



ROTARY CLUB OF BOMBAY AIRPORT  
RI Dist. 3140



# Global Grant: SME Vocational Training Team

100 % PAUL HARIS FELLOW CLUB





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## About US

**Rotary Club of Bombay Airport is one the  
Flag Ship clubs of District 3140.**

**We are a 100 + strong members from  
different professions**

**We have some very important ongoing  
projects like Schools Adoption, Dialysis  
Centre, Providing Artificial Limb etc.**





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## What is the Global Grant?

**“Rotary Foundation Global Grants support large international activities with sustainable high-impact outcomes in one or more of the six areas of focus and have a long-term impact.”**

Source - Rotary Website





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## Areas of Focus

- Ø Peace and conflict resolution/prevention
- Ø Disease prevention and treatment
- Ø Water and sanitation
- Ø Maternal and child health
- Ø Basic education and literacy
- Ø Economic and community development







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## Economic & Community Development

ØThe Foundation enables Rotarians to invest in people by creating sustainable, measurable, and long -term economic improvements in their communities and livelihoods by:

ØBuilding the capacity of entrepreneurs, community leaders, local organizations, and community networks to support economic development

ØDeveloping opportunities for productive work

Source -Rotary Website





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## Vocational Training Team (VTT)

“A vocational training team (VTT) is a group of professionals who travel to another country either to learn more about their profession or to **teach** local professionals about a particular field.”

Source - Rotary Website





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## Key features of SMEs in India

- Ø Investment between \$38,000 to \$1,50,000
- Ø Owner Managed companies comprising of 8-50 employees
- Ø Mainly comprises of the Manufacturing sector
- Ø No change in management style / techniques
- Ø Incapability of entering new market segment
- Ø Lack of Efficient Manpower and Technology
- Ø Lack of structured management / methodology





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## Need for Training

- ü Need for Indian industry to be Globally Competitive
- ü Desire from SME's for Training
- ü Good Training Programs not Affordable
- ü Vision & Action Confusion
- ü Lack of inability to implement Systems & Processes
- ü Lack of knowledge of acquiring new customers and market expansion

Source - "Training Needs of Indian SME's: Assessment and Action Plan" by Dr. Sudhir K. Jain, I.I.T. (Delhi)







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## Proposal

**To identify and invite professionals / faculties from around the world to provide requisite training to Indian SME's in Rotary District 3140 to help them become globally competitive.**





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# **Workshop Contents**

## **Best Engineering Practices**

### **(Production & Shop Floor Requirements)**

- 1. Project Management**
- 2. Process Time Reduction**
- 3. Rejection & Waste Control**
- 4. Material Management**
- 5. QC Tools - TQM, Kaizen etc.**
- 6. Methods of Standardization for Products & Processes**
- 7. Improving Work Culture & Productivity**





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## **Workshop Contents (continued)**

### **In-House Marketing & Sales Requirement**

- 1. Effective Sales Management**
- 2. Brand Management**
- 3. Performance Measurement & Reward System**
- 4. Managing Competition**





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# Workshop Contents (continued)

## Entrepreneurship Training

1. Motivation
2. TQM
3. Designing Systems & Methods
4. Cost control & Decision Making
5. Cost Analysis for Profit Planning
6. Strategies & Methods of Implementation
7. Team Building & Conflict Management
8. Creative Problem Solving & Decision Making
9. Change Management







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# Training Workshop Modality

- Ø Participant group of 20-25 SME Entrepreneurs.
- Ø Training in batches on various topics.
- Ø Ideal training period is 4-6 weeks,
- Ø Follow up session/s for Effectiveness after 6 months





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## Benefits to participants

- Ø Enhance self/employee managerial competence
- Ø Upgrade techno-managerial skills
- Ø Introduce new innovative products/processes
- Ø Reduce cost
- Ø Improve productivity
- Ø Integration with Global work culture
- Ø Accelerate growth in individual organizations
- Ø Create job opportunities





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## Justifiable for a Global Grant

- Ø It is measurable (profitability, productivity, jobs)
- Ø It is sustainable (capacity building)
- Ø It will have a visible impact on the community
- Ø It falls under the sixth area of focus





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## Approx Budgeting

Cost	Amt.		Funds	Amt
Travel by Airfare	\$12000		RCBA Contribution	\$2500
Accommodation	\$15000		Dist. 3140 Contribution	\$7500
Training facility and other related expenses	\$10000		Matching Partner Contribution	\$2500
Miscellaneous expenses	\$3000		Matching Partner (District) Contribution	\$7500
			TRF Contribution	\$17500
<b>Total Cost</b>	<b>\$40000</b>		<b>Total Funds</b>	<b>\$37500</b>
			Balance \$2500 to be recovered from Participants	







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## How you can contribute?

Ø Sponsorship of the Training Workshop

Ø Identifying Faculties / Subject Specialist





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**We look forward to hearing from you**  
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**Thank you.**

