Portal and Query Report

As on 14 April 2020, 10:00 AM

**PORTAL**

- Visitors: 529,964
- Content Posted: 1,291

*Most searched – ‘Delhi COVID hotspots’*

*Max. domestic visitors – Delhi, Tamil Nadu, Maharashtra*

**SOCIAL MEDIA**

- Total Posts: 1,797
- Engagements: 101,005

*Top themes – Companies that Care*

*Top Post – SIDBI Startup Assistance Scheme*

**RAPID QUERY RESPONSE TEAM**

*Securing Business Continuity*

**QUERY ANALYSIS**

- Received: 3,059
- Resolved: 2,579

*AVG. QUERY RESOLUTION 4 Hours*

**MAXIMUM QUERIES**

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

**QUERY ANALYSIS**

- Logistics Support: 29%
- Plant Shutdowns: 19%
- Supply of Essential Goods & Services: 10%
- Notifications: 7%
- Others: 4%
- Clarifications: 24%
- Customs Issues: 4%
Puducherry: 48 Pharma, 96 Food based and 277 other industries given permission by the District admin. to manufacture Essential & Pharma goods

J&K: Northern Railway starts parcel trains on Jammu-Delhi-Jammu route enabling transport of freight items and essential & other goods

Tamil Nadu: Several companies requested that passes issued till April 15 for intra state movement be deemed extended till April 30th

Punjab: No trucks stranded at borders of state. An Empowered group under Principal Secretary, Transport is constituted to ease out all situations

QUERY MATRIX

<table>
<thead>
<tr>
<th>BUSINESS</th>
<th>INFORMATION</th>
<th>HUMAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Relaxation of operations for Entertainment industry</td>
<td>How and where to purchase masks?</td>
<td>I run Siddhagiri Swasthya, working with farmers of Rajasthan. Crop is ready with our farmers thus in need to clear the stock and get payments</td>
</tr>
</tbody>
</table>

INFORMATION

MSME SUPPORT
POWERED BY

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**

**Hiotron:** Obtained approvals for running a production unit developing essential equipment.

**Amar Tea:** Facilitated a connect between the company and DC Mumbai and Valsad to obtain passes resuming limited operations in Maharashtra

**Ginni Filaments:** Coordinated with the UK state administration and obtained required cosmetic license to manufacture hand rubs

**Nocca Robotics:** Facilitated procurements for startup manufacturing ventilators which has now been adopted by the Ministry of Defense to scale up production

**STAKEHOLDER OUTREACH TEAM**

*Bridging Global Partners*

**MISSIONS**

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

- Malaysia
- Japan
- UK
- Taiwan
- Singapore
- Russia
- Indonesia
- China
- Germany
- Sweden
- South Korea
- Denmark

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**2421** Global & Domestic Corporates/Stakeholders contacted

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

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

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**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 Sec. 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!
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.

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.

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.

**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>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>15-April 2:30 PM</td>
<td>Embassy of Italy, ITA, IICI, SACE, Italian Companies</td>
<td>Present and future measures to support Italian business operations in India</td>
</tr>
<tr>
<td>Date</td>
<td>Event</td>
<td>Description</td>
</tr>
<tr>
<td>---------</td>
<td>------------------------------------------------------------------------</td>
<td>------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>16-Apr</td>
<td>Embassy of Norway, Norwegian Busi. Asso. India</td>
<td>TBD</td>
</tr>
<tr>
<td>17-Apr</td>
<td>Advantage Austria, Austrian Embassy- Commercial Section</td>
<td>Government’s response to COVID-19 &amp; Invest India Initiatives</td>
</tr>
<tr>
<td>20-Apr</td>
<td>Embassy of Sweden, SCCI, Swedish Companies</td>
<td>Update on lockdown notifications, issue resolution</td>
</tr>
<tr>
<td>TBA</td>
<td>MEDEF, French Companies</td>
<td>Supporting French companies operations in India</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>13-Apr</td>
<td>Embassy of Sweden, SCCI, Swedish Companies</td>
<td>Update on lockdown notifications, business continuity post lockdown, logistics issue resolution</td>
</tr>
<tr>
<td>10-Apr</td>
<td>USISPF Membership</td>
<td>Issue resolution and update on the latest situation</td>
</tr>
<tr>
<td>9-Apr</td>
<td>AmCham Membership</td>
<td>US companies’ efforts towards COVID Response. Contributions to PMCARES</td>
</tr>
<tr>
<td>6-Apr</td>
<td>Embassy of Sweden, SCCI Swedish Companies</td>
<td>Follow-up response to logistical challenges faced across states</td>
</tr>
<tr>
<td>1-Apr</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 Indian 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>72</td>
<td>95</td>
<td>42</td>
<td>9,01,000</td>
</tr>
<tr>
<td>PPE Equipment**</td>
<td>67</td>
<td>134</td>
<td>201</td>
<td>141</td>
<td>8,15,675</td>
</tr>
<tr>
<td>Others</td>
<td>99</td>
<td>434</td>
<td>533</td>
<td>344</td>
<td>57,71,017</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>372</strong></td>
<td><strong>1014</strong></td>
<td><strong>1386</strong></td>
<td><strong>797</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>110</td>
<td>84</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>86</td>
<td>9</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>560</strong></td>
<td><strong>381</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

457 334

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 in the stipulated refrigeration time.

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
- Comprehensive coverage of over 15 key sectors and over 25 states for Phase I
- State Governments inputs/information on industrial clusters and business operations
- Industry’s feedback on best practices, policy suggestions and SoPs
PHARMA TEAM
Ensuring Nation’s Wellbeing

QUERIES ANALYSIS

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

MAKING IT HAPPEN

Sanofi: Supported Sanofi in obtaining clearances for its employees, facilitating the re-opening of the Gujarat plant.

Novartis: Supported obtaining curfew passes and clearances to assist the plant in continuing operations

INNOVATIONS TEAM - AGNiI
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

KEY FIELDS
- Low-cost Ventilators
- Mass Sanitisation
- 3D Printing of PPE

PROGRESS

Technologies assessed (across 9 evaluation criteria)  83
Shortlisted for fast-tracking  21
Additional technologies for special support  34
More than 30 workers were stuck without any food or shelter in Kaushambi, UP while working for NHAI. The team responded swiftly and immediate assistance was provided to them with the help of NHAI within 2 hours.

TOUCHING LIVES

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**DELHI IN FOCUS**

**QUERY ANALYSIS**

**QUERY SECTOR**
- 15.4% Others
- 5.8% Technology & Media
- 2% Logistics
- 42.3% Healthcare/Medical Devices/Pharmaceuticals
- 3% BFSI
- 2% Dairy
- 3% Consumer Goods
- 5.7% Retail & Ecomm
- 18.3% Food Processing
- 0.1% Auto
- 0.1% ESDM

**QUERY TYPE**
- 19.2% Supply of Essential Goods
- 12.5% Plant Shutdown
- 18.3% Logistics
- 8.6% Notifications
- 33.6% Labour Movement
- 2% Customs
- 5.7% Others

**ENSURED BUSINESS CONTINUITY FOR:**

Amazon, American Express, Walmart (Flipkart), HP Enterprises, Bloomberg, Metlife, DHL, Boston Scientific, GE Healthcare, Philips, FedEx, Hyundai Motors, Olympus Medical, Vivo Mobiles, Texas Instruments, Cradlewise, Hewlett Packard, BD, Bausch and Lomb, Nestle, Mogilix, Aayom, Britannia, Harvest Gold, Moo La La, Country Delight, Jindal, Mahaan Foods, Medika Bazaar, Mitra Group, MTR, Prime Database, Taurus Foods

**TOUCHING LIVES**

Prof. Andre Beteille (Padma Bhushan Recipient) had spinal surgery recently and needed a medical attendant for his daily needs. On 26th-March-2020, Invest India coordinated with Delhi Police and within 5 hours after receiving the request, a Movement Pass was issued for Prof. Beteille’s medical attendant.
PARTNERS - TiE Delhi-NCR, Ankur Capital, Cure.fit

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

UPDATES

Total benefits worth $80,000 provided to startups via Freshworks

Kickstarted the Kirana E-supply initiative with pilot in six cities of India

STARTUP CHALLENGE (Live till 15 April)

Solutions to combat COVID-19

Applications received from 23 States

551+

70+ applications shortlisted and shared for preventive, curative, and additive solutions with Office of PSA

Maximum applications received are under:

- Movement Tracking
- Geofencing
- Personnel Protective Equipment
- Large Area Sanitization

Four solutions are undergoing testing with corporates such as Reliance, Aditya Birla and UPL

KEY INNOVATIONS

Regalartech
Created a wristband to track patients & people in quarantine.

Aiotize
AI enabled Drones useful for thermal sensing monitoring potential suspects

Wobot Intelligence Pvt Ltd
Wobot’s computer vision tool plugs into cameras and helps organizations to monitor their employees for hygiene standards compliance

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!

AMA SESSION:
14 April 2020, 11:00 AM
With:
Rema Subramanian, Managing Partner, Ankur Capital

AMA SESSION:
16 April 2020
With:
Mukesh Bansal, Co-Founder and CEO, Cure.fit