Portal and Query Report

**PORTAL**

Visitors: 461,505
Content Posted: 1,187

**Max. international visitors** – California, UK, Dubai

**International visitors** – 50+ Countries

**SOCIAL MEDIA**

Total Posts: 1,635
Engagements: 92,767

Top posts – Making it happen, Amul

30% increase in engagement over previous day

**RAPID QUERY RESPONSE TEAM**

Securing Business Continuity

**QUERY ANALYSIS**

Received: 2,667
Resolved: 2,240

**AVG. QUERY RESOLUTION**

4 Hours

**MAXIMUM QUERIES**

- Maharashtra, Haryana, Gujarat, Karnataka
- Food Processing, Medical Devices
- Logistics Support

**QUERY ANALYSIS**

- Logistics Support: 30%
- Customs Issues: 4%
- Plant Shutdowns: 18%
- Supply of Essential Goods & Services: 6%
- Clarifications: 25%
- Notifications: 10%
- Others: 7%
Haryana: Requests for movement pass & operations resumption. Rise in queries for Haryana Corona Relief Fund Donations

Tamil Nadu: Movement of trucks (inter/intra state) being granted permission without difficulty

Himachal Pradesh: Substantial queries pertaining to industries operating in Baddi, Solan district

Maharashtra: Spike in queries from Pune

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

On day 5 of the nationwide lockdown- IQF, a frozen fruits & vegetables supplier in Karnataka, was worried about the local farmers in the region. 100 farmers, that supply to IQF, were losing ~INR 5 lakh everyday as transport had been disrupted.

Invest India worked with Mr. Manoj Ranjan, Special Secretary to the Gov of Karnataka (Food Processing & Harvest Technology), and the District Collector’s office to obtain the necessary approvals for IQF to start operations- thus saving the livelihoods of the 100 farmers in the region.

We are glad we could make it happen!

MAKING IT HAPPEN

**Doctors Without Borders:** Helped the organization procure PPE supplies for treating critically ill COVID patients

**AVI Healthcare Ventilators:** Obtained approvals for two manufacturing plants to ensure the supply of ventilators in hospitals

**AB Industries:** Obtained approvals for supplier to ensure the continuous supply of components necessary for manufacturing ventilators

**Delhivery.com:** Obtained approvals for employees to ensure safe commute during COVID-19

STAKEHOLDER OUTREACH TEAM
Bridging Global Partners

**MISSIONS**

Outreach to 12 Foreign Missions for obtaining best practices and suppliers of essential medical equipment:

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

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 on procurement of medical equipment & testing kits
Upcoming call team next week

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

Taiwan’s TECC shared a list of >50 suppliers of essential medical equipment. Upcoming call with the supplies team next week

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

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
## DISCUSSIONS WITH INDUSTRY AND KEY STAKEHOLDERS

**COMING UP!**

<table>
<thead>
<tr>
<th>DATE</th>
<th>PARTICIPANTS</th>
<th>DISCUSSION POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-April 7 PM</td>
<td>USISPF Membership</td>
<td>Issue resolution and update on the latest situation</td>
</tr>
<tr>
<td>14-April 2 PM</td>
<td>Indo-German Chamber of Commerce, Maharashtra Officials, German Embassy</td>
<td>Issue resolution for German companies</td>
</tr>
<tr>
<td>17-April 2:30 PM</td>
<td>Advantage Austria, Austrian Embassy- Commercial Section</td>
<td>Government’s response to COVID-19 &amp; Invest India Initiatives</td>
</tr>
<tr>
<td>TBA</td>
<td>Indo-American Chamber of Commerce</td>
<td>Corporates’ response to COVID-19</td>
</tr>
<tr>
<td>TBA</td>
<td>UKIBC Membership</td>
<td>Issue resolution for UK companies in India</td>
</tr>
<tr>
<td>TBA</td>
<td>Singapore Business Federation</td>
<td>Effect of COVID-19 on India and food supply chain</td>
</tr>
<tr>
<td>9-April</td>
<td>AmCham Membership</td>
<td>US companies’ efforts towards COVID Response. Contributions to PM CARES</td>
</tr>
<tr>
<td>6-April</td>
<td>Embassy of Sweden, SCCI Swedish Companies</td>
<td>Follow-up response to logistical challenges faced across states</td>
</tr>
<tr>
<td>1-April</td>
<td>American companies, USIBC</td>
<td>Logistics issues resolution, medical equipment manufacturing</td>
</tr>
<tr>
<td>30-Mar</td>
<td>Swedish Companies, SCCI</td>
<td>Issue Resolution</td>
</tr>
<tr>
<td>29-Mar</td>
<td>US Life Sciences Companies, USIBC</td>
<td>Issue Resolution, Information on contribution to COVID-19 Response</td>
</tr>
</tbody>
</table>

## LAUNCHED!

**POTENTIAL SUPPLIER SOLUTIONS**

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

Resources: [List of Nodal officers for Customs Clearance during COVID-19](#)

Resources: [State Covid-19 Control Room Helpline Numbers](#)

Resources: [List of NGOs providing relief during Covid-19](#)
### KEY MATCHMAKING

**Delhi Police:**
Team supported Delhi Police 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

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>Startups &amp; Innovators</th>
<th>Suppliers reached out to</th>
<th>Total Outreach</th>
<th>Companies Responded</th>
<th>Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ventilators &amp; ICU Monitors</td>
<td>22</td>
<td>109</td>
<td>131</td>
<td>98</td>
<td>6,543</td>
</tr>
<tr>
<td>Masks*</td>
<td>161</td>
<td>265</td>
<td>426</td>
<td>172</td>
<td>2,11,56,000</td>
</tr>
<tr>
<td>Testing Kits**</td>
<td>23</td>
<td>70</td>
<td>93</td>
<td>41</td>
<td>9,00,000</td>
</tr>
<tr>
<td>PPE Equipment**</td>
<td>67</td>
<td>124</td>
<td>191</td>
<td>132</td>
<td>7,87,675</td>
</tr>
<tr>
<td>Others</td>
<td>99</td>
<td>429</td>
<td>528</td>
<td>318</td>
<td>1,80,81,092</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>372</strong></td>
<td><strong>997</strong></td>
<td><strong>1369</strong></td>
<td><strong>761</strong></td>
<td></td>
</tr>
</tbody>
</table>

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**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Manufacturing/ Tech. Issues</th>
<th>Suppliers’ Issues Resolved</th>
<th>Ready to Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drugs &amp; Chemicals</td>
<td>5</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Test Kits</td>
<td>37</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>PPE</td>
<td>190</td>
<td>80</td>
<td>35</td>
</tr>
<tr>
<td>Sanitizers</td>
<td>121</td>
<td>78</td>
<td>11</td>
</tr>
<tr>
<td>Masks</td>
<td>128</td>
<td>127</td>
<td>16</td>
</tr>
<tr>
<td>Ventilators + ICU Monitor</td>
<td>90</td>
<td>85</td>
<td>9</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>571</strong></td>
<td><strong>374</strong></td>
<td><strong>72</strong></td>
</tr>
</tbody>
</table>
**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** | **RESOLVED**
--- | ---
452 | 330

**HIGHLIGHT**

Invest India facilitated the movement of 20 lakh masks and 60,000 PPE kits for Shaurya Industries. Shaurya Industries was facing issues moving the supplies from UP to Punjab and Maharashtra.

**KEY INITIATIVES**

- WhatsApp group of 95 Members including GoI officials and representatives from some of the 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
- 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
- Industry’s feedback on best practices, policy suggestions and SoPs
- Invest India’s sector and state teams to collate feedback
MAHARASHTRA IN FOCUS

GLOBAL SHAPERS COMMUNITY: Invest India helped an initiative of World Economic Forum to obtain approvals to distribute 1000 prevention kits to slum dwellers and daily wage laborer’s in Navi Mumbai in collaboration with The Robin Hood Army.

ENSURED BUSINESS CONTINUITY FOR:

TOUCHING LIVES
Global Shapers Community: Invest India helped an initiative of World Economic Forum to obtain approvals to distribute 1000 prevention kits to slum dwellers and daily wage laborer’s in Navi Mumbai in collaboration with The Robin Hood Army.

SOCIAL IMPACT TEAM
Sahyog / PMCARES FUND

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

Channeling CSR funds toward COVID19 Relief

HIGHLIGHTS
### Combatting COVID-19 Pandemic with Innovative Solutions

**PARTNERS** - ZOHO, TiE Delhi-NCR, GeM

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

### UPDATES

**Helped 2 startups register on GeM platform**

Promoted J&K’s Open Innovation Challenge for COVID-19

### STARTUP CHALLENGE (Live till 15 April)

**Solutions to combat COVID-19**

<table>
<thead>
<tr>
<th>Applications received from 23 States</th>
<th>Maximum applications received are under:</th>
</tr>
</thead>
<tbody>
<tr>
<td>514+</td>
<td>o  Movement Tracking</td>
</tr>
<tr>
<td></td>
<td>o  Geofencing</td>
</tr>
<tr>
<td></td>
<td>o  Personnel Protective Equipment</td>
</tr>
<tr>
<td></td>
<td>o  Large Area Sanitization</td>
</tr>
</tbody>
</table>

### KEY INNOVATIONS

**PathShodh Healthcare Pvt Ltd**

Monitors COVID-19 patients to yield immediate results for Serum Albumin levels

**Cardea Biomedical Technologies Pvt. Ltd.**

ATOM ECG allows capture of medical grade 12 lead ECG over a smartphone with remote consultation.

### Stats

<table>
<thead>
<tr>
<th><strong>Govt. Funds accepting COVID-19 donations identified</strong></th>
<th><strong>32</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Connections made for COVID-19 Donations</strong></td>
<td><strong>51</strong></td>
</tr>
<tr>
<td><strong>Tech Incubators reached out to for CSR Funding Support</strong></td>
<td><strong>289</strong></td>
</tr>
<tr>
<td><strong>Indicative Pipeline of Donations</strong></td>
<td><strong>INR 146.5 Cr</strong></td>
</tr>
<tr>
<td><strong>Indicative pipeline of PPE donations</strong></td>
<td><strong>8,27,600</strong></td>
</tr>
<tr>
<td><strong>No. of COVID-19 Technology Solutions received</strong></td>
<td><strong>93</strong></td>
</tr>
<tr>
<td><strong>No. of NGO’s working on COVID-19 relief programmes</strong></td>
<td><strong>26</strong></td>
</tr>
</tbody>
</table>
Unique stethoscope design allows healthcare workers to perform auscultation remotely.

India’s Startup Community Joins Hands to Launch Action COVID-19 Team (ACT)

- Collective effort to help Indian startups to survive this crisis
- Launch of ACT Grants, an INR 100 Cr Programme, aimed at seeding 50+ initiatives through grants

COMING UP!

WEBINAR:
11 Apr 2020, 11:00 AM

Keep the Wheels Turning: Logistics & Supply Chain in times of Lockdown

With: Gazal Kalra (Rivigo), Kanika Tekriwal (JetSetGo), Pushkar Singh (LetsTransport.in), Rohan Chhazed (Dunzo)

AMA SESSION:
14 April 2020, 11:00 AM

With: Rema Subramanian Managing Partner, Ankur Capital