



Inaugurating the show through 'Smart Technology', Dignitaries and Delegates used Biometrics to declare the show open.

Strengthening Economies

Building Conducive Environments for Trade

In its continued endeavour to develop and evaluate newer investments and economic linkages, EEPC India has gone several steps further in making IESS VI stand out as the largest and leading show for sourcing engineering goods in India.

IESS VI is rightly called one of the largest and unique shows of its kind. Biometrics was used to inaugurate the event, which has the theme of 'Smart Tech for Smart Engineering'. Ministers from the Indian and Russian Government and other Delegates were called upon to get their hands scanned till 'Smart Match' appeared on their screen, officially declaring the event open.

Tarvinder Singh Bhasin, Chairman, EEPC India, welcomed Guests of Honour—Nirmala Sitharaman, Minister of State (Independent

Charge) for Commerce & Industry, Government of India, and Dennis Manturov, Minister of Industry and Trade, The Russian Federation; other dignitaries and delegates, and visitors to the show. He said, "Around 300 hundred exhibitors, 400 international delegates from 45 countries, focussed business missions from the Czech Republic, Bavaria and Belgium; Global Sourcing Meets, seminars, conferences, B2B meetings, themed pavilions on Russian culture, vendor development meets of major Indian public sector undertakings are some of the facets of IESS VI, making

it a one-of-its-kind sourcing show."

Change of venue

Tamil Nadu is the Host Partner of the show; and prior to this edition, all of IESS's previous editions were held in Mumbai. Speaking on how much Tamil Nadu contributes to the country's GDP and progress, Mangat Ram Sharma, Principal Secretary MSME, Government of Tamil Nadu averred, "Tamil Nadu is recognised globally as a major investment destination as it has strong credentials for manufacturing in various sectors. The MSME sector

is a major contributor to the state of Tamil Nadu. There are almost 1.6 million units that are providing employment to over 10 million people. The investment in the sector is about 1.6 lakh crores and they are making over 8000 varieties of products in varied sectors including engineering products. Tamil Nadu contributes largely to exports in the engineering sector—it used to be about 10 billion in 2014-15, the figure fell a little below 10 billion in 2015-16, but exports are picking up and we hope that the figure will reach 11 billion this year. But our share in the

Continued on page 2

Source: Magic Wand Media Inc



At the press conference, Sitharaman and Manturov agreed that there is an enormous potential to enhance bilateral trade, which is presently at \$6.62 billion.

from page 1

engineering sector is rising.”

Mutually beneficial initiatives

Inviting international investment, Garish Shankar, Secretary, Department of Heavy Industries, Government of India, voiced, “India’s Government through various policy initiatives will attract investment of \$4.7 trillion over the next 5 years. In recent years, India’s Heavy Engineering sector has received a major thrust for investment through various policy initiatives such as ‘Make in India’, ‘Defence Procurement Policy’, Railway Modernisation, Investment in Infrastructure, liberalisation of our FDI policy, ease of doing business,

smart cities, development, etc. These policies offer several substantial opportunities for international partnerships offering sale of equipment, joint venture productions, supply of technology and manufacturing in India.”

Strengthening Indo-Russian Ties

Speaking on the long-standing association between India and Russia, Dr Yaroslav Tarasyuk, Trade Commissioner, Russian Federation of India, describing stated, “It’s a great honour for me to be here today at the opening of IESS, which is an exhibition of opportunities. PM of India, Narendra Modi, envisioned a New India, which not only takes

but seeks opportunities for growth, development and business ventures. It is the main driver for cooperation between countries like Russia and India. Today’s exhibition will bring new opportunities will definitely contribute to fulfilment of our goal.”

Adding to this, Manturov, Minister of Industry and Trade, The Russian Federation declared, “India has always been Russia’s strategic, special and privileged partner over the past 70 years. About 40 Russian small and medium hi-tech companies are presenting their various achievements at IESS VI and look forward to the interest expressed from Indian companies; thus, furthering our

bilateral relations.”

Sitharaman highlighting the futuristic goals set by both countries, asserted, “The goal that the President of Russia and the Prime Minister of India have set in terms of bilateral relations between India and Russia achieving \$30 billion by 2025 is possible and can only lead to greater win-win situations both for Russia and India.”

At the end of the inaugural session, Pankaj Chadha, Vice Chairman, EEPC India, gave the vote of thanks and urged all attending to leverage all the opportunities being offered at IESS.

Source: Magic Wand Media Inc



The ceremony started with the national anthem of both countries being played at the beginning of the ceremony

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»Shows like IESS, meant to showcase Indian engineering brilliance, will woo investments, and this will reduce our dependence on imports, by making it all in India.«

Tarvinder Singh Bhasin, Chairman, EEPC India

Views & Voices

Leading the Way!

The Indian Engineering Sourcing Show has in its sixth edition been rechristened to the International Engineering Sourcing Show (IESS) to further internationalise the platform. Tarvinder Singh Bhasin, Chairman, EEPC India, elucidates on his expectations of the show as well as on the commitment EEPC India has toward enhancing the Indian manufacturing sector.

IESS V marked the beginning of 'Technology Upgradation' as one of the prime areas of focus, with EEPC India subsequently organising Technology Meets since last December in identified clusters. "What previously was a vision is now a reality, ready for use in factories. IESS VI will give this trend further momentum—not only with new technologies but also with the new business models that they enable," informed Bhasin.

New additions

Synchronising with the theme—

'Smart Tech for Smart Engineering', EEPC India has organised thematic sessions on global opportunities for technology collaborations with India for two days during the show. There is exclusive Technology and Innovation Pavilion. "Russia, which is the partner country, is also coming with representations from their State Atomic Energy Corporation – ROSATOM, and their pavilion will have young engineers and inventors who are participants of the International festival of youth research and technical creativity "Ot

vinta!" supported by the Russian Ministry of Industry and Trade, Russian engineering union," voiced Bhasin.

Make in India

The Government of India has set an ambitious target of increasing the contribution of manufacturing output to 25 percent of Gross Domestic Product (GDP) by 2025, from the 16 per cent currently. "With the help of the 'Make in India' drive, India is on the path of becoming the hub for hi-tech manufacturing as global giants such as GE, Siemens, HTC, Toshiba, and Boeing have either set up or are in process of setting up manufacturing plants in India, attracted by India's market of more than a billion consumers and increasing purchasing power," stated Bhasin.

Speaking on the amount of investments seen, he added, "In September 2016, Foreign Direct Investment (FDI) in electronic manufacturing has reached an all-time high of ₹123,000 crore (\$18.36 billion) in 2016, from ₹11,000 crore (\$1.65 billion) in 2014; and there is an upsurge of Foreign Capital Inflows by 82 percent in Manufacturing Sector in November 2016, on the back of enabling policies of the government and its Make in India initiative."

Reducing import dependence

India is emerging as an innovation partner to mature markets. Its supply base is currently involved in supporting leading innovations across multiple industries including automotive (hybrid technology), aerospace (avionics and structures), telecom (next generation routers),

and medical devices (low cost medical devices). "Going forward, India's Engineering R&D providers have the potential to capture a 40 percent share of the global offshore revenues in 11 key verticals by 2020, owing to several unique advantages," Bhasin mentioned. Also by the same time, \$42 billion worth of work related to R&D of product engineering is expected to be outsourced to India, growing by a CAGR of 22.7 percent from 2003. "Shows like IESS, meant to showcase Indian engineering brilliance, will woo investments, and this will reduce our dependence on imports, by making it all in India," he averred.

Industry 4.0

Industry 4.0 is the new mantra in the Engineering Industry. At least 75 percent of Indian companies are grappling with manufacturing stage 1.0 and 2.0 (commonly known as system of production and distribution) and annually 25 percent of the companies are either planning or executing manufacturing at stages 3.0, 4.0 while the world is talking of Industry 4.0. "Engineering contributes 25 percent of India's exports, but accounts for only 1.5 percent of global engineering exports. India needs to focus on achieving leadership in sub-segments of engineering categories that will improve India's share in global trade from 1.5 percent to 12 percent. Only companies that are willing to invest in modern automation technologies will be at the head of the pack in the digital race. And EEPC India is doing all it can to help companies embrace this tech move," asserted Bhasin.

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Взгляды&голоса

Возглавляя путь!

Индийская выставка инженерно-технических ресурсов на ее 6-й сессии была переименована в Международную выставку инженерно-технических ресурсов (IESS) для дальнейшей интернационализации платформы. Тарвиндер Сингх Бхасин, председатель Совета по развитию инженерно-технического экспорта (ЕЕРС) Индии, разъясняет свои ожидания от этого мероприятия, а также обязательства ЕЕРС по укреплению индийского производственного сектора.

ИЕСС V ознаменовала начало «Технологического обновления» как одной из приоритетных областей, и впоследствии ЕЕРС Индии с декабря прошлого года в определенных кластерах организовал «Technology Meets». «То, что ранее было видением, теперь стало реальностью, готовой к использованию на заводах. ИЕСС VI придаст этой тенденции дополнительный импульс - не только за счет новых технологий, но и новых бизнес-моделей, которые они освоят», - сообщил Бхасин.

Новые дополнения

Синхронизируясь с направлением «Интеллектуальные технологии для «умного» машиностроения», ЕЕРС организовал во время выставки двухдневные тематические сессии по глобальным возможностям технологического сотрудничества с Индией. Также открыт Павильон эксклюзивных технологий и инноваций. «Россия, будучи страной-партнером, также

представит разработки Государственной корпорации по атомной энергии «Росатом», и в их павильоне будут присутствовать молодые инженеры и изобретатели — участники Международного фестиваля молодежных исследований и технического творчества «От винта!» при поддержке Министерства промышленности и торговли РФ, Российского инженерного союза», - сказал Бхасин.

Сделай в Индии

Правительство Индии поставило перед собой амбициозную задачу к 2025 году увеличить долю производства промышленной продукции до 25% ВВП с 16%, имеющих в настоящий момент. «Благодаря режиму «Make in India» страна находится на пути становления ядром высокотехнологичного производства, поскольку мировые гиганты, такие как GE, Siemens, HTC, Toshiba и Boeing либо уже создали, либо находятся в процессе создания

промышленных предприятий в Индии, привлеченные более чем миллиардным рынком потребителей и увеличением покупательной способности», - заявил Бхасин.

Говоря о сумме инвестиций, он добавил: «В сентябре 2016 года прямые иностранные инвестиции (ПИИ) в электронной промышленности достигли рекордного уровня в 123000 крор рупий (18,36 млрд. долл. США) при 11000 крор рупий (1,65 млрд. долл. США) в 2014 году. И в ноябре 2016 года в производственном секторе наблюдался рост притока иностранного капитала на 82%, что обусловлено стимулирующей политикой правительства и его инициативой «Сделай в Индии»».

Снижение зависимости от импорта

Индия становится инновационным партнером для развитых рынков. Ее снабженческая база в настоящее время активно поддерживает ведущие внедрения в различных отраслях промышленности, включая автомобильную (гибридные технологии), аэрокосмическую (авионику и структуры), телекоммуникационные (маршрутизаторы следующего поколения) и медицинские устройства (недорогие приборы). «В будущем индийские научно-исследовательские подразделения к 2020 году могут получить 40% долю глобальных офшорных доходов в 11 ключевых вертикалях, благодаря нескольким уникальным преимуществам»,

- упомянул Бхасин. Кроме того, к тому времени работы по исследованию и разработке в области производства стоимостью 42 млрд. ам.долл., как ожидается, будут переданы в Индию, увеличив показатель CAGR по сравнению с 2003 годом на 22,7%.

«Такие выставки, как IESS, призваны продемонстрировать блеск индийской инженерной мысли и привлечь больше инвестиций, что уменьшит нашу зависимость от импорта, производя все это в Индии», - сказал Бхасин.

Промышленность 4.0

Промышленность 4.0 - это новая мантра в машиностроении. По меньшей мере 75% индийских компаний борются с производственными уровнями 1.0 и 2.0 (широко известными как система производства и сбыта), и ежегодно 25% компаний либо планируют, либо выполняют производство на стадиях 3.0 и 4.0, а весь мир говорит о Промышленности 4.0. «Машиностроение составляет 25% индийского экспорта, на его долю приходится лишь 1,5% мирового машиностроительного экспорта. Индия должна сосредоточиться на достижении лидерства в под-сегментах инженерных категорий, которые улучшат долю Индии в мировой торговле с 1,5% до 12%. Только компании, которые готовы инвестировать в современные технологии автоматизации, будут во главе массовой цифровой гонки. ИЕЕРС Индии делает все возможное, чтобы помочь компаниям принять этот технологический шаг», - заявил Бхасин.

Today's Agenda

Time	Conference Room A Hall 1	Conference Room B Hall 1	Conference Room C Hall 2	Conference Room D Hall 2
17-03-2017 : Friday				
10:00–13:00	Global Sourcing Meet by SIEMENS	Global Opportunities for Technology Collaborations with India	Session on International Equivalence of Accreditations & its benefits to Industry	“Indo–Russia scope of industrial manufacturing cooperation”
14:30–17:30	Global Sourcing Meet by Kubota Corp	Global Opportunities for Technology Collaborations with India	Session on ZED certification scheme – Road map to Global competitiveness	Making MSMEs internationally competitive
10:00–17:30	Indian School of Business – EEPС India Executive Knowledge Series			

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Conferences

Bridging Need Gaps for Growth

IESS VI is host to a plethora of seminars and concurrent events over its duration. Here's what transpired on Day 1 of the event.



India Russia Business Forum: New activities in Trade & Economic Cooperation

The India Russia Business Forum: New activities in Trade & Economic Cooperation was held on March 16, 2017, at Conference Room A, Hall 1, Chennai Trade Centre. Several ways in which both countries could benefit each other were discussed in terms of business opportunities, enhancing business environments, encouraging investments on both sides and creating stronger trade and business ties.




Vendor Development Seminar by Indian PSUs

Vendor Development Seminars at IESS 2017 are key attractions. Every year, EEPC India invites leading Government departments and Public Sector Undertakings to IESS 2017 to undertake vendor development activities for the benefit of IESS exhibitors and trade visitors. This year some of the participating organisations at IESS 2017 included the BEM Limited; Bharat Dynamics Limited (BDL); Heavy Vehicles Factory, Avadi, Chennai and Southern Railways.

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Еще одно решение от компании - это системы слежения зеркального концентратора. Используется в медицинской области для индивидуальных применений, таких как подъемные кровати,

стоматологические кресла и многое другое.

Компания также известна своим универсальным шарниром, сцеплением в жестком стержне, который позволяет стержню «сгибаться» в любом направлении и обычно используется в валах, которые передают вращательное движение. К обычным приложениям относятся такие, как OEC Brivo Prime C-arm.

В дополнение к вышеупомянутым решениям, компания также производит конические коробки передач для сектора передачи электроэнергии. Конические шестерни занимают особое место из-за их способности изменять направление передачи энергии, как правило, около 90 градусов. Эти коробки передач также широко используются в лифтах, подъемниках, конвейерах, кранах, ножничных подъемниках, приводах насосов, вентиляторах, сушилах, сельскохозяйственных и подъемных системах.



Global Investment Conference

IESS VI had over 600 delegates from CIS, Africa, SAARC, LAC and Europe, to promote bilateral trade and investment opportunities with the region. The session was followed by panel discussion with the Invited Indian States of—Bihar, Jharkhand and Chhattisgarh—providing insight into business opportunities and investment climate in these states.



Global Sourcing Meet by SCHWING Stetter

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