



ELECTRONICS & TELECOM MANUFACTURING SUMMIT 2021

2030-The Decade of Electronics & Telecom Hardware for India

April 22-23, 2021

Sessions at a Glance [IST]:

Session 0: (3.00-4.30 PM); Apr 22	Inaugural Session
Session 1: (4.30-6.00 PM); Apr 22	Making India a Sourcing Hub for Electronic Sub-Assemblies & Components for the world
Session 2: (6.00-7.30 PM); Apr 22	Component Manufacturing in India for the world – Parts of Products and Parts of Parts
Session 3: (3.00- 4.30 PM); Apr 23	Making India an Electronics H/w Design Hub & Launch of MAIT's "Championing a 1000 Electronics H/w Start-ups"
Session 4: (4.30- 6.00 PM); Apr 23	Making India a Global Electronics Repair Services Outsourcing Hub (ERSO)
Session 5: (6.00-7.30 PM); Apr 23	Building synergies between MSMEs and MNCs to integrate MSMEs into global value chain

Targeted Outcome

1. Making India a Global Sourcing Hub for Electronics & Telecom Sub-assemblies and components for the world, leading to Authentic Manufacturing out of India.
2. Obtaining Policy support for making India a Global Hub for Electronics & Telecom Hardware Systems Design
3. Making India the Global Hub for Electronics (& Telecom) Repair Services Outsourcing
4. Launch of MAIT's "Championing 1000 Electronics Hardware Start-ups" Program
5. Obtaining Policy Support & an enabling framework for large companies to outsource Parts & Parts of Parts from Indian MSMEs. Developing capability & capacity for the same

Sessions (DAY 1); April 22, 2021

Session 0: Inaugural Session; 3.00 PM - 4.30 PM [IST]

Inaugural Session will be setting the context for ETMS-2021 and taking the directions and goals that India should aim for from Govt and Industry leaders and towards introducing enabling measures for promoting the electronics and telecom hardware sector.

Session 0: (3.00 PM -4.30 PM) [IST]	Inaugural Session
Welcome Address (3.00 PM to 3.05 PM) 5 min	Mr. Harish Krishnan , Vice President-MAIT & Managing Director – Public Affairs & Strategic Engagement, Cisco
Presidential Address (3.05 PM- 3.10 PM) 5 min	Mr. Nitin Kunkolienker , President-MAIT & Director & Board Member, Synegra EMS
MAIT's Address (3.10 PM- 3.15 PM) 5 min	Mr. Arijit Sen , Chair, MAIT Export Focus Group & VP-Govt Affairs, Vivo Mobiles Communications Company Ltd.
Industry Address (3.15 PM-3.25 PM) 10 min	Mr. Mike Coubrough , Senior VP-Manufacturing & Logistics, Cisco
3.25 PM – 3.30 PM 5 min	Made in India Products Launch by Shri Sanjay Shamrao Dhotre, Hon'ble MoS for Electronics & IT, Govt. of India <ul style="list-style-type: none"> - Launch of "Made-in-India" Server - Launch of "Made-in-India" Telecom Product

Keynote Address (3.30 PM – 3.40 PM) 10 minutes	Shri Anshu Prakash* , Secretary, DoT
Keynote Address (3.40 PM – 3.50 PM) 10 minutes	Shri Ajay Prakash Sawhney* , Secretary, MeitY
Report Launch (3.50 PM – 3.57 PM) (7 minutes)	Launch of E-Waste Awareness Project Report by Hon'ble MoS
3.50 PM- 3.53 PM	Shri Arvind Kumar, Scientist G, MeitY to speak about the project (3 slides)
3.53 PM – 3.56 PM	Dr. Sandip Chatterjee, Scientist F, MeitY assisted by Mr. Gautam Mehra giving demo of DIKSHA
3.56 PM – 3.57 PM	Hon'ble MOS launching the Report
State Talk on Investment Opportunities in Electronics & Telecom Manufacturing (3.57 PM – 4.10 PM) (13 minutes)	Dr. Ashwath Narayan CN* , Hon'ble Deputy Chief Minister of Karnataka
Address by the Chief Guest (4.10 PM – 4.25 PM) 15 Minutes	Shri Sanjay Shamrao Dhotre* , Hon'ble MoS for Electronics & IT
Vote of Thanks (4.25 PM – 4.30 PM) 5 minutes	Mr. Raj Kumar Rishi , Vice President-MAIT & Managing Director – CSB India, Dell

Session 1: - Making India a Sourcing Hub for Electronic Sub-Assemblies & Components for the world; 4.30 PM -6.00 PM [IST]

Stakeholders: - Supply Chain Heads from Global Brands/EMS Companies, Indian EMS Companies, Government Decision Makers, Indian & Global Sub-Assembly Companies, Component Manufacturers (Taiwan/Korea) Plastic Injection Moulding Companies

India exported USD 2.2 billion worth of electronic components in 2018-19 and this has immense potential for growth on account of certain pertinent factors. The strong movement among global electronic players to identify candidates for China+1 supply source creates strong opportunity for India to emerge as a sourcing hub. The emergence of EMS players and desired scale will provide the confidence to global players to increase their sourcing besides encouraging new players.

The session will focus on highlighting India's past experience in the journey towards sourcing, success stories from India and best practices from successful countries. The possible solutions to the challenges faced by the industry to realise its potential of becoming the preferred sourcing destination.

Session 1: (4.30 PM - 6.00 PM) [IST]	Making India a Sourcing Hub for Electronics Sub-Assemblies & Components for the world
Distinguished Speakers	Dr. Guru Prasad Mohapatra* , Secretary, DPIIT Shri Amit Yadav, DG, DGFT
Welcome & Moderation	Mr. Harish Krishnan, Vice President-MAIT & Managing Director – Public Affairs & Strategic Engagement, Cisco
Knowledge Paper by:	CEO-Avanteum / CEO-MAIT
Panel Discussion (~70 minutes)	
Govt Panellists	Shri S.K. Marwaha, Sr. Director, MeitY Smt. Reena Garg, Head-Standardization, BIS
Industry Panellists	<ul style="list-style-type: none"> • Mr. Richard Hopkins, Senior Vice President, Consumer Devices and India Operations, Flex • Mr. Marco de Martin, VP-Global Supply Chain, Cisco

	<ul style="list-style-type: none"> • Mr. Josh Foulger, Country Head & MD, Foxconn • Sr. Vivo Global Supply Chain Official • Ms. Ashita Gupta, COO, Smile Electronics • Dr. Sriram Srinivasan, CEO, Syrma Technology • Mr. Rich Roselle*, Director-LME, Strategy & Operations, Lenovo • Mr. Raghav Handa, Director-Business Development (Asia Pacific), HSBC • Mr. Amit Bansal, Global Head Operations, Engineering & Supply Chain Technologies, Dell Technologies
Vote of Thanks	Mr. Raj Kumar Rishi , Vice President-MAIT & Managing Director – CSB India, Dell

Session 2: - “Component Manufacturing in India for the world – Parts of Products and Parts of Parts”; 6.00 PM -7.30 PM [IST]

Stakeholders: EMS Companies (Indian/Global), Component Suppliers, Component Aggregators, Government Decision Makers, Suppliers of Component for Components Manufacturing

India’s electronic components market was USD 55 billion in 2018-19 which reflected direct imports and import of electronic products. The domestic production catered to only 18% of the demand. This presents a significant opportunity for the domestic component manufacturing. The potential of the industry extends well beyond the domestic boundaries to become a potent force on the world stage. India’s goal of emerging as leading electronics manufacturing country hinges on establishing a commensurate component manufacturing base for domestic and global consumption. The contemporary geo-political conditions too favour development of India for large scale component manufacturing.

The government’s affirmative approach towards components manufacturing is reflected in the slew of policies like SPECS, PMP and EMC 2.0. While these policies impart the much-needed impetus to the industry, there are many challenges that needs to be surmounted in order to establish globally competitive manufacturing. Prominent challenges to be debated include creation of global capacities and associated capabilities. Short to long term measures that can accelerate the capacity building will be key to achieving. The session will delve on the need gaps in the industry and government support to be enlisted towards negating the disabilities posing hurdles in its growth.

Session 2: (6.00 PM – 7.30 PM) [IST]	Component Manufacturing in India for the world – Parts of Products and Parts of Parts
Distinguished Speakers	- Dr. Rajendra Kumar* , Additional Secretary, MeitY
Welcome& Moderation	Mr Vinod Sharma, MD, Deki Electronics
Knowledge Paper by:	A Senior MAIT member
Panel Discussion (~70 minutes)	
Govt Panellists	<ul style="list-style-type: none"> • Shri Ishtiyaque Ahmed, Advisor, NITI Aayog • Shri R. K. Pathak, DDG-IC, DoT
Industry Panellists	<ul style="list-style-type: none"> • Mr. Sunil Vachani, CMD, Dixon Technologies • Mr. Sekaran Letchumanan*, MD & India Manufacturing Head- Flex • Mr. Sanjiv Narayan, Chairman, SGS Teknics • Mr. Govindaraj Collegal*, VP-Manufacturing, IFB • Mr. Sanjeev Keskar, Former-MD, Arrow • Mr. Om Prakash*, MD, Delta Electronics • Capt. C S Krishnadas*, COO, MRO-Tek • Components Supplier in Taiwan/China
Vote of Thanks	VP-MAIT/CEO-MAIT

DAY-2 (APRIL 23, 2021)

Session 3: - “Making India an Electronics Hardware Design Hub & Launch of MAIT’s “Championing a 1000 Electronics Hardware Start-ups”; 3.00 PM- 4.30 PM [IST]

Stakeholders: - Global Engineering and R&D Heads of Brands, EMS Company Leaders into Execution of Design to Product, Indian Design Houses, UI/UX Design, Government Officials, Incubators, Electronic COEs

India’s engineering and design prowess is acknowledged globally. While the software services capabilities are celebrated and provided India a leadership position, the electronic hardware design services are coming of age.

It is estimated that India’s electronics design industry has witnessed an impressive growth of approx. 18% to reach revenues of approx. USD 30 billion in 2019-20. The revenues are primarily derived from the outsourced model which involves captive offshore R&D centres, Independent Design Houses and ODM players.

Much of this or all of this is Product Design Services and limited encompasses the complete spectrum for concept to commercialization, given the limited hardware activities undertaken in the country. This is expected to change with India becoming a favoured destination for hardware manufacturing, where design function is a collateral outcome.

The large pool of engineers available across the country and well-established engineering segments like automotive, consumer products, industrial machinery offer investors plenty of choices for hardware design investment.

Existing design centres with experience and expertise in global designs have spawned a large number of hardware start-ups too. As India looks to strengthen its hardware industry, the design services will play a vital and complementing role in maximizing the India value addition through Design-led manufacturing and making it a preferred choice for global investors.

Government officials, scientists and industry leaders will deliberate and set the vision for India to become the global hub for Electronic Hardware Design.

Session 3: (3.00 PM – 4.30 PM) [IST]	Making India an Electronics Hardware Design Hub & Launch of MAIT’s “Championing a 1000 Electronics Hardware Start-ups”
Distinguished Speakers	- Dr. V K Saraswat*, Member, NITI Aayog - Dr. Sudhir Kamath, OS/SC ‘H’ & Director General, DRDO
Moderated by	Mr. PS Easwaran, Sr. Partner, Deloitte
Knowledge Paper by:	Mr. PS Easwaran, Sr. Partner, Deloitte
Announcement of MAIT’s Hardware Start-up initiative	Mr. Muralikrishnan B*, COO, Xiaomi
Industry Presentation	Mr. Suhas Mansingh, VP-Engineering, Cisco
Panel Discussion on the findings of the MAIT-Deloitte Knowledge Paper (~60 minutes)	<ul style="list-style-type: none"> • Dr Ajai Kumar Garg, Director, MeitY • Mr. Bhupinder Saharan, CEO, VVDN • Mr. P N Dhanaraj, India Head-Engineering, Philips • Ms. Rema Ravindran*, Director-Engineering, Collins Aerospace • Mr. Ganesh Jivani, MD, Matrix ComSec • Mr. Hari Krishnan Puravankara, Founder & CEO, Blackpepper • Mr. Baskar Dhandapani*, Director-Sales, Intel • Mr. Kishor Narang, CEO, Narnix
Vote of Thanks	Mr. Harish Krishnan , Vice President-MAIT & Managing Director – Public Affairs & Strategic Engagement, Cisco

Session 4: - Making India an Electronics Repair Services Outsourcing Hub (ERSO) (DAY-2) April 23, 2021 (4.30 PM -6.00 PM) [IST]

Stakeholders: -Repair Service Heads of EMS Companies/Brands, Repair Services Companies, Govt. Officials

Electronics repair outsourcing has remained an understated segment of the electronics segment, all along. ERSO segment has gained credence on account of India's superior engineering skills and competitive cost structure. Whether its IT products or telecom or industrial products, India's advantages have encouraged global OEMs to establish ERSO centres to cater to customers worldwide. The primary activity is repair of PCBA which are shipped to India for quicker turnaround and delivery. The capability of this segment to be a job creator in the industry is significant.

As electronics content continues to scale new heights, become more complex on account of integration and adoption of digital technologies, users will increasingly rely on expert assistance to manage repairs. OEMs will continue to explore geographies which will provide them the cost advantage besides the expertise. India's rise as an electronics power is anticipated to create opportunities for global players to take advantage of the ERSO model. This segment faces its own challenges in reaching its optimal potential, handicapped by the absence of advocates with the government. In order to highlight the immense growth opportunities and to seek government assistance, a battery of industry captains along key government officials will come together to discuss the dynamics of this segment.

Session 4: (4.30 PM -6.00 PM) [IST]	Making India an Electronics Repair Services Outsourcing Hub (ERSO)
Distinguished Speakers	- Shri Naresh Pal Gangwar, JS, MoEF&CC - Shri Saurabh Gaur, JS, MeitY
Moderated by	Mr. Sudipto Ghosh, Chair-MAIT ERSO Subgroup & Sr. Advisor-Asia Pacific Services, Lenovo
Knowledge Paper by:	Mr. Srinivas Kotni, Founder & Managing Partner, Lexport
Launch of MAIT Report on Enabling ERSO prepared by Lexport by the Chief Guest	
Panel Discussion (~70 minutes)	
Industry Panellists	<ul style="list-style-type: none"> • Mr. Geilin Gao, Director, SSC Global Repair & Quality & Parts Engineering, Lenovo Headquarters • Mr. Nikhil Rao, Director- Program Management, Flex Global Services-India • Mr. Manoj Kapoor, VP & Head Service Assurance – APAC, Nokia • Mr. M S Suyambu, Chief Repair Officer, TVSE • Mr. Badrinath Korti, Business Director, R-Logic • Mr. Raghavendra Swaroop, Manager-Service Logistics & Operations – India & SAARC, Cisco
Vote of Thanks	VP-MAIT/CEO-MAIT

Session 5: - Building synergies between MSMEs and MNCs to integrate MSMEs into global value chain (DAY-2) April 23, 2021 (6.00 PM -7.30 PM) [IST]

Stakeholders: - MSME, Brands, Govt. Officials

The growth phase of India's electronics industry in the past decade has been predominantly a story of large and global companies. The involvement of MSME in the industry has largely been obscured by the focus by the dominant organizations. MSMEs generate 40% of the India's GDP, provide 65% of the employment in manufacturing and close to 50% of the manufacturing output. Hence the importance of MSME to India's industry

and specifically to electronics industry is critical. The government has brought the spotlight back on the MSME in the electronics industry with a stated goal of developing 500 champion MSMEs from this industry.

The increasing investment into India's electronics industry by global players will result in a domino effect which will immensely benefit MSME, provided the right structures and partnerships are built. It is imperative that the resources deficient MSME companies are encouraged to collaborate with similar sized organizations for synergy. The combined effect of such partnerships is likely to be much higher, given the possibilities of achieving complementary benefits. The policy measures of the government towards large investment will lead to partnerships with MSMEs as large organizations look for nimbleness, specific capabilities, lower cost and risk aversion.

Industry leaders from manufacturers, independent experts and government officials throw light on existing plans and sharpen their approach for better results, in the absorbing session.

Session 5: (6.00 PM -7.30 PM) [IST]	Building synergies between MSMEs and MNCs to integrate MSMEs into global value chain
Distinguished Speaker	Ms. Alka Nangia Arora*, JS, MSME
Moderated by	A senior MAIT member
Knowledge Paper by:	CEO, Avanteum
Panel Discussion (~70 minutes)	
Government Panellists	<ul style="list-style-type: none"> - Shri S.K. Marwaha, Sr. Director, MeitY - Ms. Supriya S Devasthali, Director, DPIIT
Industry Panellists	<ul style="list-style-type: none"> - Mr. Rahul Gupta, MD, Smile Security - Mr. H Nagaraj*, CEO, Velankani - Mr. Ganesh Jivani, MD, Matrix ComSec - Mr. Amrit Manwani*, MD, Sahasra Electronics - Mr. Vikram Redlapalli, MD, RDP - Mr. Sreejith C*, COO, Coconics - Mr. Kishore Balaji*, Director - International Trade Policy, Intel
Vote of Thanks	VP-MAIT/CEO-MAIT