

Portal and Query Report

As on
10 May 2020, 5:00 PM

3MN+
VISITORS

1st MN in 28 days
2nd MN in 12 days
3rd MN in 7 days

We're honoured to support the makers of New India tide through COVID-19

PORTAL

Visitors Content Posted

3.26 MN **2,266**

Max int. visitors – US, UK, UAE

5x rise in visitors on 'FDI Policy of India'

SOCIAL MEDIA

Total Posts Engagements

3,504 **193,347**

Top theme – Gov measures

Top post – SOP for repatriation of stranded Indians

RAPID QUERY RESPONSE TEAM

Securing Business Continuity

QUERY ANALYSIS

RECEIVED RESOLVED

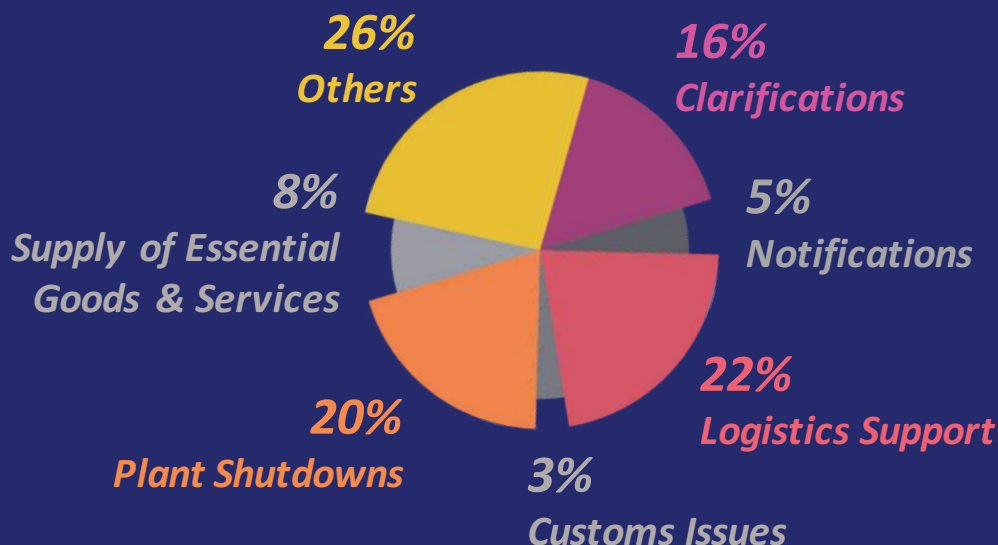
7,141 **6,575**

AVG. QUERY RESOLUTION

4 Hours

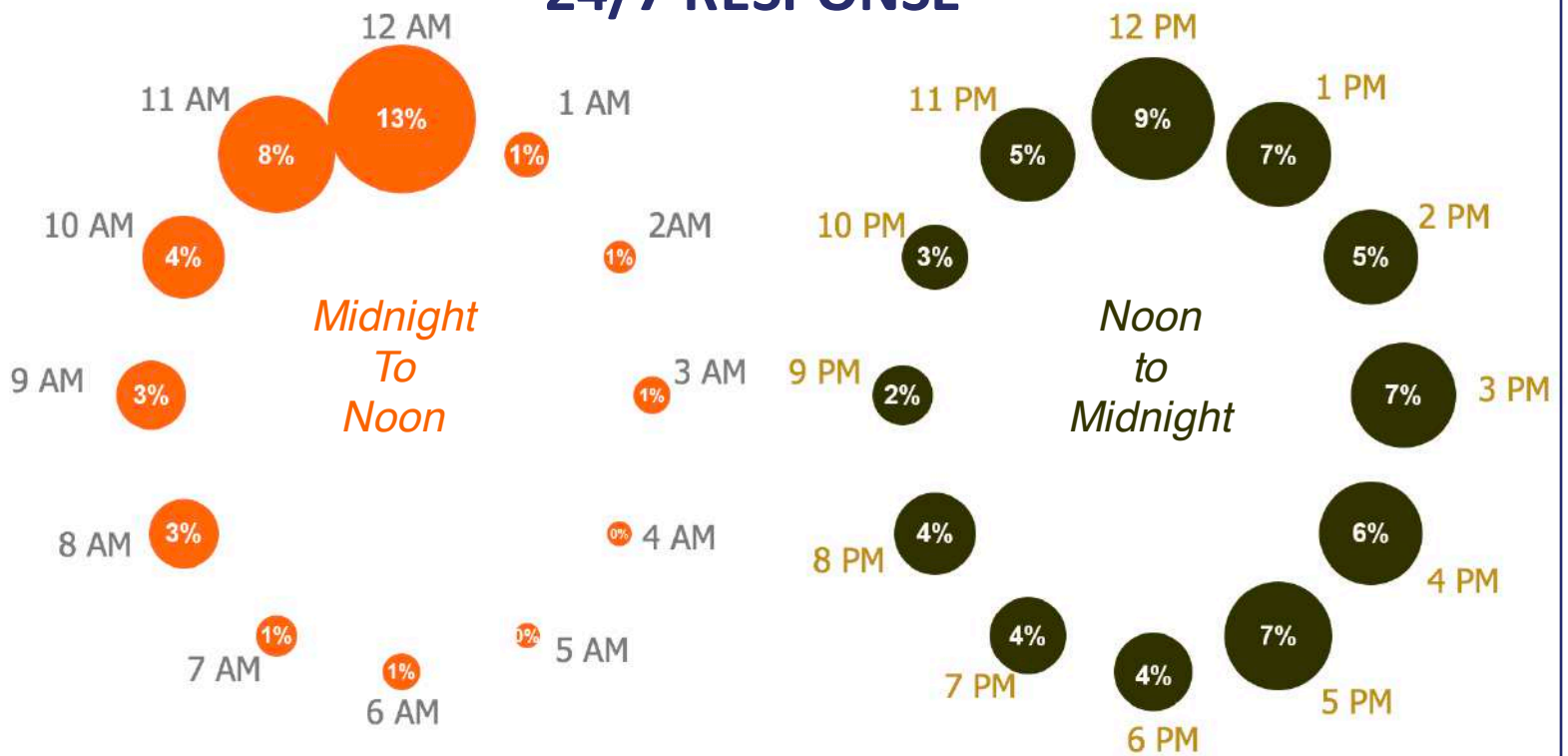
MAXIMUM QUERIES

- Maharashtra, Delhi, Haryana, Gujarat
- Food Processing, Pharma, Medical Devices
- Other issues, Logistics Support



A COVID-19 Help Desk has been set up by SIDBI to assist and resolve all queries of Micro, Small & Medium Enterprises

24/7 RESPONSE



MAKING IT HAPPEN

Nipro Medical: Obtained approvals and provided support to ensure the transport of products.

TOUCHING LIVES

For us every query is not just a number. It drives us to reach out and touch lives round the clock

Kota, Rajasthan- a popular hub for engineering & medical aspirants- was a hotspot for a large number of COVID-19 cases in India. Worried parents of Assamese students, stranded in the region, reached out to Invest India & asked for help to bring their children back home. Invest India worked closely with the Gov. of Assam and expedited the process of getting the students from Kota.

After a 3-day long journey, 391 students reached Assam & we at Invest India made it happen!



SOCIAL MEDIA TEAM

Trend Analysis – First Month

MOST ENGAGING THEMES

WEEK 1 (20 - 26 Mar)

Engagement	Theme
14,637	Business Immunity
10,107	Company Initiatives
6,650	5 PM for 5 Minutes

WEEK 2 (27 Mar - 2 Apr)

Engagement	Theme
4,838	Company Initiatives
1,364	Business Immunity
1,178	Gov Initiatives

WEEK 3 (3 - 9 Apr)

Engagement	Theme
7,218	Companies that Care
889	Company Initiatives
547	State Responses

WEEK 4 (10 - 16 April)

Engagement	Theme
1,733	State Responses
1,118	United Against COVID
605	Company Initiatives

THEMES

Business Immunity	Promotion of Invest India BIP platform & content around how businesses & startups ensuring business continuity
5 PM for 5 Minutes	Amplification of PM's call to the nation to thank front line workers in fight against COVID-19
Company Initiatives	How companies are adopting to the unprecedented situation and amplification of best practices
Gov Initiatives	Measures and initiatives by the Government of India to fight COVID-19
Companies that Care	Coverage of contributions by companies from across India as well as promotion of companies with employee friendly initiatives
State Responses	How various state governments are responding and tackling the COVID crisis in their states
United Against COVID-19	Quotes by government, business, culture icons; Building stress immunity

STRATEGIC INVESTMENT RESEARCH UNIT

Research & Analysis Papers and Reports

Learnings from India's Covid-19 Response

- **Released:** Understanding India's digital-first response to Covid-19
- **Released:** Measures taken by Govt to aid businesses during Covid-19
- **Released:** Indian Railways Versus Covid-19: A case study

[Read Here](#)

[Read Here](#)

[Read Here](#)

Opportunities in Economic Reconstruction

- **To be released:** Opportunities for Japanese companies in India after Covid-19
- **To be released:** Opportunities in digital health in India after Covid-19
- **To be released:** India's transition into a major PPE kit manufacturer: A case study

STAKEHOLDER OUTREACH TEAM

Bridging Global Partners

2421 Global & Domestic Corporates/Stakeholders contacted

OUTREACH TO FOREIGN MISSIONS

Partnering with Embassies and High Commissions of India across the world for:

- *Post-lockdown resurgence*
- *Supply of essential equipment*
- *Info. sharing & dissemination*
- *Issue resolution*
- *Obtaining best practices*

*USA | Japan | UK | Taiwan | China
Germany | Sweden | South Korea
Denmark | Austria | Netherlands
Australia | Malaysia | Singapore
Russia | Indonesia | Italy*

Canada: Indian HC Canada is hosting a VC with Invest India and the other two Consulate Generals on future opportunities and how to attract investments through a dedicated campaign

Netherlands: Partnering with Embassy of India (The Hague) for a webinar with Dutch companies. Working closely with the embassy on resolving issues of various Dutch entities and their Indian suppliers who were facing operational challenges.

Japan: With focus on relocation of Japanese companies to India, Invest India to host a series of sectoral webinars with Embassy of India (Tokyo) line ministries, champion states and several industrial parks.

Several states shall be covered in these and regional webinars will be conducted for others.

Key discussion sectors:

- Electronics (including mobile)
- Medical Devices & Pharma
- Food Processing
- Others to follow

Israel: Hosted a webinar with Bar-Ilan University, Tel Aviv on 23 April with Embassy of India (Tel Aviv) on lockdown exit strategy

Indian Embassy in Japan organizing masks, monitors, nebulizers and thermometers

Embassy of India in Sweden is assisting in GOI efforts for procurement of emergency medical equipment & supplies from Sweden and Swedish Companies based in India. Also assisting Indians stranded in Sweden and Latvia in every possible way

Indian Mission in S. Korea and Singapore High Commission in Delhi supporting the procurement of medical equipment & testing kits

Indian embassy in Denmark has shared lists of companies for support in healthcare operations through robotics and drones

Key companies:

- Philips Healthcare
- Trouw Nutrition
- Signify
- Sunpharma (Dutch subsidiary)

Denmark: Working with Embassy of India (Copenhagen) on facilitating issues of Danish companies including those who submitted quotes for supplying medical equipment to India

UK: Partnered with Consulate General-Birmingham to promote and facilitate businesses in the West Midlands region under the name '**West Midlands - India Partnership**'

Taiwan's TECC shared a list of >50 suppliers of essential medical equipment.

Indian High Commission in Singapore secured donations of 30,000 Test Kits for ICMR

Indian High Commission in Malaysia exploring availability of gloves and PPEs

Embassy of India in Russia arranging ventilators and masks

High Commission in London organizing technical know-how for Anaesthetic Ventilator and similar equipment

Indian-Taipei association confirmed supply of PPEs, goggles and peripherals for ventilators, hospital beds, isolation room designs

DISCUSSIONS WITH INDUSTRY AND KEY STAKEHOLDERS

(Webinars and Conference Calls)

COMING UP!

DATE	PARTICIPANTS	DISCUSSION POINTS
21-May	Australia India Business Council (AIBC)	Webinar on 'New outlook for the manufacturing sector'
25-May 2 PM	MEDEF, France, France-India Business Council, French Companies	Overcoming investment related challenges during health emergencies; sector specific challenges faced by French companies manufacturing in India
TBA	Danish companies, Innovation Centre- Denmark	TBD
TBA	Indo-American Chamber of Commerce	Corporates' response to COVID-19
4-May	UKIBC Membership	Issue resolution for UK companies in India
4-May	Embassy of Sweden, SCCI, Swedish Companies	Follow up from previous Webinar. Update on lockdown notifications, issue resolution
4-May	Indian Mission in Netherlands, Dutch Companies	Measures taken by GoI for Dutch businesses to combat COVID-related challenges
30-April	Norwegian Business Association of India (NBAI), Norwegian Companies	Follow up from last Webinar on "COVID impact on Norwegian businesses in India & measures to minimise possible business risks"
30-April	IAMAI and representatives of Digital Industry	Opportunities post COVID and concerns of the industry
30-April	Swedish Embassy, SCCI, Business Sweden, Swedish Companies	Challenges being faced; Short & long-term projections and plans for the industry incl. stimulus packages
29-April	Primus Partners	Digital Payment and FinTech: Opportunities post COVID-19

29-April	Indian High Commission, UK	Business Immunity Platform and how Invest India can support British Companies
27-April	SCCI member Companies	Update on lockdown notifications, Business continuity post lockdown, logistics issue resolution
24-April	USISPF Membership	COVID19 updates on MHA guidelines, govt. support measures, on-ground updates in select states
24-April	Singapore Business Federation	Effect of COVID-19 on India and food supply chain
20-April	Embassy of Sweden, SCCI, Swedish Companies	Update on lockdown notifications, issue resolution
17-April	Advantage Austria, Austrian Embassy- Commercial Section	Government's response to COVID-19 & Invest India Initiatives
16-April	ICBC & Canadian Companies	Lockdown restrictions, post COVID-19 economic strategy and response
16-April	Embassy of Norway, Norwegian Busi. Asso. India	COVID-19 restrictions and business strategies
15-April	Online Panel discussion in collaboration with ExO	Insights from global leaders on future trends - Energy, Education and Fin. Services
15-April	Embassy of Italy, ITA, IICI, SACE, Italian Companies	COVID-19 restrictions and business strategies
14-April	Indo-German Chamber of Commerce, Maharashtra Officials, German Embassy	Discussion with German companies on Invest India's work on COVID-19 and how they could contribute to response
13-April	Embassy of Sweden, SCCI, Swedish Companies	Update on lockdown notifications, business continuity post lockdown, logistics issues
10-April	USISPF Membership	Issue resolution and update on the latest situation
9-April	AmCham Membership	US companies' efforts towards COVID Response. Contributions to PMCARES
6-April	Embassy of Sweden, SCCI Swedish Companies	Follow-up response to logistical challenges faced across states
1-April	American companies, USIBC	Logistics issues resolution, medical equipment manufacturing
30-Mar	Swedish Companies, SCCI	Issue Resolution
29-Mar	US Life Sciences Companies, USIBC	Issue Resolution, Information on contribution to COVID-19 Response
23-Mar	US Fin. Services Companies, US Treasury, USIBC	Issue Resolution

STAKEHOLDER INTERACTIONS

VC with Hon'ble Minister of Railways and Commerce & Industry Sh. Piyush Goyal

The Hon'ble Minister discussed with Startups and regulatory bodies measures for capital availability, liquidity measures, access to liquidity, movement of essential goods and government support for startups & entrepreneurs. All issues will be taken up by DPIIT for active resolution

Ask Me Anything Session with Rajan Anandan (Sequoia Capital)
on consequences of COVID on economy of various sectors and Startups
2,321 Registrations

Startup India and TiE Amaravati virtual workshop on Hiring and Building Crisis Ready Teams

Webinar on 'Business Continuity for Startups amidst COVID-19' with industry stalwarts on funding support and WFH
2,758 Registrations

LAUNCHED!

POTENTIAL SUPPLIER SOLUTIONS

Catalogue of suppliers for critical health & safety and medical equipment for COVID-19

[Click](#)

Measures taken by Government of India to aid Businesses

[Click](#)

How to apply for curfew/movement/emergency passes for respective states

[Click](#)

SIDBI Assistance to Facilitate Emergency response against coronavirus

[Click](#)

SIDBI schemes for special liquidity support for MSMEs

[Click](#)

State COVID-19 Control Room Helpline Numbers

[Click](#)

List of Nodal officers for Customs Clearance during COVID-19

[Click](#)

SUPPLIER OUTREACH TEAM

Connecting the Dots

1386

Suppliers Contacted

KEY MATCHMAKING

Delhi Police:

Team supported by channeling the donation of 4000 N95 masks and 100 bottles of sanitizers from Paytm

Air India:

Team facilitated procurement of 200 Hazmat Suits & kits within 3 hours for the crews of 4 flights to airlift Indians stranded in Europe

CATEGORY	Startups & Innovators	Suppliers reached out to	Total Outreach	Companies Responded	Supply
Ventilators & ICU Monitors	22	114	136	102	6,543
Masks*	161	268	429	174	2,16,56,000
Testing Kits**	23	80	103	44	9,01,000
PPE Equipment** *	67	141	208	147	8,90,675
Others	99	472	571	386	72,81,397
TOTAL	372	1075	1447	853	

Note: The numbers on this report are dynamic due to a daily fluctuating supply * N95 Masks – 2.36L; ** Some suppliers awaiting CDSCO approval; *** Including supply PPE kits and parts such as gloves, gowns

Issue Resolution

Creating New Supply Lines

Sector	Manufacturing/ Tech. Issues	Suppliers' Issues Resolved	Ready to Supply
Drugs & Chemicals	5	0	0
Test Kits	42	4	1
PPE	190	80	15
Sanitizers	110	84	11
Masks	128	127	17
Ventilators +ICU Monitor	90	86	9
Logistics	457	334	0
TOTAL	1013	777	53

LOGISTICS TEAM

Easing Lockdown Logistics

PARTNERS - DP World UPS, FedEx, BlueDart, Safexpress, DHL, Delhivery, Gati, DTDC, Spoton

Facilitating the Inter-State and Cross Border Movement of Essential Goods

QUERIES

457

RESOLVED

334

HIGHLIGHT

Invest India facilitated end-to-end movement and customs clearance of a crucial Enzyme arriving from Singapore for manufacturing test kits for COVID-19 within the stipulated refrigeration time

KEY INITIATIVES

- *WhatsApp group of 95 members - including GoI officials and several biggest logistics players such as Fedex, BlueDart, UPS, DP World*
- *Platform serves as a Logistics Aggregation and Logistics Policy Information Portal*
- *Stakeholder Consultation & feedback on National E-Pass System through platform*

BUSINESS RECONSTRUCTION TEAM

Resurgent India

PARTNERS - Bain & Company, EY, PwC, BCG, Primus Partners, Mirae Asset Management, KPMG

Creating a strategic and 'ready to implement' plan of action for India's economic revival by analysing quantitative and qualitative metrics across states, districts and sectors

Drafting PHASE-1 of Economic Revival Plan

METHODOLOGY

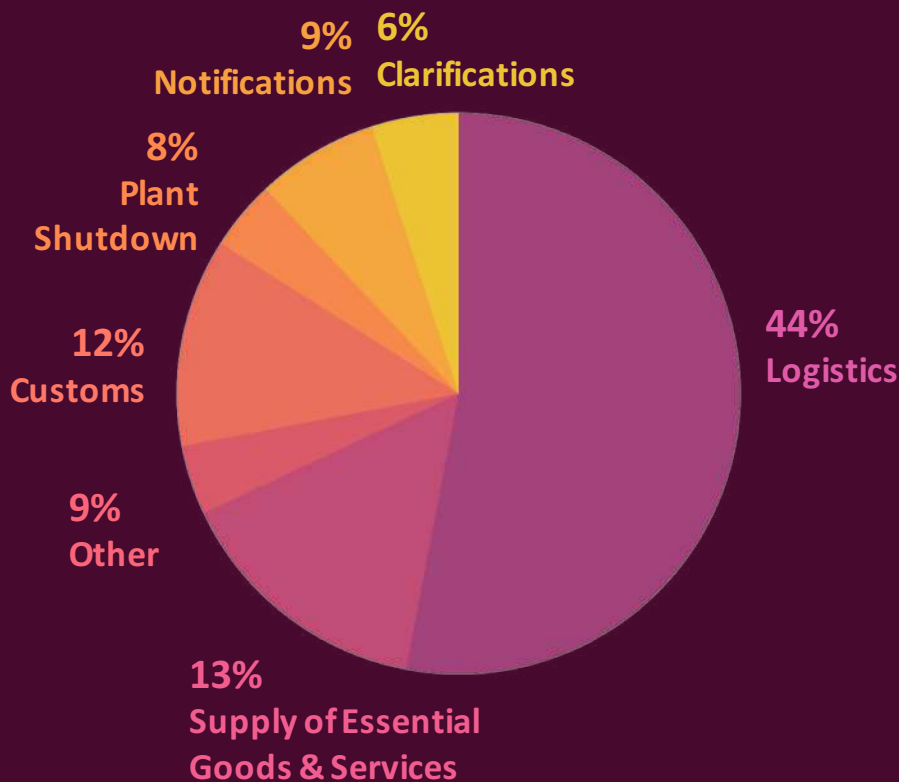
- *Micro/macro-level on steps to implement across key broad frameworks and timelines*
- *Engaged with some of India's leading law firms for their recommendations and suggestions on industry revival*
- *All-partner discussion: 9-point workstream plan for the phase-1 economic revival of India's industry*
- *State Governments inputs/information on industrial clusters and business operations*
- *Comprehensive coverage of over 15 key sectors and over 25 states for Phase I*
- *Industry's feedback on best practices, policy suggestions and SoPs*

PHARMA TEAM

Ensuring Nation's Wellbeing

QUERIES ANALYSIS

318 QUERIES RECEIVED



ENSURED BUSINESS CONTINUITY:

Bayer, GlaxoSmithKline, Johnson & Johnson, Merck, Novartis, Pfizer, Roche Group, Sanofi, Medtronic, Abbott Laboratories, GE, Siemens AG, Bosch, Baxter & more

FOOD PROCESSING TEAM

Ensuring Uninterrupted Food Supply

Taskforce setup by Ministry of Food Processing Industries with Invest India

570 ISSUES RECEIVED

562 ISSUES RESOLVED

100+ Food Processing units restarted

DISCUSSIONS WITH INDUSTRY AND STAKEHOLDERS

Chaired by Mrs. Harsimrat Kaur Badal, Hon'ble Minister of Food Processing

DATE	PARTICIPANTS	DISCUSSION POINTS
9-April	Exporters of Agri & Marine products, APEDA and MPEDA	Revival and strengthening of food exports
8-April	Presidents of Industry associations	Chart out strategy for economic revival
4-April	Industry Representatives	Follow-up with industry on steps taken by Government
30-Mar	Industry Representatives	Issues faced by industry due to lockdown

KEY INITIATIVES:

- Invest India participated as a panellist on a webinar on "Indian Food Industry Post Lockdown: Challenges and Way Forward", organized by ASSOCHAM
- Invest India participated as a panellist on VC with food processing industry and food exporters on 17 April 2020, organised by PHD Chamber of Commerce and Industry
- VC organized by the taskforce under the chairpersonship of Smt. Pushpa Subrahmanyam, Secretary, FPI, with Flour Miller Associations & Industry Heads on 16 April 2020
- Invest India held a VC with Singapore Business Foundation to discuss the Agri Supply chain and Agri-business opportunities in India on 24th April 2020
- Invest India participated as a panellist in a webinar organized by Indian Chamber of Commerce to discuss- "The impact of Corona Virus Outbreak on Agriculture and allied sectors of North East and it's revival strategy" on 29th April 2020

ENSURED BUSINESS CONTINUITY FOR:

Roquette, Bagree Chai, Britannia, GTC, Bunge, Coca Cola, Kelloggs, Zydus Wellness, Yakult, Marico, HUL

SECURING FOOD PRODUCTION

Facilitated *Naupukhuri Tea Company* in getting requisite permissions to operate in Assam

Facilitated *Herbalife Pvt Ltd* in getting requisite permissions to operate in Assam, Bihar and Kerala

TOUCHING LIVES

More than 30 workers were stuck without any food or shelter in Kaushambi, UP while working for NHA. The team responded swiftly and immediate assistance was provided to them with the help of NHA within 2 hours.

SOCIAL IMPACT TEAM

Sahyog / PMCARES FUND

PARTNERS - State Industries Departments, Government Incubators, Office of PSA, BIRAC

Channeling CSR funds toward COVID19 Relief

HIGHLIGHTS

Govt. Funds accepting COVID-19 donations identified	32
Connections made for COVID-19 Donations	60
Tech Incubators reached out to for CSR Funding Support	289
Indicative Pipeline of Donations	INR 163 Cr
Indicative pipeline of PPE donations	10,85,600
No. of COVID-19 Technology Solutions received	167
No. of NGO's working on COVID-19 relief programmes	40

#startupindia

Combatting COVID-19 Pandemic with Innovative Solutions

PARTNERS - Zomato, 1mg, Chiratae Ventures, Blume Ventures

Facilitating the startup ecosystem during the COVID-19 phase promoting startup solutions to overcome the pandemic

UPDATES

DEMO DAY 2.0

Facilitated demo day for startups to matchmake with relevant stakeholders for funding & pilot opportunities

AMA session with **Deepinder Goyal, Founder & CEO, Zomato** on pivoting business models and retaining employees & customers.

Webinar with **SINE IITB, KIIT, T-Hub and C-CAMP** on strategies for incubators during the Covid crisis.

11 Corporates, 6 State Govt Depts, 2 Central Govt. Depts. and 9 Investors participated. Startup Quality rated over 4 (out of 5) by stakeholders.

Facebook Views: **2,097**

LinkedIn Views: **1,391**

Twitter Views: **1,389**

YouTube Views: **784**

LinkedIn Views : **1601**

Twitter Views: **1600**

Facebook Views: **1500**

YouTube Views: **440**

STARTUP QUERIES

Top Queries on **Business Advisory and Regulations**

Startup Queries Resolved on COVID-19	57
Queries Received from Hon'ble CIM's office	17
Facilitation Requests from Startups, Incubators & Investors	65
Total Queries Under Resolution	137

STARTUP CHALLENGE (Evaluations underway)

776

Applications Received from 24 States

Winners get referred for funding and deployment of their solution

Top solutions on Geofencing, AI based contactless entry, Movement Tracking, and Large area sanitization

COMING UP!

AMA SESSION

8th May 2020

**With: Gaurav Agarwal,
Co-Founder and CTO, 1mg**

AMA SESSION

11th May 2020

**With: Rehan Yar Khan, Managing
Partner, Orios Venture Partners**

INNOVATIONS FOR POST-LOCKDOWN

Improvisations in sectors for higher safety & efficiency

FACILITY MANAGEMENT

Re-inventing access protocols to public places to protect against disease

ARCTURUS BUSINESS PVT LTD

Aggregating platform for all Kirana stores that lists products & facilitates order management, product delivery, and listing.

TOUCHLESS ID PVT LTD

Identifies the user through a picture of user's fingers or face to facilitate the workers providing essential supplies with contactless entry.

HEALTH-TECH & TELEMEDICINE

Promoting healthcare and monitoring patients using IR 4.0 technology

ACCUSTER TECHNOLOGIES PVT LTD

Mobile Lab with 4 hours of power backup (extendable to 24 hours) to increase testing for COVID-19 and make it more accessible.

NEUROSYNAPTIC COMMUNIVATIONS PVT LTD

Obtaining risk assessment for infection through the ReMeDi® app via details like travel history, contact history and symptoms.

INNOVATIONS TEAM

*Fast-tracking Innovations
to Combat COVID-19*



Under the Office of the Principal Scientific Adviser; identification & swift implementation of innovative Indian technologies for public agencies

TECHNOLOGY EVALUATION

169 TECHNOLOGIES
EVALUATED

52 TECHNOLOGIES
SHORTLISTED

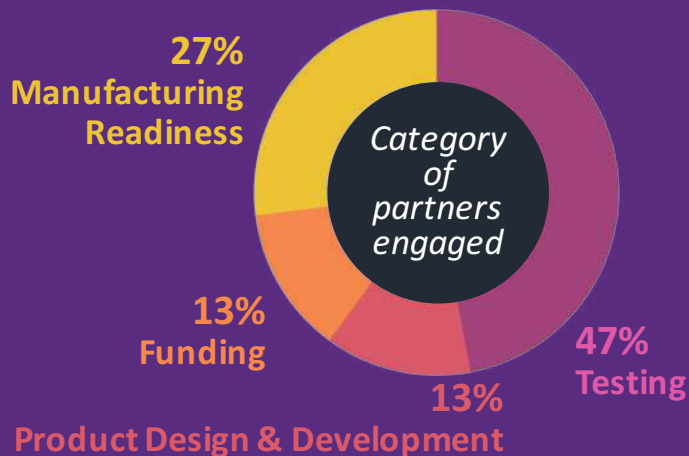
TOP TECHNOLOGIES

Teslon Technology: Developed 'Carenation', a state of the art remote healthcare platform with remote ICU monitoring

zBliss Technologies: Developed zMed, an Enterprise solution for critical care that allows for remote ICU monitoring

DE-RISKING SUPPORT

68 PARTNERS
ENGAGED

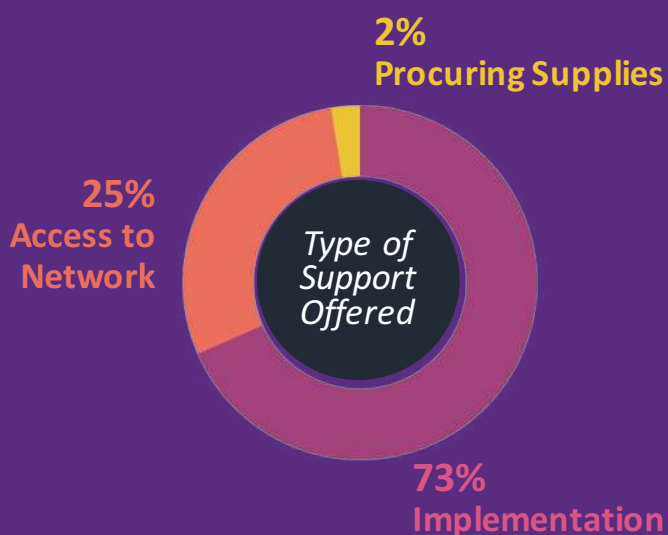


HIGHLIGHTS

Garuda Aerospace drones- Drones lifted by Air India to conduct Drone Based Sanitization operations in Chandigarh & Varanasi. AGNii supported in managing logistics.

DEMAND GENERATED

58 PARTNERS
ENGAGED



HIGHLIGHTS

Smart Cities: In talks with Srinagar, Rajkot and Belagavi to implement identified tech

Indo-Global Social Service Society (IGSSS)- Helping identify promising technologies to be implemented across several villages

Wipro- Providing assistance in scaling up or implementing technologies identified

JLL- Identifying promising prop-tech for employee safety operational efficiency

ACT FUND

35 TECHNOLOGIES
REFERRED

KEY INNOVATIONS

MyLabs- An indigenously developed ICMR approved RT-PCR kit;
GRANTS - INR 1 Cr

Karkhana.io - Produces PPEs and tools to manufacture ICU equipment valves, ventilators, etc. **GRANTS - INR 20 Lacs**

HuWel- An ICMR and DCGI approved RT-PCR test kit. **GRANTS - INR 1 Cr**

Nocca Robotics: Mobile controlled and low-cost intensive care ventilators.
GRANTS - INR 25 Lacs

Molbio: Indigenously made portable RT-PCR machine and testing kits.
GRANTS - INR 1 Cr

ECOSYSTEM CONTRIBUTION

Marico Innovation Foundation calls all MedTech entrepreneurs and innovators to participate in Innovate2Beat COVID

National Innovation Fund calls all citizens to participate in Challenge COVID-19 Competition to find solutions for supply chain of essential items, etc.

STATES TEAM

Supporting states to battle COVID-19

UTTARAKHAND IN FOCUS

21 QUERIES
RECEIVED

KEY CASES

Prakash Group

Invest India coordinated with state government to help Prakash Group get approvals for manufacturing flexible packaging used by Food and Pharma Industry as well as the movement of raw material and finished goods.

Britannia

Team facilitated business continuity by helping obtain necessary transportation permits to operate Britannia's biscuit & bread factories as well as approvals for transportation of labour.

Pearl International

The team facilitated the opening of their mask manufacturing unit

Roquette

Invest India with the support of officials of the Uttarakhand State Government and the Ministry of Food Processing Industries (MoFPI) helped the company obtain permissions to resume manufacturing of ingredients which are essential for the food and pharma industry.

Ginni Filaments Ltd.

Invest India coordinated with Uttarakhand state administration and got the cosmetic license for the company to manufacture hand rubs and hand sanitizers.

Zydus Wellness

Invest India helped the company get approvals for carrying out manufacturing of Glucon-D biscuits.

Henkel

Invest India helped the company get approvals for carrying out manufacturing of hygiene products.