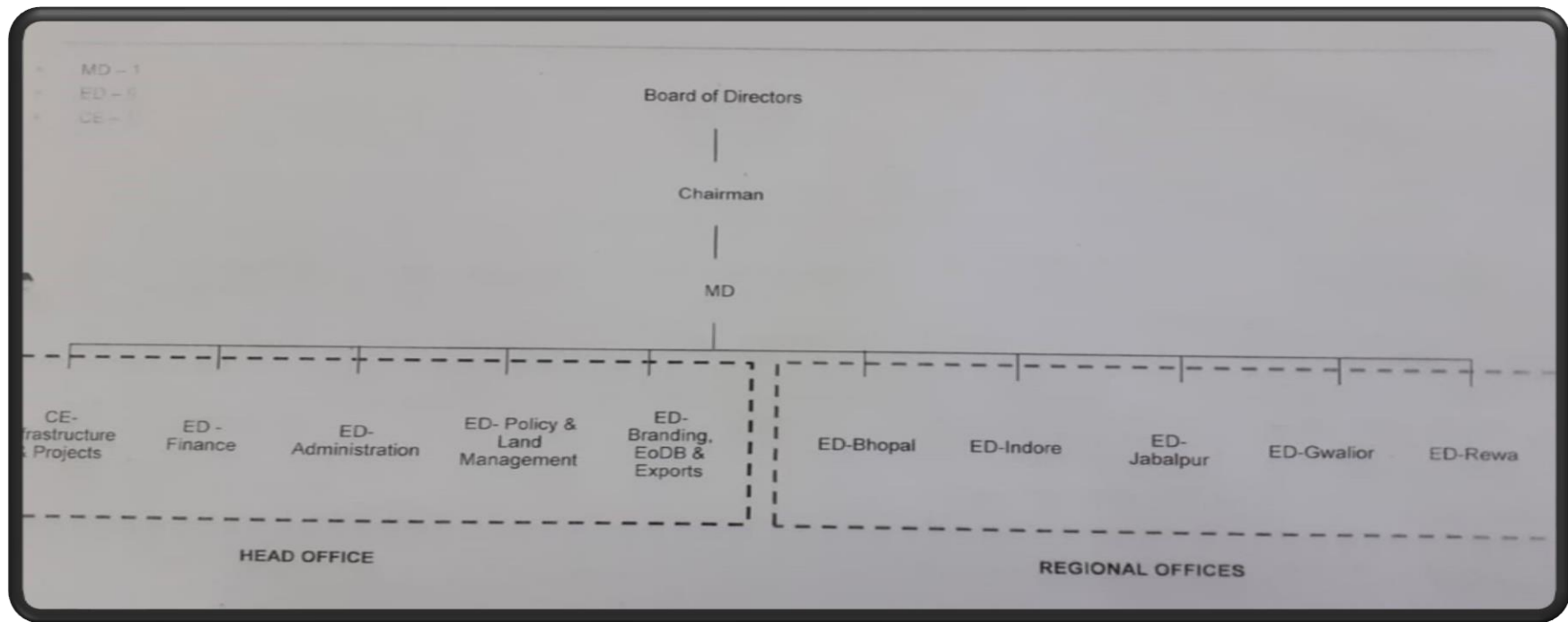
# MPIDC Organization Structure

# MPIDC Organogram:

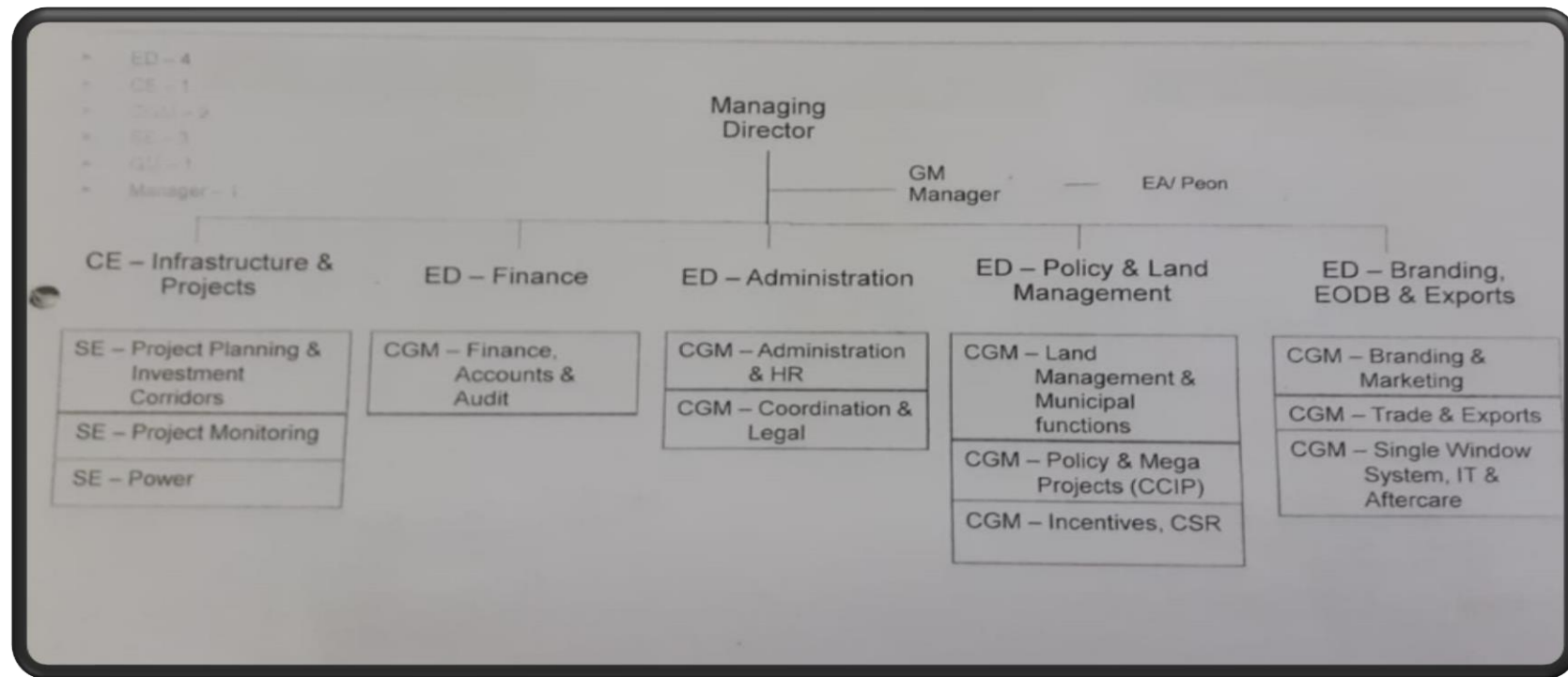
## Organization Structure Department of Industrial Policy and Investment Promotion



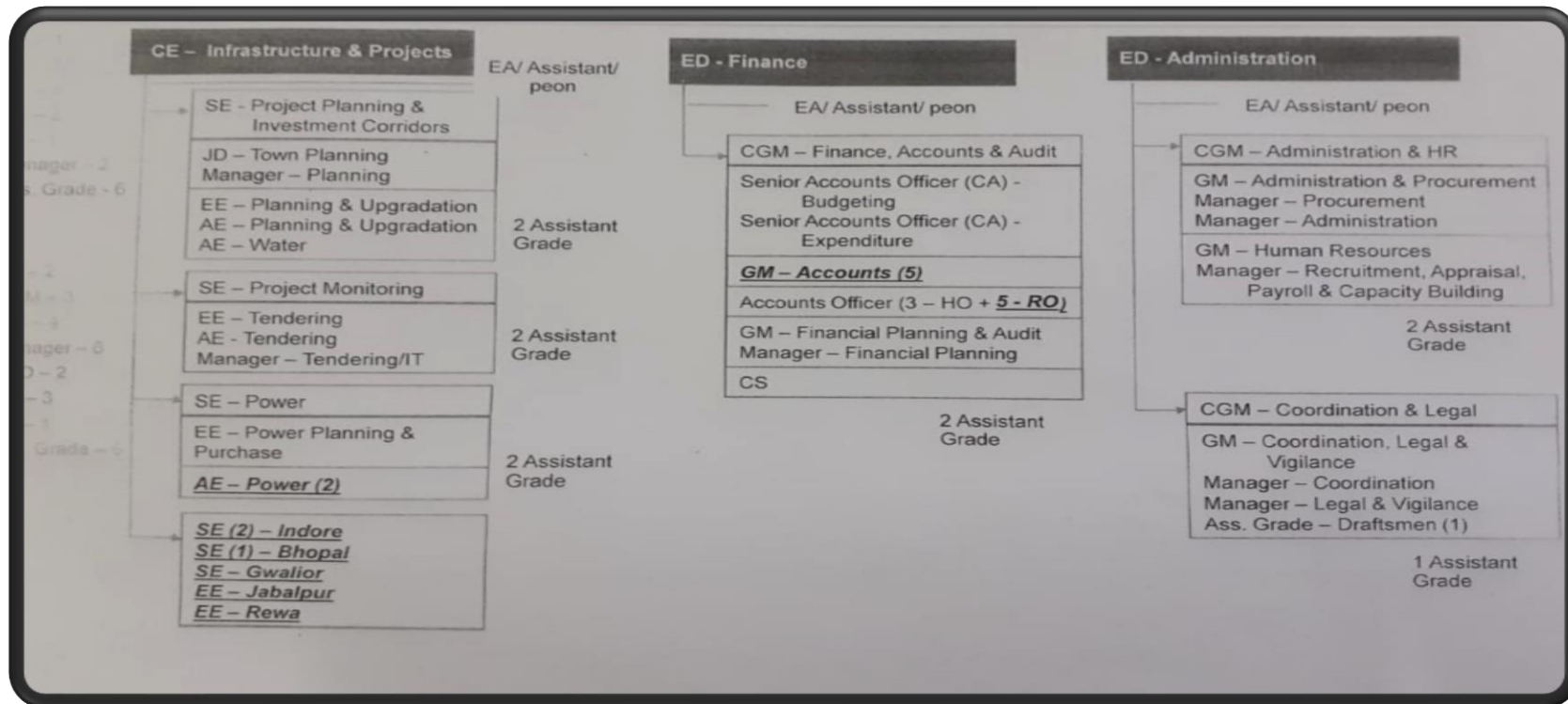
# MPIDC Macro level structure



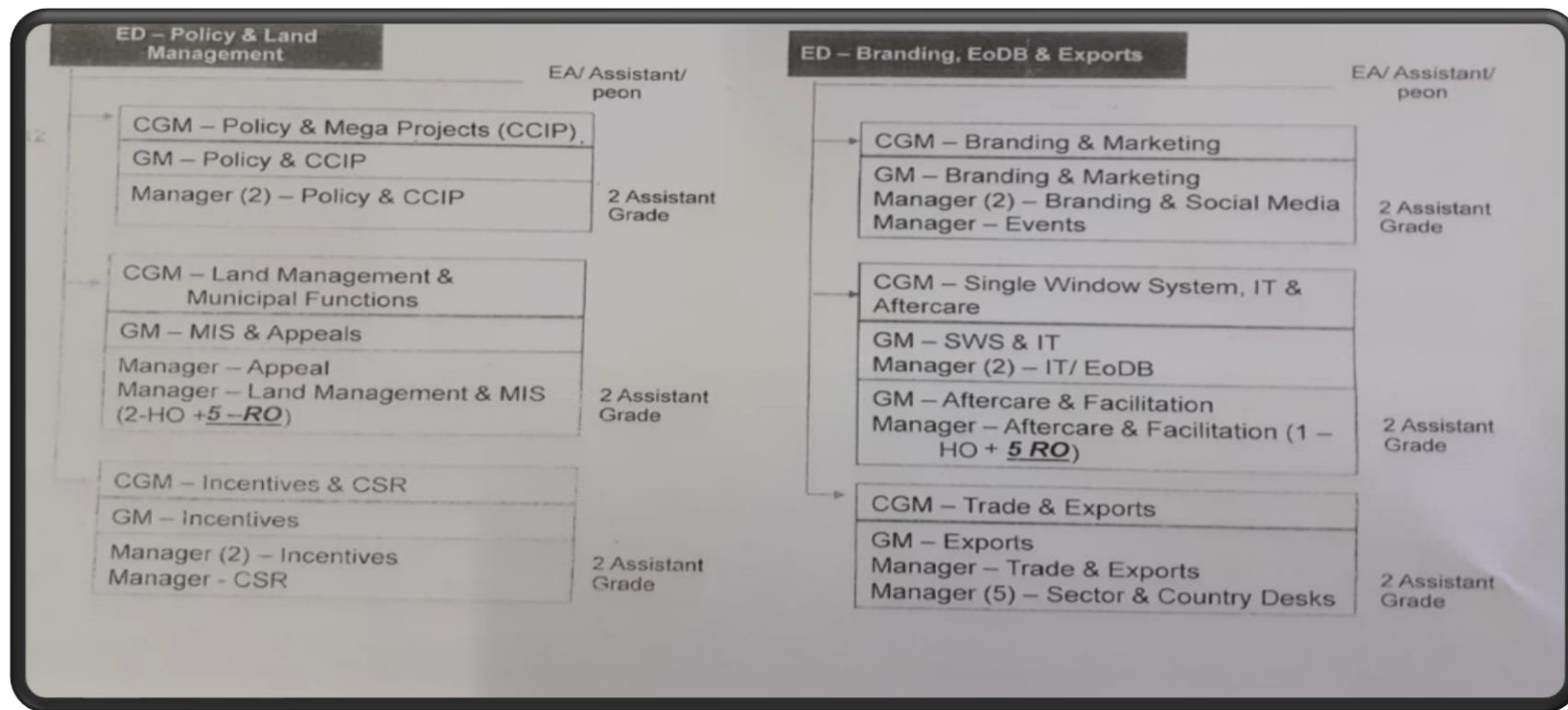
## MPIDC HO structure (1/3)



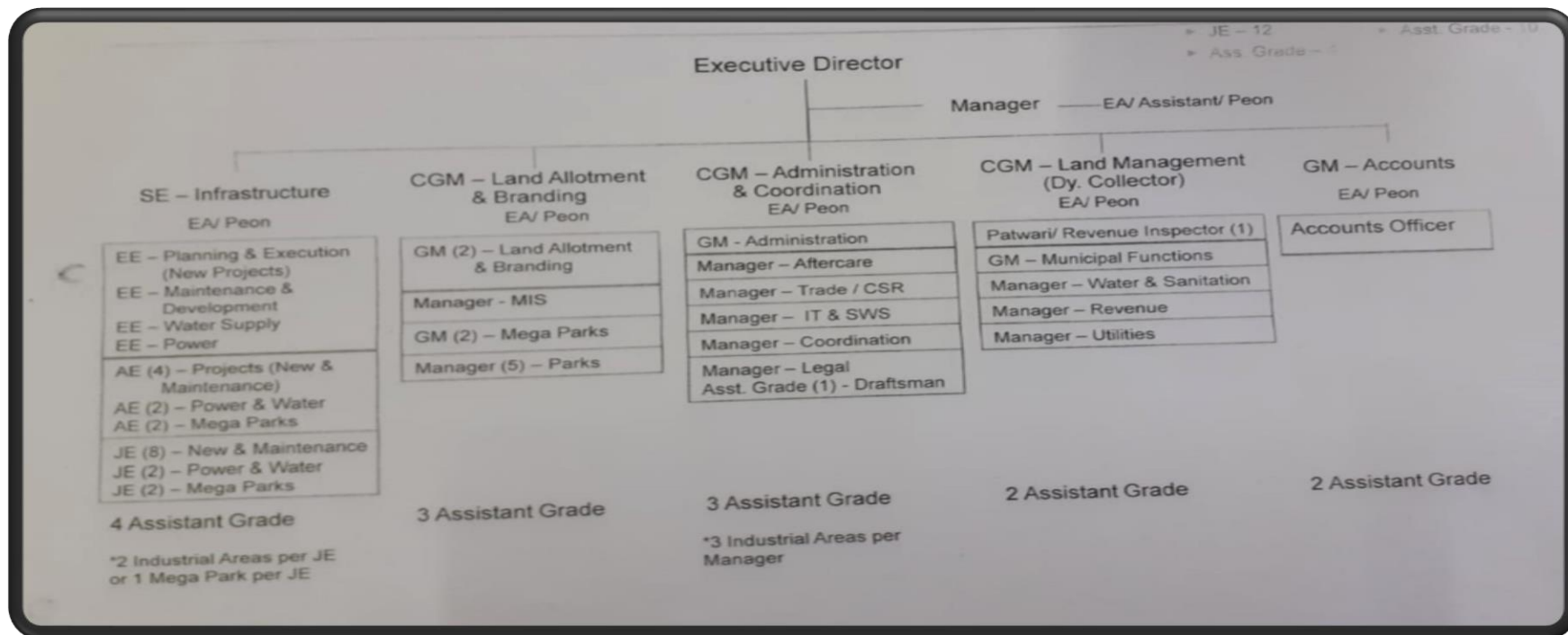
# MPIDC HO structure (2/3)



# HO Structure (3/3)



# RO Structure -Bhopal





# MPIDC Regional offices

# MP INDUSTRIAL DEVELOPMENT CORPORATION LIMITED (REGIONAL OFFICE's):

MPIDC RO's (formerly AKVN) are entrusted the responsibility of Industrial promotion through development of Industrial Growth Centres in selected areas of its jurisdiction.

The 52 districts of Madhya Pradesh are divided among five Regional Centres, the MP Industrial Development corporation Regional office (formerly AKVN):

## Land

01

- New Land acquisition for Industrial developments from Government or Private
- On field activities for Land Allotment to Investor

03

## Infrastructure

- Develop entire essential infra such as water, power and roads by availing funding from State/ Centre Govt. or Loan from Financial Institutions

Major activities of MPIDC

## Development of Industrial Infrastructure

- Promoting Industrial areas
- Participating in roadshows
- Promoting MP industrial schemes

## Marketing

02

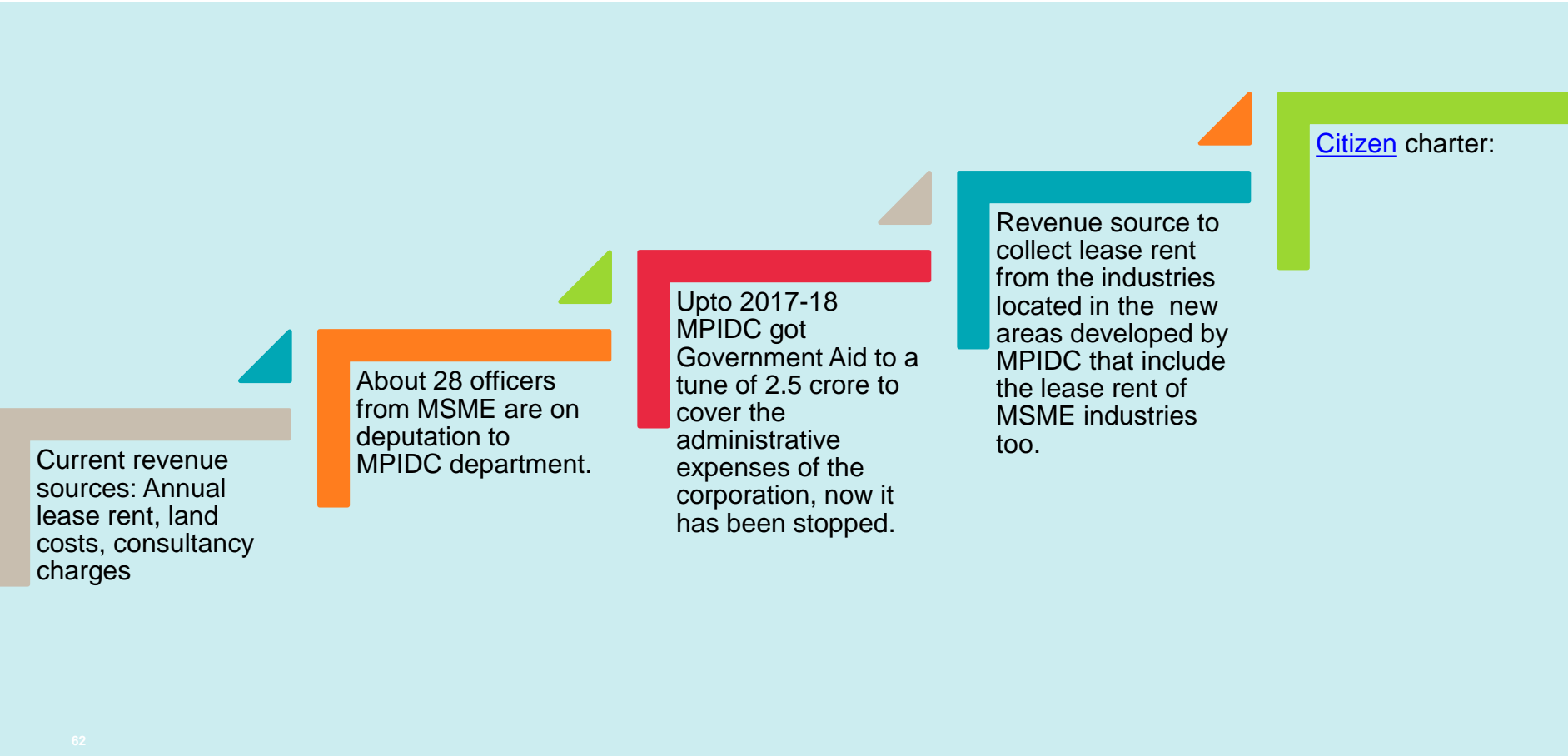
- Responsible for O&M of developed infrastructure in industrial area
- Collections of Lease rent & O&M charges

04

## Operation & Maintenance

# Important facts about MPIDC

# Significant facts



Current revenue sources: Annual lease rent, land costs, consultancy charges

About 28 officers from MSME are on deputation to MPIDC department.

Upto 2017-18 MPIDC got Government Aid to a tune of 2.5 crore to cover the administrative expenses of the corporation, now it has been stopped.

Revenue source to collect lease rent from the industries located in the new areas developed by MPIDC that include the lease rent of MSME industries too.

[Citizen](#) charter:

06

# Recommendations

# MPLUN v/s MSME department Objectives:

## MPLUN

- To provide raw material to the SSIs of MP so as to help them to develop their products for competitive markets.
- To develop MPLUN as a marketing and procurement organization and introduce e-governance for the same.
- To make available high-quality technical services to SSIs.
- To promote and provide national and international market access to SSIs / tiny industries of the State.
- To build quality infrastructure for Govt. / Semi Govt. Departments / Bodies.

## MSME Department

- Industrialization of the State.
- Development of Micro, Small and Medium Scale Industries.
- Attract investment to uplift the industrial and social economy of the State.
- Modernize and strengthen the industrial units of the State to make them globally competent.
- Creation of conducive atmosphere for the industries for enabling them to compete at national/ international levels.
- Create industry friendly atmosphere and suitable policies for development of the industries.
- Help and coordinate between industry and another agencies & act as a facilitator.
- Creation of Basic Infrastructure for Industrial Development.
- Creation of job opportunities through Self Employment Schemes.
- Train and develop the entrepreneurship skills among the educated unemployed youth.
- Encourage Educated unemployed youth to opt for self-employment.
- Revival of sick/closed industrial units.

# Present & Proposed Vertical sections

## Present

- Marketing
- Emporium
- Estate & Civil Constructions
- Inspection and Testing
- Raw Material
- BDC
- IT/Project
- Finance/Accounts
- Gen. Administration
- Personnel
- Coordination/Legal section
- Information technology/MIS
- Start-up & Incubation center

## Proposed

- Planning & Policy
- Marketing & Branding-Export promotion and development
- Civil construction and engineering
- Business development cell (BDC)
- Facilitation centre for MSME entrepreneurs
- Startup/incubation centre
- Training and Capacity Building
- Project Department
- Legal section
- Regulatory & Single window system
- Information technology/MIS
- Accounts/Finance/Taxation
- Audit department
- Consultancy Services
- Financial Services
- Personnel and Administration
- Grievances redressal
- Coordination



# Proposed Sections Work and Manpower requirements

## Planning & Project Department

- Planning & Policy Formulation
  - Project Development for MSME including Financial services
  - Single Window Facilitation, Training & Consultancy Services
  - IT & MIS of the Corporation
- The head of the section may be the Joint Director of Industries
  - 04- Dy. Director, Industries
  - Four Technical Qualified person
  - Supporting staff

# Proposed Sections Work and Manpower requirements

## Estate Management Section

- Planning & Policy Land Acquisition for MSME
  - Land Allotment to MSME
  - Recovery of Lease rent from MSME units
  - Management of Corporation properties for commercial purposes
- Section head may be Joint Director Industries
  - For land Acquisition may require 01 Dy. Director, 01 Senior Tehsildar (or revenue officer)
  - For land Allotment: 01 Dy. Director
  - Supporting staff

# Proposed Sections Work and Manpower requirements

## Engineering Section

- Development and Maintenance of Industrial Area for MSME.
- Constructions & Interior decoration work for other department & Organization
- Maintenance of Corporation properties.
- Section head may be Supt Engineer (SE) Civil eng
- Assisted by required Nos of civil Engineers (EE,AE & JE) and Electrical Engineers
- Mechanical Engineer may require only for testing labs
- Supporting staff

# Proposed Sections Work and Manpower requirements

## Business Development Section

- Emporiums
  - Export Promotion
  - Utilization of testing labs
  - Raw Material depots
- Section head may be Joint Director level officer
  - 04 Dy. Director level officers
  - Mechanical Engineer may require only for testing labs
  - Supporting staff

# Proposed Sections Work and Manpower requirements

## Accounts & Finance Section

- Accounts work
  - Internal Audit
- Section head may be a qualified Chartered Accountant.
  - For internal Audit- an officer from State Accounts services
  - Accountants as per requirements
  - Supporting staff

# Proposed Sections Work and Manpower requirements

## Personnel & Administration Section

- Personnel Management
- General Administration
- Coordination
- Grievances redressal

- Section head may be a qualified Personnel manager of Joint Director rank
- 04- Dy. Directors level officers
- Supporting staff as per need

# Proposed Sections Work and Manpower requirements

## Legal Section

- Company Law
- Legal Matters

- Section head may be a qualified Company Secretary
- For legal matters CS may be assisted by a qualified Asstt/Dy. Manager and a legal advisor
- Supporting staff



# Present and proposed set up

Class	Sanction Posts	Working Posts	Proposed posts
I	45	09	39
II	85	16	32
III	295	93	93
IV	109	48	48
Total	534	166	212
Contractual		05	05
Outsource	III and IV class	149	41

Total Nos of working employees = 320

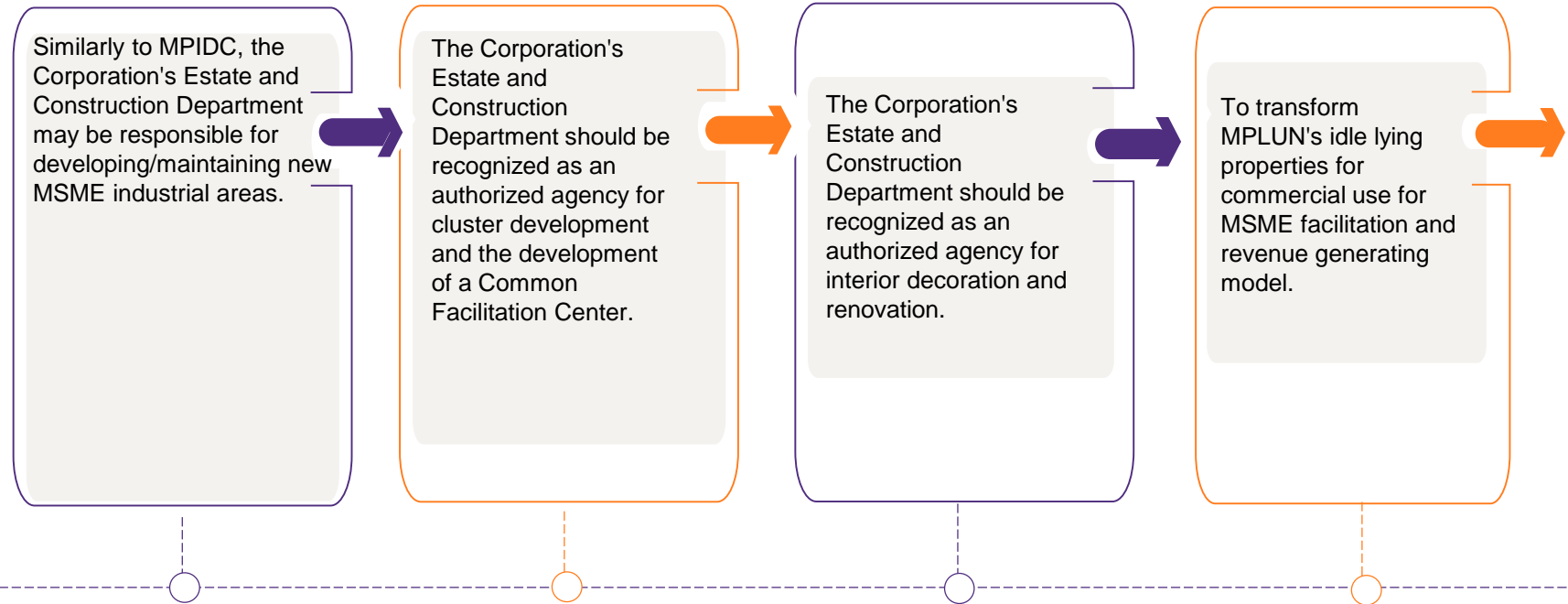
Proposed employees No = 258

# Expenses on Manpower

			Figures in rupees	
Category	Nos of Proposed post	Unit salary expenses	Total monthly expenses	Annual Expenses
<b>Class I</b>	39	175000	6825000	81900000
<b>II</b>	32	100000	3200000	38400000
<b>III</b>	93	60000	5580000	66960000
<b>IV</b>	48	25000	1200000	14400000
<b>Contract</b>	5	150000	750000	9000000
<b>III</b>	29	25000	725000	8700000
<b>IV</b>	12	15000	180000	2160000
	<b>258</b>		<b>18460000</b>	<b>221520000</b>

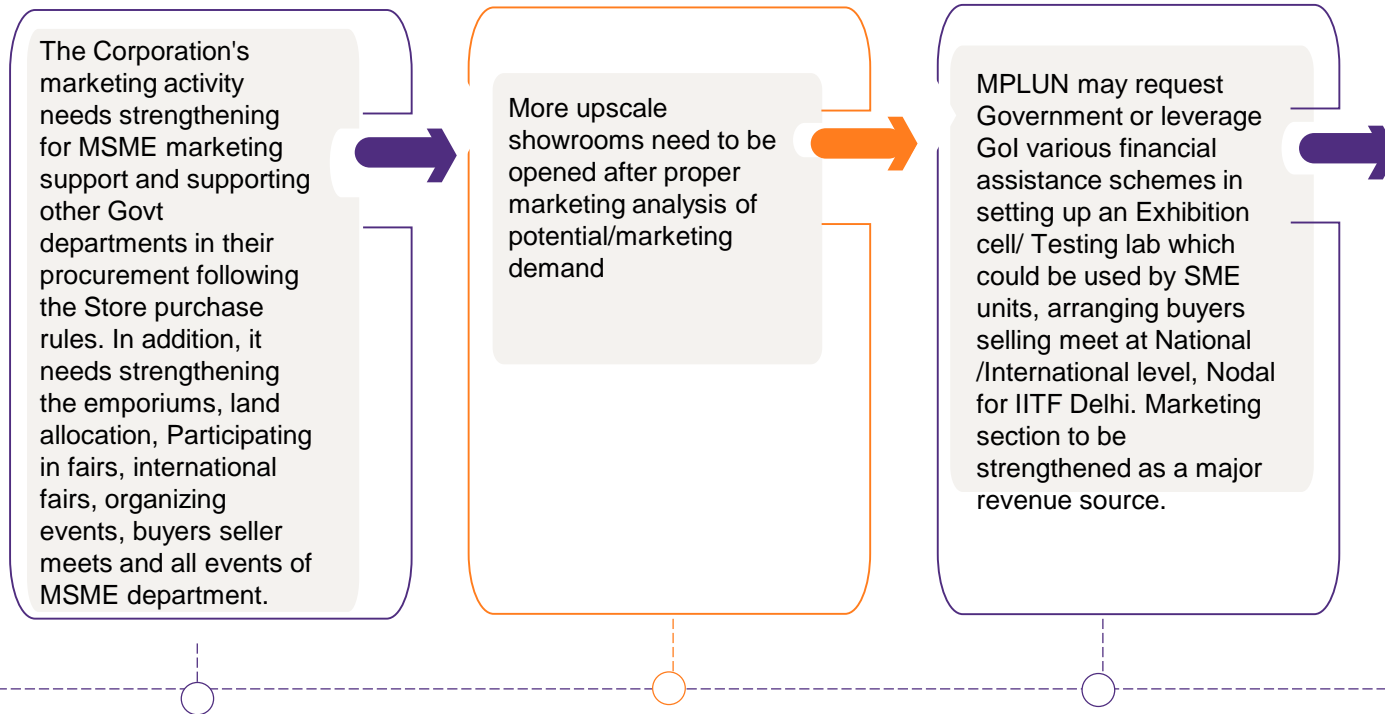
# Proposed recommendations

## Estate and construction



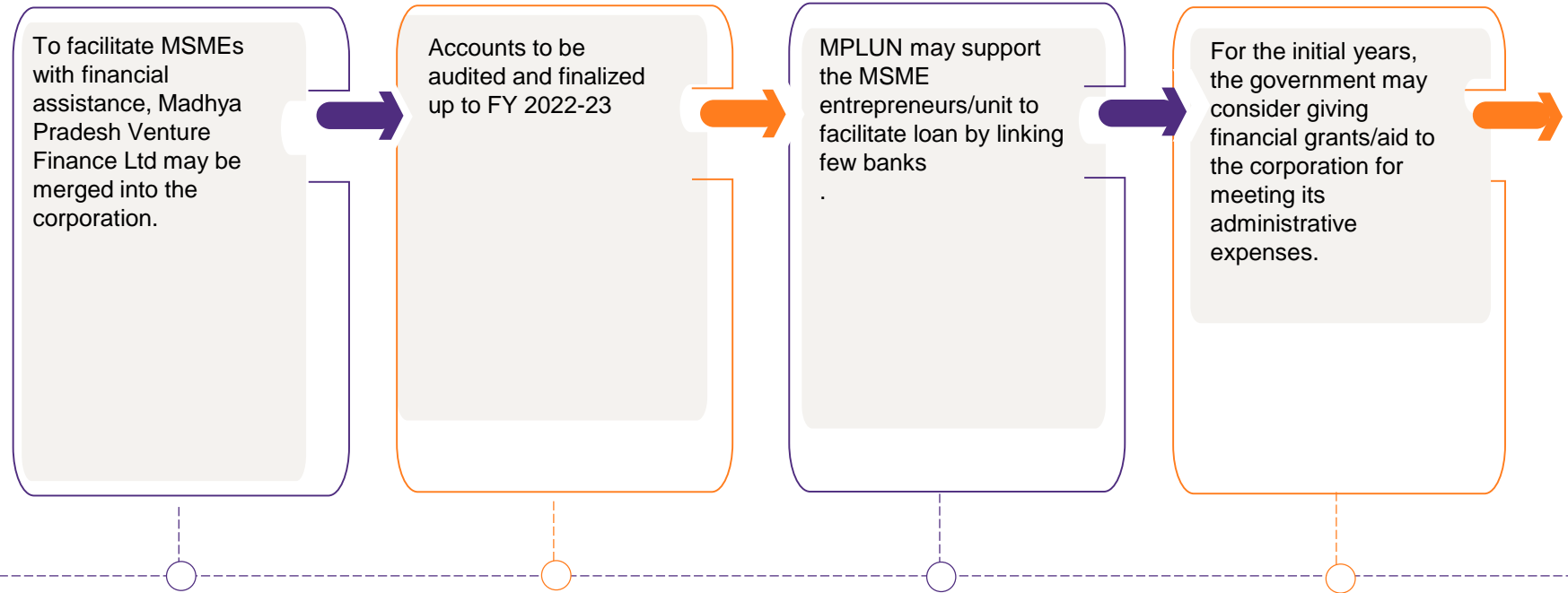
# Proposed recommendations

Marketing



# Proposed recommendations

## Finance and Accounts



# Proposed recommendations

HR/Administration

In order to complete the merger process, legal advice may be sought regarding the merger of Madhya Pradesh Venture Finance Ltd. with the corporation providing financial services for MSMEs.

As the department contributes to the development and maintenance of MSME clusters / industrial areas. Government may be requested for a corpus/revolving funds.

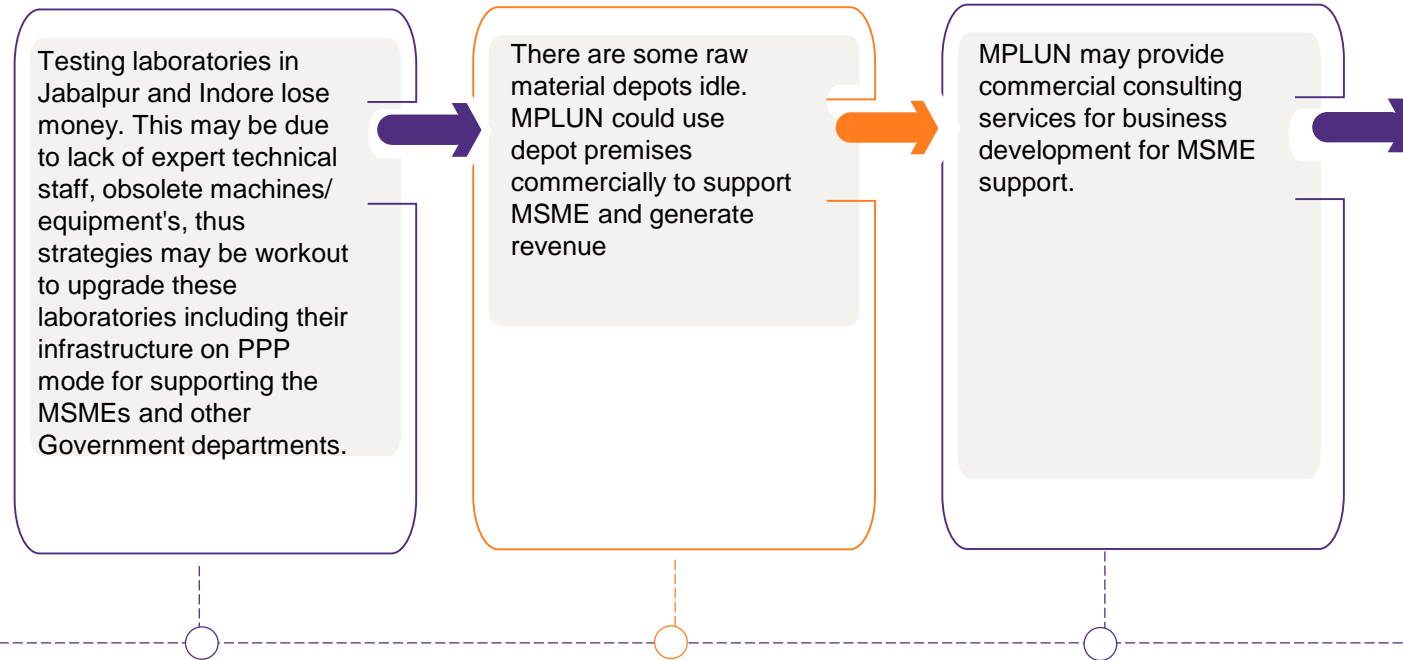
Corporation to fulfill the objectives of MSME department and as an implementation agency of MSME, its name may be rechristened as MP State.MSME Development Corporation Ltd.

For initial two years Govt may consider giving financial grant/aid to the corporation for meeting out its administrative expenses, as earlier supported MPIDC.

Initial for five years, to develop SOPs and IT integration systems in the corporation. Agencies may be hired for implementation and technical support.

# Proposed recommendations

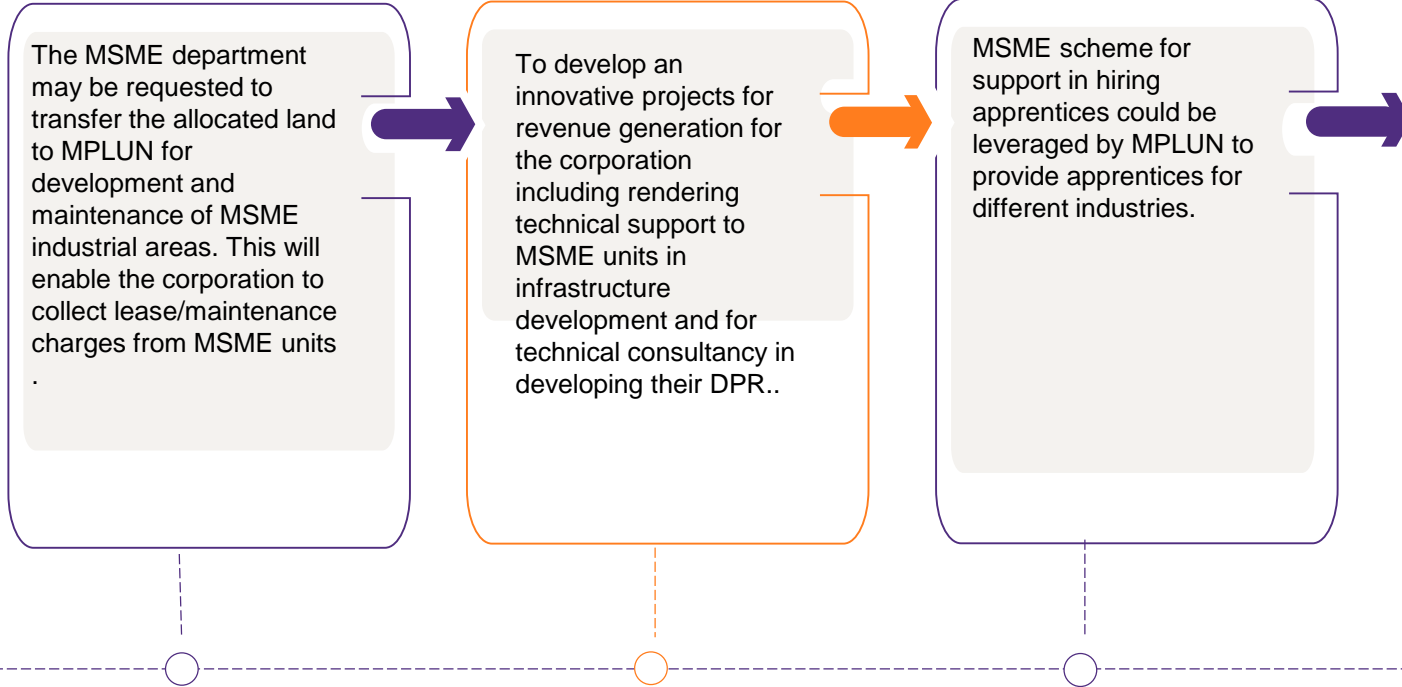
Business Development Cell





# Proposed recommendations

Projects Cell



# Proposed recommendations

## Start-up & Incubations

A new vertical will be created for startups in the corporation, for which the present corporation setup will be restructured



The corporation should be recognized as an authorized agency to promote and implement startup activities as per state government policy. To support MSME units, the corporation may set up an incubation center by leveraging funds from Govt schemes.



# Proposed recommendations (9/9)

## Training & Capacity Building

Corporation may be recognized as a Skill Development and Training organization through schemes offered by the Ministry of Skill Development. It could arrange various sector specific training for enhancing the capacities of MSMEs beneficiaries and other departments working on the ODOP strategy. In this context CEDMAP may work in coordination/ collaboration with MPLUN on capacity building in a commercial manner.



# Proposed recommendations

Consultation Cell

Consultancy services to facilitate MSME units in a commercial manner through sector specific experts



MPLUN to transform as an implementing nodal agency for MSME department, for effective implementation of the scheme and as a facilitation center for MSME entrepreneurs therefore DTICs and regional offices propose to work in close coordination.



# Proposed recommendations

## Single Window system

To facilitate upcoming start-ups and MSME units, the corporation may work as a first and contact point by rendering all services through single window operation. Experts may be deployed from concern departments including -Nagar nigam, electricity board, water department, Pollution control board, labour, department, ESIC, EPFO, FSSAI, BIS and other licensing agencies. These experts can be made available either by deputation or recruitment, or retired officers or experts may be hired on a contract basis.



# Proposed recommendations

Grievances cell &  
Coordination cell

- RTI
- Grievances
- CM Helpline
- Central Govt./PM Grievance portal.
- VidhanSabha/ Lok sabha related work



# Constraints

MPIDC developing the MSME industrial area and also collecting the lease rent and maintenance charges from those units.

At one hand there is scarcity of Experts officers and staff, at the same time about more than 25-30 officers from MSME department are on deputation to MPIDC and other allied departments, their expertise can be used by MSME department..

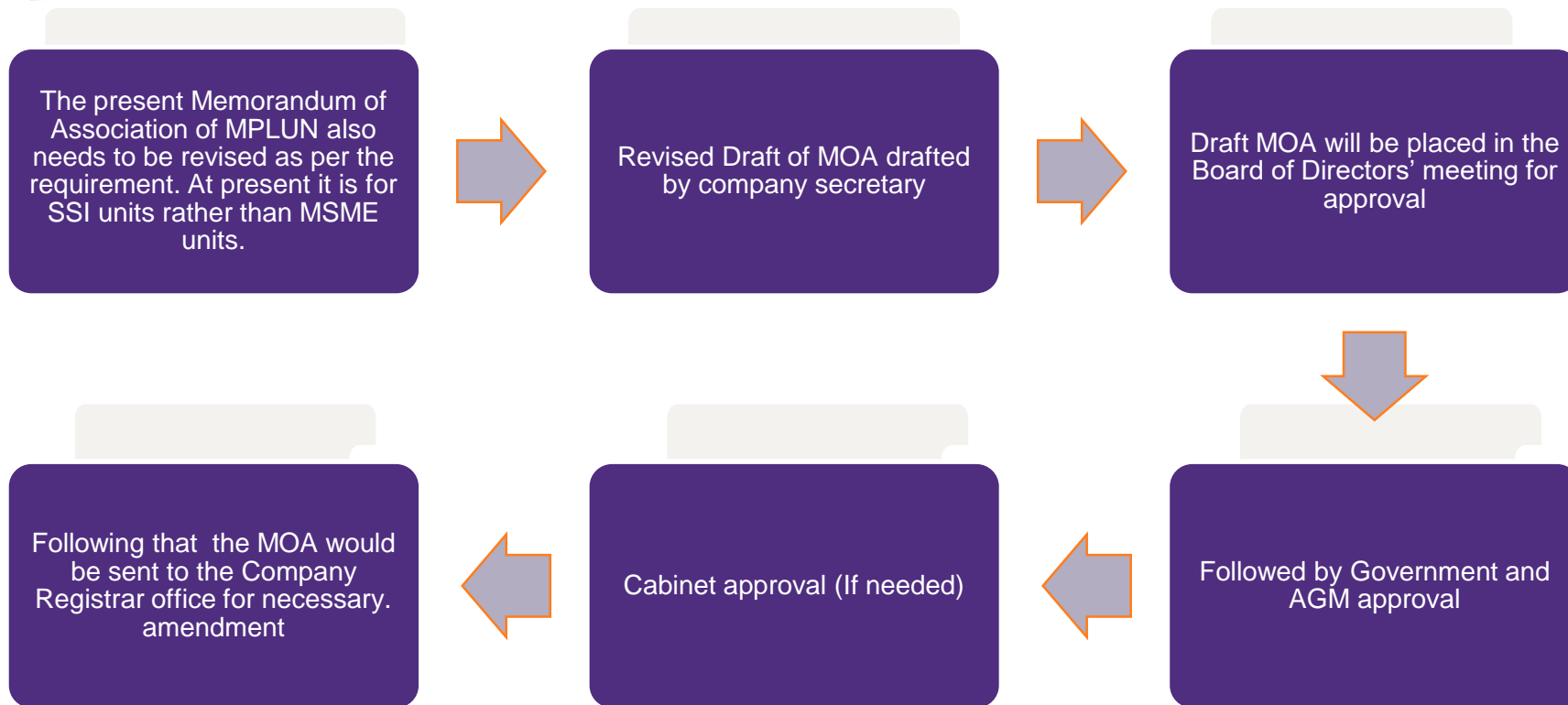
MPIDC and MSME have different cluster in the same districts , this may needs to be synchronized.

# Budget for the new roles of the corporation

- Corpus funds for development of MSME industrial lands.
- Govt Aid to meet out administrative expenses for certain period
- Empowering to give loan from banks by given guarantee
- Availability of funds for assistance to startup/incubation centers under startup activity.
- Availability of funds as mentioned under the startup policy for seed funding.
- Availability of funds for Venture Fund.
- Funds for developing new MSME industrial sector.
- Funds for marketing and trading and organizing events
- Funds for export marketing and trade
- Corpus funds for filling the gaps of CGTMSE
- Based on BOD's approval department will prepare an annual budget to meet out their activity's expenditures based on the projections of Break even and revenue generation.



# Process for amending the MoA



05

# Proposed Action Plan

# Proposed Action Plan

Facilitation - **SIDBI**  
**PMU**

S.No	Major Activities	Expected time duration	Responsible department/Officer/Agency
1	Nomination of nodal officer from MPLUN to whom Facilitation agency can remain in contact	One day	MD MPLUN
2	Submission of concept note for strengthening of MPLUN	One week	Nodal office MSME
3	Comparative study and presentation for strengthening of MPLUN	One week	MSME-SIDBI PMU
4	Principal approval to make changes in the existing system of MPLUN to transform as MSME corporation	02 months	MPLUN and MSME Directorate 9Nodal officers)
5	Approval about change in the existing structure of MPLUN		
6	Development of HR set up as per change requirements	02 months	Nodal officer/ HR Agency
7	Preparation of section wise budget (MPLUN)		Nodal officer
8	Preparation of overall budget for the corporation		Accounts/Finance department of MPLUN/Nodal officer
9	MPLUN audited accounts to be finalized up to 2022-23	03 months	

10	Constitution of committee with representation of GAD, Law department, Finance department, Industries, MPIDC, SIDBI, MPLUN for vetting the proposal of changes, budget and submit their recommendations	01 month	Nodal officer of MSME and MPLUN
11	Drafting and approval from Law department of Go MP of revised MOA	02 months	Company secretary of MPLUN/Legal department/Nodal officer of MPLUN
12	Recommendations of the committee, Principal approval of Government, draft MOA, audited accounts to be placed before BOD meeting	01month	Company Secretary/Nodal officer
13	After BOD approval approval needs from Govt and AGM, if needed proposal be placed before cabinet for approval	02 months	Nodal officer of MPLUN and Company Secretary
14	After approval MOA may be send to Registrar of company at Gwalior	01 month	Company Secretary/nodal officer of MPLUN
15	Gadget publication for MPLUN as MPMSME Corporation Ltd with changed structure	2-3 months	Legal adviser. Nodal officer of MPLUN and MSME
16	Resources deployment	2-3 month	HR/Admin department of the Corporation
17	Renovations of the Corporation registered office and regional offices including DTICS	4-5 months	Construction wing of MPLUN
18	Strengthening of IT systems	02 month	MAPIT and IT department of MPLUN
19	Deployment of agency for rendering technical implementation support for at least 03 years	03 months	Tender/procurement department of new corporation
20	Inauguration of new Corporation		

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