

TPP

PROJECT OUTLINE

**MSMEs BUSINESS EXCELLENCE**

---

### I. Background

1. It is said that micro and small organizations are backbone of any manufacturing system. This is highly labour intensive and adding value to the economic growth, however for micro and small business enterprises, it is becoming very difficult to survive.

2. Most of today's mega large and large organizations' entrepreneurs also started their business on small scale and over the period of 20-25 years grown to the larger one, this story is not true with many one, who could not grow over the period of time and they are counting their days.

3. Sustainability and scalability, both are challenges for the entrepreneur. There is desire to grow, however due to various factors, it is becoming difficult to survive. Even after 20-25 years, same struggles are going on.

4. Most common challenges faced by the organizations are :

- Meeting customer demand in the form of Quality, Cost and Delivery
- Reducing contribution / margin
- Increasing cost – all costs are going high
- Fund management / availability of fund / bad debt
- Focus on day to day issues / activities
- Govt. regulations/ taxes
- High dependency on single source of suppliers
- Manpower – high dependency on off roll ( contract ) manpower
- Team – not much support from near and dear
- 2<sup>nd</sup> generation not interest in running the business due to small scale

5. What is required to provide support to these micro and small organizations in sustainability and scalability both. There is need to make the business viable and competitive one

### II. Project Scope

1. Industries Association's all Associate Members, micro and small, are included in this project. All have got their own manufacturing facilities and carrying out the production with minimum 10-12 manpower in the enterprise

2. Supplying parts / components to OEs or after market segment / retail sale

3. we propose to include industries from 5 segments

- 1. Metals - Forged, Casted, Sheet
- 2. Rubber
- 3. Plastics
- 4. Electrical

4. Self managed business for more than 3 years

5. Team CLASS would be providing support in 6 areas

- i) Management Support - Strategic and tactical Issues
- ii) Marketing and Sales
- iii) Engineering – Product and Process
- iv) Quality Improvement - Product and Process
- v) Cost competitive

6. Project duration - minimum 18 months

### III. Project objective

To achieve > 15 % sales growth on annual basis and > 50 % in 3 years with competitive margin in profit by

1. Enabling the organization to plan strategically

2. Getting higher order from existing client as well as from new business development

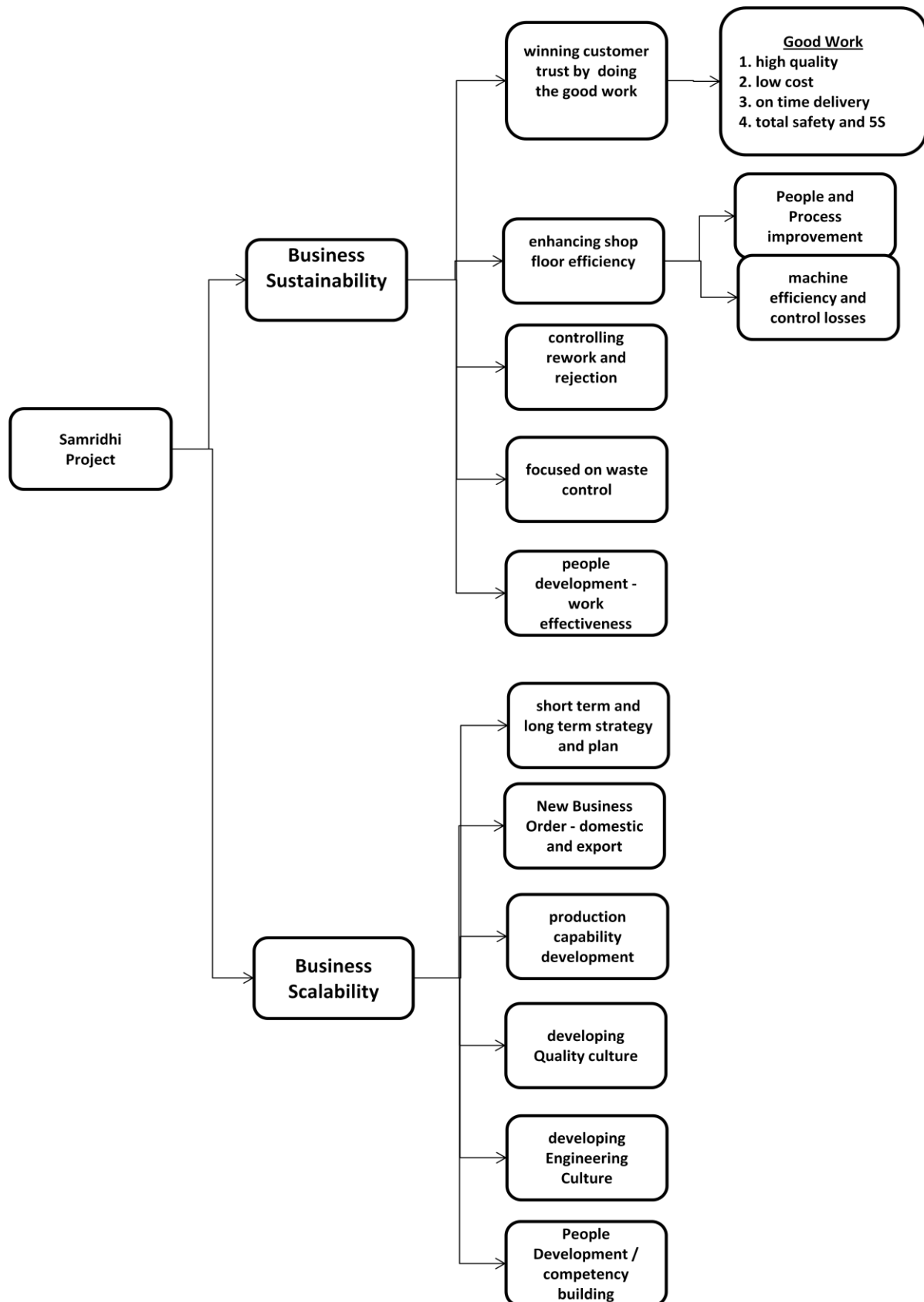
3. Focusing on product and process Engineering

4. Improvement in Product and Process Quality

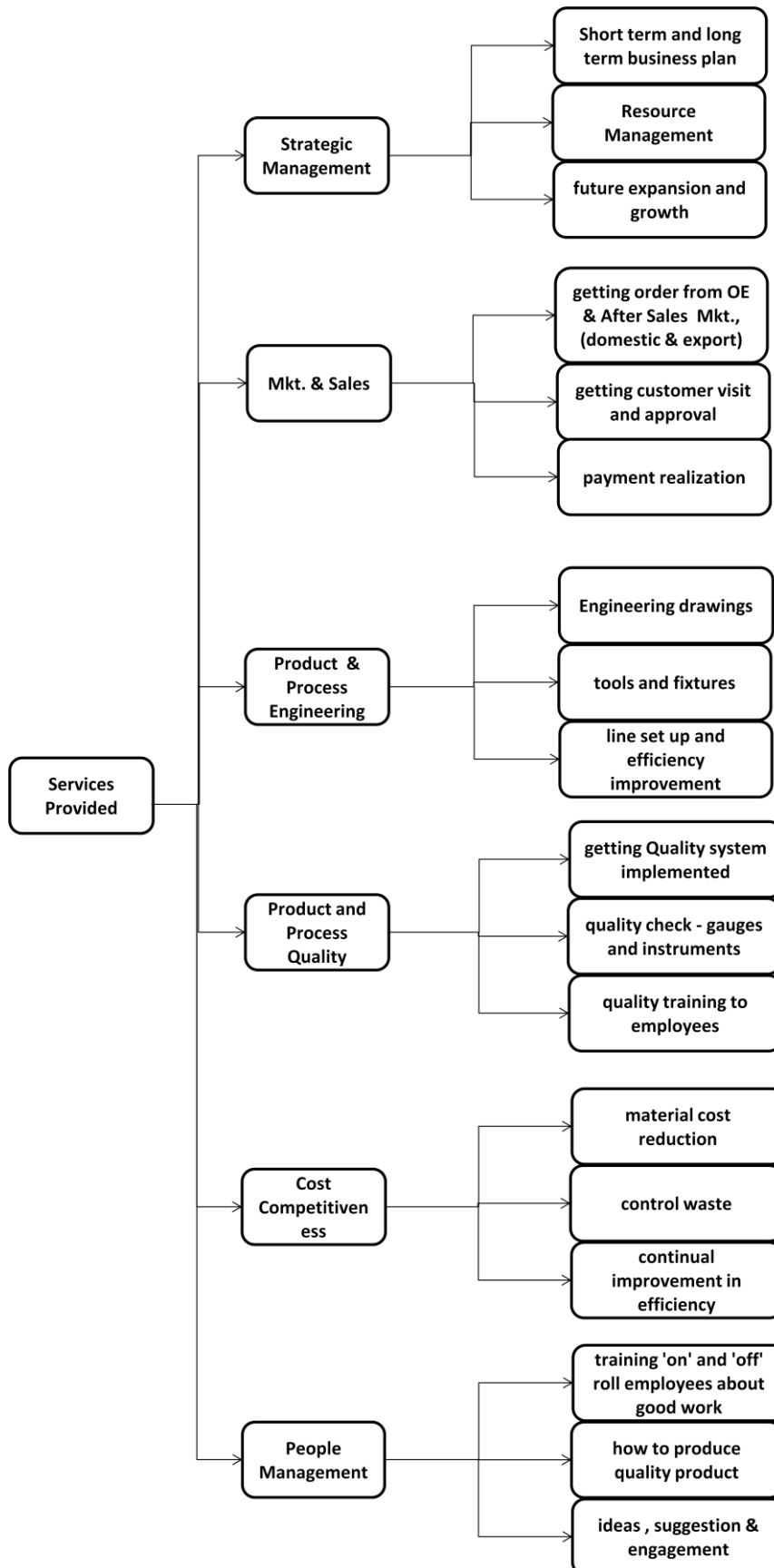
5. Cost competitiveness

## IV. Project Approach

### A. TPP focused areas of work – Sustainability and Scalability both

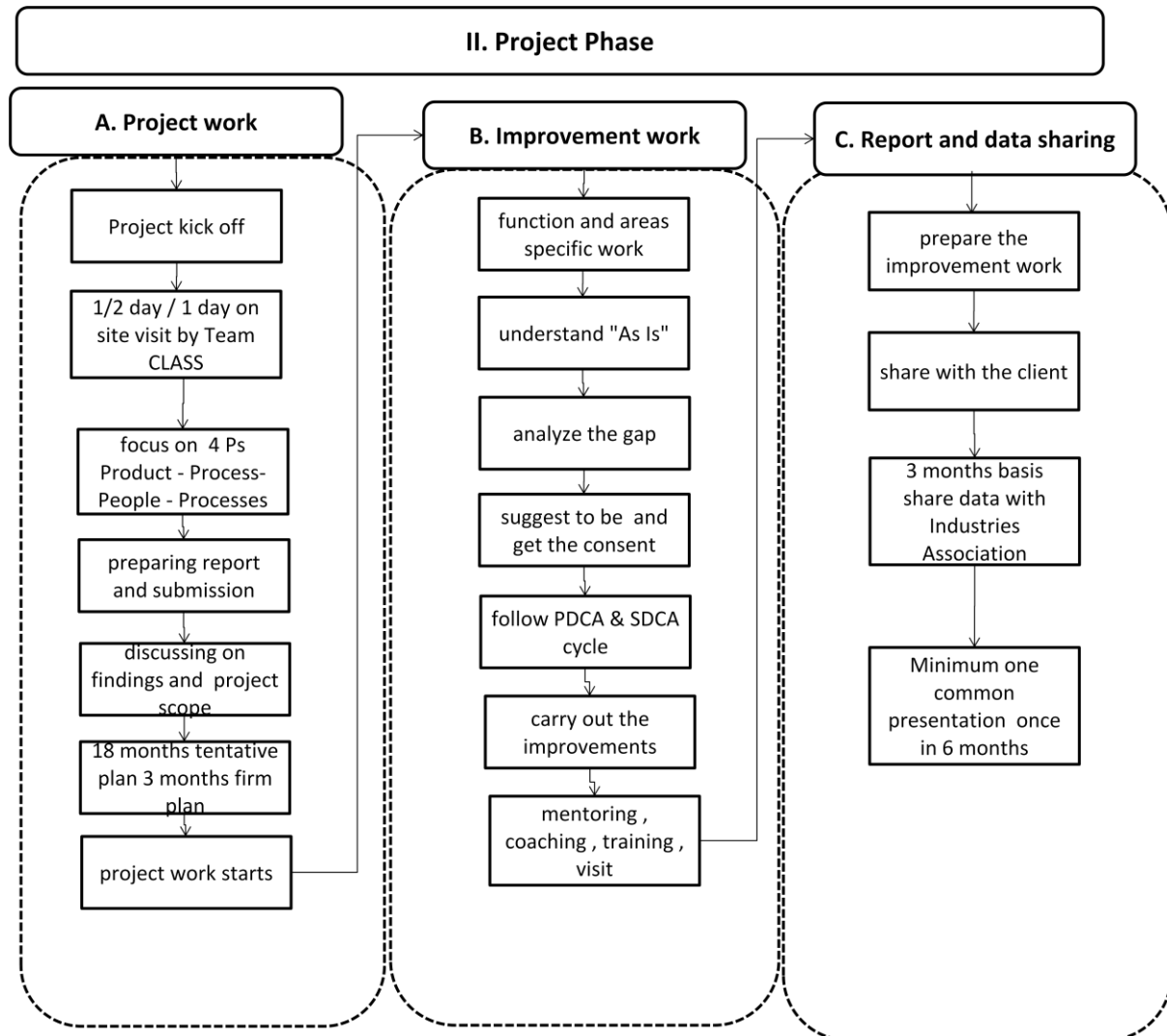


## B. Function Specific services provided by Team TPP



## V. Project Process

### Project Phases



### VI. Key focused areas in Process Mapping

1. In this project , there are 3 stake holder :

- Industries Association
- Business Promoter / Entrepreneur
- Team CLASS

2. Business sustainability and scalability is the major focus

3. Support in 6 areas / functions with specific need

4. Key focused on making the business successful and viable

5. Self sustaining project

\*\*\*\*\*