

# **Railway Enterprise Interaction**

*February 24, 2012, Kochi*

## ***Post Show Report***

The procurement of Railways involves entire range of items produced / manufactured / developed by the Indian Industry. Consequently, there exists distinct potential opportunities for the Indian Industry to do business with Railway. The Railway Budget allocate plan outlay for 2011-12 at Rs. 57, 630 Crore, which is 40% higher than the outlay for the year 2010-11, the highest investment in one year. The Budget combines strong economic focus with inclusion, development of business oriented policies to aid industry, announced 85 Public Private Partnership proposals and constituting single-window system to take them forward.

In order to tap this high volume opportunities available in the Railway sector by the Micro, Small and Medium Enterprises (MSME) of our State and to create a platform for the MSMEs & Public Sector Undertakings (PSUs) to have indepth interaction with the key officials from the various Railway organisations, the Department of Industries and Commerce, Government of Kerala organised a one day Technical Workshop, display of products and Interactive Session **on February 24, 2012 at The Centre Hotel (formerly Avenue Centre), Panampilly Nagar, Kochi.**



The Event was inaugurated by Shri. T.O. Sooraj IAS, Director (Industries & Commerce). Shri. Hemant Kagra IRSSE, Director, Quality Assurance (S&T), Research Designs & Standards Organisation (RDSO), Mumbai; Shri. Brijesh Dixit IRSME, Director, Quality Assurance (I&L), RDSO; Shri. S. Panikkassery, Director, MSME-DI, Thrissur and Shri. Shaji Sebastian , District President, Kerala State Small Industries Association (KSSIA),

Ernakulam. Shri. V. Rajagopal, Chief Executive Officer, K-BIP welcomed the gathering and Shr.Santhosh, General Manager, K-BIP proposed vote of thanks for the function.



The following organisations under the Indian Railways made detailed technical presentation regarding the various opportunities available in the Railway sector.

- Research Designs & Standard Organisation (RDSO), Mumbai
- Signal Stores Depot, O/o Controller of Stores, Southern Railway, Podanur
- Southern Railway, Thiruvananthapuram Division
- Integral Coach Factory, Chennai
- Rail Wheel Factory, Bangalore
- Rail Coach Factory, Kapurthala, Punjab
- Indian Railway Catering & Tourism Corporation (IRCTC)
- Bharat Earth Movers Limited (BEML), Palakkad

The above mentioned Organisations also exhibited their products (those outsourced) / services in the stalls allocated for exhibition purpose. The MSMEs/ PSUs were able to have One to one interaction with the representatives of Railway organisations.



The participants were representatives of MSME units and PSUs from General Engineering, Electrical & Electronics, Rubber, Food processing and Textiles sectors. Senior official of Department of Industries & Commerce also participated in the Event.



The Event was able to create awareness among the MSMEs and PSUs about the procedures, formalities, specifications of materials etc. required for the Railway procurements. This will help the MSMEs & PSUs to establish business linkages with the Railway organisations and to ensure their existing products & services comply with the specification required by these organisations. This will help the MSMEs to understand about the modifications and upgradations required, if any, in their existing products / services for future business development with the above organisations.

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