



SMALL & MEDIUM BUSINESS DEVELOPMENT CHAMBER OF INDIA

Empowering SMEs for Global Competitiveness



Export Promotion

Market Development

Quality Improvement

Investment Promotion

Industrial Development

Technology & Innovation

Education & Training Programs

Banking Finance & Venture Capital

Joint Ventures & International Alliance



The Role of SME sector

Small and Medium Enterprises play a vital role for the growth of Indian economy by contributing 45% of industrial output, 40% of exports, 42 million employments, create one million jobs every year and produce more than 8000 quality products for the Indian and international markets. As a result, MSMEs are today exposed to greater opportunities for expansion and diversification across the sectors.

Indian market is growing rapidly and Indian industry is making remarkable progress in various Industries like Manufacturing, Precision Engineering, Food Processing, Pharmaceutical, Textile & Garments, Retail, IT (Information Technology), Agro and Service sectors. SMEs are getting more and more opportunities to enhance their business activities in core sectors.

Challenges to SME sector

Despite its commendable contribution to the Nation's economy, MSME Sector does not get the required support from the concerned Government Departments, Banking Sector, Financial Institutions and Corporate Sector, which is an handicap in becoming more competitive in the National and International Markets and which needs to be taken up for immediate and proper redressal. MSME sector faces a number of problems - absence of adequate and timely banking finance, limited knowledge and non-availability of suitable technology, low production capacity, ineffective in marketing and identification of new markets, constraints on modernisation and expansions, non availability of highly skilled labour at affordable cost, follow up with various agencies in solving regular activities, lack of interaction with government agencies on various matters.



About the Chamber

Small & Medium Business Development Chamber of India (SME Chamber of India)

is a leading organisation working for the development of Micro, Small and Medium Enterprises for the last many years under the dynamic presidentship of Mr. Chandrakant Salunkhe, who is also a first generation entrepreneur. The Chamber takes keen interest to resolve various problems of the Indian MSME sector and also provide all kinds of assistance to empower them to compete in the domestic as well as global markets.

The Chamber organises activities on Export Promotion, Import Facilitation, Investment Promotion, Industrial, SME & Entrepreneurship Development and also regularly organise Seminars, Conferences, Workshops, Training Programs, Delegations, Study Visits and other trade promotional activities to educate and create awareness amongst the SMEs.

SME Chamber of India has developed key strategies to promote and support the MSME sector to enhance competitiveness, quality upgrading, channelise timely banking finance, technology upgradation, market development, skill development and other innovative methods to produce quality products and services.

Our Initiatives

- ⇒ SME Business Club
- ⇒ Indian SME knowledge Forum
- ⇒ SME Training Institute of India
- ⇒ SME Export Promotion Council of India
- ⇒ SME Grievance Forum
- ⇒ SME Consulting & Research Institute of India
- ⇒ SME Technology & Innovations Development Council
- ⇒ India – China Business Development Forum
- ⇒ India – GCC SME Development Council
- ⇒ India – Turkey SME Development Council
- ⇒ India – Zambia SME Development Council
- ⇒ India – Malaysia SME Development Council
- ⇒ India – Mauritius SME Development Council
- ⇒ India – Bulgaria SME Development Council
- ⇒ Indian Products & Services Permanent Display Centre (China)

Become our member to enhance your business activities and exports

Assistance and Support Services for Indian SMEs

- Domestic Trade, Export, Import and Business enquiries
- Information on marketing strategy & investment opportunities
- Business Matchmaking and Buyer-Seller Meets
- Preparation of company profile, project reports and product design
- Assistance and support for revival of sick units
- Design, Development and Launch of products
- Acquire latest technology and to set up new manufacturing units
- Guidance to obtain trade & project finance and credit rating
- Quality Assurance and packaging improvements to meet global standards
- Guidance for upgrading skills & knowledge of entrepreneurs
- Source & import quality products, machinery, equipments & hand tools, raw materials and hi-tech products
- Preparation of documentation for obtaining joint ventures, technology transfer, contract manufacturing and preparation of other business & financial documents
- Indian products and services permanent display centre in various countries
- Liaise with Government Departments & Agencies, Overseas Organisations
- Arrange study tours & visits to factories / industrial plants / trade fairs / exhibitions in India and abroad
- Arrange business / trade delegations and missions
- Assistance to represent and participate in exhibitions, trade fairs, seminars and conferences



Note: The members will be entitled to avail of the above services at concessional charges. The charges for above services will be depending upon the nature of the assignment and requirements. SME Chamber of India reserves the right to accept or reject any assignment.

Services for Overseas Companies

- Assistance and support for business promotion in India
- Establish and enhance business contacts and find out new business partners from India
- Buyer-Seller Meets and Business Matchmaking
- Market Development, Market Survey and Research about Indian companies
- Opportunity for Technology Transfer, Joint Ventures, Collaborations and Investments in India
- Introduce and launch latest products & services and appointment of buying and selling agents in India
- Assistance to identify contract manufacturers
- Impart training facilities for updating skills and knowledge in various fields for overseas entrepreneurs/employees
- Information on import / export opportunities
- Sourcing of quality raw materials and finished products from Indian SMEs
- Liaison with Central and provincial government authorities in all matters concerning various promotional schemes / incentives / procedures for setting up or doing business in India
- Represent in exhibitions and trade fairs in India

Note: Overseas companies can avail of all the above services by becoming a member of the Chamber to avail of the above services at concessional charges. The charges for above services will be depending upon the nature of the assignment and requirements. SME Chamber of India reserves the right to accept or reject any assignment.

Education and Training Programs

The Chamber has initiated its associate division “**SME Development Institute of India**” to create awareness amongst existing MSMEs and prospective entrepreneurs as well as the young generation by organising various training programmes & International level promotional activities, Conferences, Seminars, Workshops, Study Tours and Interactive meetings for the development of their business in Indian and world markets.

The training programs will be on international and domestic trade, incentives and schemes, market development, banking and finance, direct and indirect taxes, technology transfer- upgradation, innovation, good governance & business ethics, agriculture and food processing, venture capital and private equity, quality assurance, productivity, logistics and supply chain management, entrepreneurship and other SME development matters.

Participate in our activities to enhance business activities and contacts

Membership Advantages and Facilities

- ⇒ Assistance / Guidance for the promotion of domestic trade and exports.
- ⇒ Assistance for the development of other business activities in India and abroad.
- ⇒ Trade leads and export opportunities will be provided at nominal charges as per business requirements.
- ⇒ Channelise banking finance, venture capital, private equity and raising capital.
- ⇒ Assistance to acquire latest technology, joint ventures and contract manufacturing at concessional service charges.
- ⇒ Assistance to import and source quality products, machinery, equipments, tools, raw materials and other support services at concessional service charges.
- ⇒ Display of Company Profile at our office.
- ⇒ Listing in our Member's Directory (Members Directory is not for sale).
- ⇒ Members can participate in "SME Business Club" Meetings.
- ⇒ Guidance on various incentives and schemes of Government Departments.
- ⇒ Participation in various training programs, seminars, workshops, conference, trade fairs and other activities / events.
- ⇒ Assistance to resolve problems / issues related to Trade, Industry, Exports, Banking and Govt. Depts / Agencies.
- ⇒ Participation either free or at nominal cost in trade fairs and exhibitions organised by Chamber or its Associates in India and abroad.
- ⇒ Meeting and interaction with visiting Foreign Delegates, Government Officials, Embassies, Bankers, Financial Institutions, Multi-National Companies, Exporters, Importers, Buyers and Suppliers.
- ⇒ Eligible to participate in various activities organised by other Divisions of the Chamber either free of charge or at nominal charges.
- ⇒ Eligible to apply for "National Level Entrepreneurship Excellence Awards" / "SME Excellence Awards".

Note : Above support services and assistance will be made available as per the requirements of the members on case-to-case basis. The service charges and fees will depend on assignments undertaken by the Chamber in India and abroad.

Alliance / Co-operation

SME Chamber of India is expanding its overseas contacts with various similar organisations, Chambers of Commerce, Trade Promotion Organisations, Investment Boards, SEZ / FTZ / Industrial Parks, Government Departments and Agencies, Financial Institutions, Exhibition and Trade Fair organisers in various countries by signing MoUs, Contracts and Economic Cooperation Agreements for the promotion of business and enhancement of bilateral & multilateral trade, investment and industrial development. The Chamber with the support of its associates and counterparts will regularly and jointly organise conferences, trade fairs, exhibitions, buyer-seller meets and other promotional activities in India and abroad.

SME & Entrepreneurship Excellence Awards

SME Chamber of India recognises successful Entrepreneurs by conferring National & International level SME and Entrepreneurship Excellence Awards for their achievements in the fields of Manufacturing, International Trade, Finance, Agriculture, Process Industry, IT and IT Enabled Services, SME Sector, Research & Development, Science and Technology, Support Services and Cooperative Sectors and various business sectors. We also recognise the CEOs of multi-national companies, Banking and Government Sectors for their support for the development of business / exports to the SME Sector and individuals for their outstanding contribution in various fields and Nation development. (Only life members are eligible to apply for Entrepreneurship Excellence Awards.)

For More Information and Membership Please Contact

Chandrakant Salunkhe - President

SMALL & MEDIUM BUSINESS DEVELOPMENT CHAMBER OF INDIA

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Overseas Representative Offices

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