

C. Subbakrishna
National President
Indian Institute of Materials Management, India

***EFFICIENT SOURCING
FROM INDIA.***



ABOUT IIMM

- Indian Institute of Materials Management (IIMM) , is the premier professional institute of Materials and Supply Chain Management in India. (In pursuit of excellence in supply chain)
- Our mission is **“To Promote Professional Excellence in Supply Chain and Materials Management”** through our national network of 45 branches and 19 chapters.

ABOUT IIMM

- IIMM is dedicated to profession with activities including:
 - Educational courses including classroom and e-learning
 - Executive Development Programs, Seminars and Workshops
 - Professional Expert Certification
 - Doctoral Programmes and Research Activity
 - Consultancy
- Working with World Bank and Govt. of India on Public Procurement Programs

Prolog s conference

- WHEN YOU HEAR INDIA, WHAT COMES TO YOUR MIND FIRST ?

IMAGES OF INDIA - history



IMAGES OF INDIA - history



IMAGES OF INDIA - history



IMAGES OF INDIA - history



IMAGES OF INDIA - CURRENT



IMAGES OF INDIA - CURRENT



IMAGES OF INDIA - CURRENT



**LARGEST
DEMOCRACY**

IMAGES OF INDIA - CURRENT



DELHI – CAPITAL CITY



MUMBAI – FINANCIAL CAPITAL

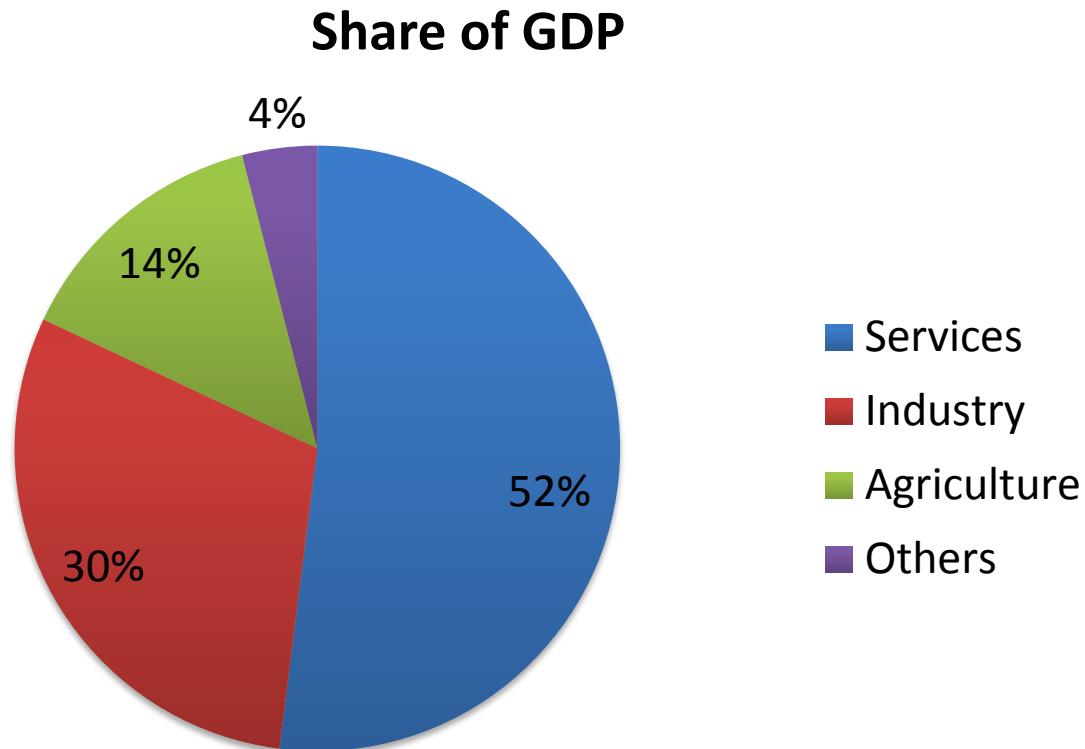


BANGALORE – IT CAPITAL



THE INDIAN ECONOMY

World's 4th largest economy with GDP \$1.236 trillion



GDP Growth



SOURCE: WWW.TRADINGECONOMICS.COM | MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATIO

Capture Opportunity in Competitive Supply Chain in India.

- India' s Supply Chains
- Akshaya Patra, This NGO organisation distributes freshly cooked , healthy meals daily to 1.3 M underprivileged children in 9000 Govt. school thru 20 locations in 9 states.
- Dabba Walas(Tiffin Carriers) For the efficiency of their SC, it has been claimed that this virtually achieves Six Sigma performance rating. 99.999999. 1880 to till date. 8th grade schooling. 60 kms. 5000 Employees . 2,00,000 lunch boxes.400,000 transactions daily. Time taken 3 hrs. cost 4\$ per month. No strike. Best in time mgt. Guinness Book of world records. Regd with Ripley s believe it or not.
- ., Amul, now Retail revolution.
- SCM Status:
- Fully Matured . Companies have realized the economical benefits by leveraging SCM efficiency.
- Representation in Board by SCM Chiefs.
-

EFFICIENT SOURCING FROM INDIA.

1. Indian supply marketing is growing exponentially.
2. Quality products at low prices.
3. Most supplier speak English.

EFFICIENT SOURCING FROM INDIA.

- 1. India is one of the BRIC nations. Brazil, Russia, India and China.
- 2. Many economists say BRIC will dominate the business world by 2050. India will be super economic power.
- 3. India is the youngest country in the world. Average age is 26 years. More working populations than dependent population.
- 4. India becoming Industrial powerhouse with economy growing between 6 to 8 per cent.

EFFICIENT SOURCING FROM INDIA.

- 1. Every Auto Companies are having their production Units in India. Benz, Volkswagen, Ford, Toyota, Volvo etc.
- 2. Low cost, work culture, production and target conscious.
- 3. Estimated that it costs 15 times less to manufacture consumer goods in India compared to Western Europe.
- 4. Medical Tourism. India has very competent doctors and super specialty hospitals. Cost 40 to 50 % less compared to many other countries.
- 5. Large Indian Liaison agents in European countries.

EFFICIENT SOURCING FROM INDIA.

- 1. India is an emerging nation in Manufacturing and Govt has given the task to PM himself.
- 2. India is having 680 M Micro, Small and Medium Scale Enterprises. MSME. This segment is good harvest for targeting as a sourcing zone for low tech products.

EFFICIENT SOURCING FROM INDIA.

- The following products are in particular best to India sourcing.
- 1. Machinery/Equipment, Engineering Capital Goods, spare parts, tools.
- 2. Metals
- 3. Chemicals
- 4. Food stuffs (canned, fresh Fruits, Frozen), herbs, processed food products.
- 5. Rice.
- 6. Tea
- 7. Spices
- 8. Cosmetics, healthcare and pharmaceuticals.
- 9.. Textiles including Beddings and curtains.
- 10. Garments and apparel, clothing and fashion, particularly cotton products (India is second largest producer in the world)

EFFICIENT SOURCING FROM INDIA.

- 11. Footwear, leather goods including clothing and bags.
- 12. Jewelry especially silver.
- 13. Handicrafts, ornaments, and decorative goods, Household goods, Toys.
- 14. Electronic components
- 15. Information Technology including office automation and software.
- 16. Bio Technology and Environmental Technology Products.

EFFICIENT SOURCING FROM INDIA.

Finding suppliers in India is fairly easy since all the companies are tech savvy and much used to E procurement and E commerce.

- India is a software hub of the world in general and Bangalore in particular and is called silicon valley of India and there are about 1500 software/hardware companies.
 - Trade Directories are available for each of the sectors. There are about 20 Export Promotion Councils and their Directories show all the details of their companies and their products. EEPC, AEPC, EHEPC, ESEPC. Etc.,
 - The Federation of Indian Export Organization –FIEO has master directory with company and product details. Website www.fieo.org
 - Other dedicated websites are www.alibaba.com, www.indianyellowpages.com ,
 - There are Chambers of Commerce in all Indian Cities. With informative websites and all of them have member directories. There is an apex body called ASSOCHAM. They conduct surveys and represent merchant community to Govt.
- India has its own version of E bay in English – www.ebay.in, which can be used for tracking down contacts. By browsing E bay one can see retail prices with VAT etc
- But Exporters or Importers are not required to pay VAT.

EFFICIENT SOURCING FROM INDIA.

- 1. Importing from India is fairly easy as companies have trained Export professionals or experienced exporters.
- 2. Sourcing agents available who finds a supplier to importer s need like T shirt, Handbags or Jewelry to the customers design and even with customers own brand name.
- 3. Director General of Foreign Trade facilitates exporters and some banks also advise on the credence of the customer abroad.
- 4. Shipping has advanced in India. There are container handling depots in almost all important cities with 40 ft and 30ft containers. Full containers, partial containers, Air freight, courier service, postal are the mode of transport. They even deliver after customs clearance and collect import duty and tax as well so that customers may not need a freight forwarder.
- 5. All most all the items are exempted from Export Duties in India. If paid there is a scheme to reimburse the duty to the suppliers.

EFFICIENT SOURCING FROM INDIA.

- 1. India uses INR or Rs. As local currency. Conversion into other currencies is as per circular by Finance Ministry. Present one USD is Rs. 62 and one Euro is . While talking large no. they use Lakh and crore. 100 thousand is one lakh.
- 2. Indian Standard Time is 5 hours and 30 mts ahead of GMT.

EFFICIENT SOURCING FROM INDIA.

- FOLLOWING ARE FEW LISTED PRODUCTS WHICH ARE EXTENSIVELY EXPORTED FROM INDIA.
- 1. Basic and power tools, spanners, jack planes, sledgehammers, Pliers, Hacksaw, Electric drills, Car polishers, Electric blowers, Hand tool kits, Hand drills, Electric power drills, Adjustable pliers. Products are certified by Bureau of Indian Standards.
- 2. Garments, home textiles, furnishings, handicrafts, and fashion accessories.
- 3. Indian spices, curry powders, condiments, rice, pickles, chutneys, canned fruits and vegetables, and host of other authentic Indian food products in ready to eat condition, in variety of containers and product styles.

EFFICIENT SOURCING FROM INDIA.

- 4. Leather products, Gents, ladies and children footwear, boots, bags, wallets, purses, pouches, ladies handbags, luggage, passport holders, briefcases, upholstered items.
- 5. Silver, Jewelry, pendants, rings, earrings, necklace, chains, bracelets, bangle rings, silver heads, other silver articles, silver dinner sets, necklaces of precious and semi precious stones.
- 6. Knitted ready made garments to the International market in Tirpur, the knitwear, capital of India. Sportswear, T shirt, Bermuda shorts, Pantaloons, Beach shorts, Jogging suits, Boxer shorts, under garments, ladies wear, Blouses, Dresses, Lingerie, Swimwear, Sleepwear, Children wear, Hooded shirts and Jackets.

EFFICIENT SOURCING FROM INDIA.

- India is world s largest democracy and an emerging super power surging towards great economic transformation gearing to achieve 8 to 9 % in next few years. Industry hopes to reach an output of \$100 billion by balancing both exports and imports.
- Govt. of India has stepped up manufacturing sector and also made Foreign Trade Policy exporters friendly which help importers abroad.
- **India, hence , an emerging destination for sourcing all kind of products discussed above.**



Indian Institute of Materials Management
IN PURSUIT OF EXCELLENCE IN SUPPLY MANAGEMENT

THANK YOU

C.SUBBAKRISHNA,

Indian institute of materials
management

csubbakrishna@yahoo.co.in

cskippp.iimm@gmail.com

+91 9845064929