

Improving Quality of Life with globalization

COUNTRY PAPER - INDIA



by

Dr. A.S. Rao

Adviser

Department of Scientific and Industrial Research
Ministry of Science and Technology, Govt. of India

asrao@nic.in

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India at a Glance

- **Area:** total: 3,287,590 sq km
- **Land:** 2,973,190 sq km
- **Water:** 314,400 sq km
- **Natural resources:** coal , iron ore, manganese, mica, bauxite, titanium ore, chromites, natural gas, diamonds, petroleum, limestone,
- **Land use:** arable land: 48.83 per cent
- **Irrigated land:** 558,080 sq km (2003)
- **Population:** 1,147,995,898 (July 2008 est.)

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India at a Glance

- **Population growth rate:** 1.578 per cent (2008 est.)
- **Literacy:** Total population: 61 per cent
- **Suffrage:** 18 years of age; universal
- **GDP (purchasing power parity):** US\$ 2.989 trillion (2007 est.)
- **GDP (official exchange rate):** US\$ 1.099 trillion (2007 est.)
- **GDP - real growth rate:** 9.2 per cent (2007 est.)
- **GDP - per capita (PPP):** US\$ 2,700 (2007 est.)

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India at a Glance

- **GDP - composition by sector:**
 - Agriculture:** 17.6 per cent
 - Industry:** 29.4 per cent
 - Services:** 52.9 per cent (2007 est.)
- **Labour force:** 516.4 million (2007 est.)
- **Investment (gross fixed):** 34.6 per cent of GDP (2007 est.)
- **Industrial production growth rate:** 8.9 per cent (2007 est.)
- **Exports:** US\$ 150.8 billion f.o.b. (2007 est.)

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India at a Glance

- **Exports commodities:** petroleum products, textile goods, gems and jewellery, engineering goods, chemicals, leather products
- **Exports partners:** US 17 per cent, UAE 8.3 per cent, China 7.7 per cent, UK 4.3 per cent (2006)
- **Airports:** 346 (2007)
- **Railways:** total: 63,221 km (2006)
- **Roadways:** total: 3.314 million km (2007)
- **Waterways:** 14,500 km (2006)

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Indian Consulting Industry

- **0.44% of GDP (2007)**
- **Estimated at US\$ 4.41 Billion**
 - Engineering Consultancy (58%)- US\$ 2.56 b
 - Management Consultancy (34%)- US\$ 1.50 b
 - Scientific & Technical (8%) - US\$ 0.35 b Consultancy
 - According to the ESCAP report, the number of consultancy organisations and consultants in India is now well over 4000 . Over 100,000 specialists are employed, including nearly 10,000 management consultants.

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Consultancy Scenario in India

- **DSIR, Ministry of S&T – Nodal Department for Consultancy Services**
- **Firms and Corporates in Public and Private Sector**
- **Companies/Firms having Consultancy Division**
- **R&D, Academic and Service Institutions**
- **Non-Government Organizations**
- **Individuals (Domain Experts)**

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Institutional Mechanisms

- **Consultancy Development Centre (CDC) - Autonomous Institution of DSIR**
 - Education in Consultancy Management/Skills
 - Projects/Studies, Publications
 - Training/Capacity Building
 - Networking Activities
- **Professional Bodies**
 - Consulting Engineers Association of India (CEAI)
 - Institute of Management Consultants of India (IMCI)

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Contd ...

- **Technical Consultancy Organizations (TCOs) – Promoted by State Governments, Financial Institutions and Commercial Banks**
- **TCDPAP Secretariat at CDC – Supported by DSIR**

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Services Provided by Indian Consultants

- Technology Development and Absorption
- Design and engineering services, including detailed engineering, testing, production planning, layout designing, etc.
Most domestic consultancy organisations are supported, either directly or indirectly, by nearly 2000 R&D institutions and laboratories, which work as virtual ancillaries delivering cost advantages.
- Management services including strategic management and planning, turnaround Strategies
- HRD services including manpower planning, work compensation, competency mapping, recruitment, retention and training
- Marketing and market research Services including brand management, promotion and advertising

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Services Contd

- Financial services including capital mobilization, merger and acquisition and valuation services
- IT related services
- Project management Services
- Industry/sector specialized services, e.g., in telecom sectors, cement, paper, steel, agriculture
- Infrastructure consultancy
- Economic analysis, assessment and forecasting
- Opportunity and techno-economic feasibility analysis

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Consultancy in Education

- Top level engineering education
- Software training in thousands
- Reputed Business schools
- Quality school syllabus
- Open university
- Online education
- Massive Skill up gradation

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Consultancy in healthcare

- Medical and para medical training
- Affordable health care for masses
- Tele medicine
- Low cost production of generic drugs
- Traditional medicines
- Herbal plants to medicine
- Documentation of traditional knowledge

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Consultancy in sustainable technologies

- Extraction and processing of natural resources
- Oils and gas exploration
- Cross country pipelines
- Environment impact studies
- Revival of waste lands
- Land slide prevention
- Water conservation
- Carbon trading

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Consultancy in low cost housing

- Innovative and affordable low cost housing
- Dedicated lab-CBRI
- Earthquake proof housing-IIT Roorkee
- Composites for cyclone prone areas
- Green kilns
- Wood substitutes
- Housing colonies
- Use of waste like Fly ash in construction

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Consultancy for rural employment

- Low energy, small batch size technologies
- IT enabled decentralized production
- Mobile networking
- Cooperative dairy system
- Cluster development
- Micro finance organizations
- Self help women groups

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Massive investment in infrastructure- opportunity for global consultants

- Haneda Trading and construction, Malaysia
- Royal Haskoning, netherlans
- Halcrow, UK
- Collen Grummit and Roe (CGR), Australia
- Sanwell and BMT ,UK

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Export of Indian Consultancy Services

➤ India's Share

- Global Trade in Services – 1.3%
- Consultancy Exports – 0.5%

(Source: FIEO, Ministry of Commerce)

➤ Engineering /Technical Consultancy – Key Export Destinations

- Africa
- Middle East
- South East Asia
- SAARC countries

➤ The key sectors for export

- Infrastructure, transport and utilities
- Energy
- Manufacturing
- Chemicals
- Health care and life sciences

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Export of Indian Consultancy Services

➤ Management Consultancy – Key Export Destinations

- Western Europe
- Middle East
- North America
- SAARC countries

➤ The key sectors for export

- Manufacturing
- Hospitality
- Governance
- Technology

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Indian experience

- Consultancy is demand driven,
- Government support for enhancing capability by education and training,
- Indian market open for foreign consultants,
- Huge investment in infrastructure and social sector
- Collaboration from disaster management to eradication of poverty.

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Thank you all

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