Portal and Query Report

**PORTAL**

- Visitors: 1.46 MN
- Content Posted: 1,691

Max. international visitors — California, London, Dubai

Max. domestic visitors — Maharashtra, Delhi, Telangana

**SOCIAL MEDIA**

- Total Posts: 2,305
- Engagements: 132,122

Top theme — United Against COVID — initiatives to fight the impact

Top post — Minister Dharmendra Pradhan’s quotes on resumption of oil & gas projects

**RAPID QUERY RESPONSE TEAM**

*Securing Business Continuity*

**QUERY ANALYSIS**

- Received: 4,397
- Resolved: 3,858

**MAXIMUM QUERIES**

- Maharashtra, Delhi, Haryana, Gujarat
- Food Processing, Pharma, Medical Devices

**AVG. QUERY RESOLUTION**

- 4 Hours

- 28% Logistics Support
- 4% Customs Issues
- 24% Clarifications
- 20% Plant Shutdowns
- 8% Supply of Essential Goods & Services
- 9% Notifications
- 7% Others
**Punjab:** All the industries with in-house labour facilities have been given permission to function with conditions of isolation

**J&K:** Manufacturing in Industrial estates have been allowed wherein arrangement for workers has been made within the premises

**Tamil Nadu:** Due to extension of lockdown without easing, significant number of representations in major cities in the state, requesting for the beginning of operations and passes

**Puducherry:** Guidelines issued by the District Admin. for operating industries in Industrial Estates and Rural areas

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**QUERY MATRIX**

**Do we have any exemption to work from 20th as we are in solar industry?**

**We can provide essential medical supplies. Request to be connected to state and central govt.**

**I am stuck in Gujarat and have to reach Rajasthan for an emergency**

**I have applied for an e-pass but yet to receive a confirmation. Can I get an update on my application?**

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**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

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**24/7 RESPONSE**

- **Midnight To Noon**
  - 11 PM: 6%
  - 10 PM: 2%
  - 9 PM: 3%
  - 8 PM: 4%
  - 7 PM: 4%
  - 6 PM: 7%
  - 5 PM: 6%
  - 4 PM: 4%
  - 3 PM: 7%
  - 2 PM: 5%
  - 1 PM: 7%
  - 12 PM: 9%
  - Noon: 1%

- **Noon to Midnight**
  - 12 AM: 8%
  - 1 AM: 1%
  - 2 AM: 1%
  - 3 AM: 1%
  - 4 AM: 4%
  - 5 AM: 1%
  - 6 AM: 1%
  - 7 AM: 1%
  - 8 AM: 3%
  - 9 AM: 3%
  - 10 AM: 4%
  - 11 AM: 14%
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!

MAKING IT HAPPEN

Danaher Corp:
Obtained passes for employees to support the needs of pharmaceutical and medical clients

Aviva India:
Obtained passes for over 50 employees to ensure business continuity

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

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

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

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

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

COMING UP!

Central and State Relief & Support Packages for Businesses

Single source for all updates

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

Click

SIDBI Assistance to Facilitate Emergency response against coronavirus

Click

State COVID-19 Control Room Helpline Numbers

Click

List of Nodal officers for Customs Clearance during COVID-19

Click
<table>
<thead>
<tr>
<th>DATE</th>
<th>PARTICIPANTS</th>
<th>DISCUSSION POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>24-April</td>
<td>Singapore Business Federation</td>
<td>Effect of COVID-19 on India and food supply chain</td>
</tr>
<tr>
<td>29-April</td>
<td>Indian High Commission, UK</td>
<td>Business Immunity Platform and how Invest India can support British Companies</td>
</tr>
<tr>
<td>TBA</td>
<td>Danish companies, Innovation Centre- Denmark</td>
<td>TBD</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>20-April</td>
<td>Embassy of Sweden, SCCI, Swedish Companies</td>
<td>Update on lockdown notifications, issue resolution</td>
</tr>
<tr>
<td>17-April</td>
<td>Advantage Austria, Austrian Embassy- Commercial Section</td>
<td>Government’s response to COVID-19 &amp; Invest India Initiatives</td>
</tr>
<tr>
<td>16-April</td>
<td>ICBC &amp; Canadian Companies</td>
<td>Lockdown restrictions, post COVID-19 economic strategy and response</td>
</tr>
<tr>
<td>16-April</td>
<td>Embassy of Norway, Norwegian Busi. Asso. India</td>
<td>COVID-19 restrictions and business strategies</td>
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<tr>
<td>15-April</td>
<td>Online Panel discussion in collaboration with ExO</td>
<td>Insights from global leaders on future trends - Energy, Education and Fin. Services</td>
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<tr>
<td>15-April</td>
<td>Embassy of Italy, ITA, IICI, SACE, Italian Companies</td>
<td>COVID-19 restrictions and business strategies</td>
</tr>
<tr>
<td>14-April</td>
<td>Indo-German Chamber of Commerce, Maharashtra Officials, German Embassy</td>
<td>Discussion with German companies on Invest India's work on COVID-19 and how they could contribute to response</td>
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<tr>
<td>13-April</td>
<td>Embassy of Sweden, SCCI, Swedish Companies</td>
<td>Update on lockdown notifications, business continuity post lockdown, logistics issues</td>
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<tr>
<td>10-April</td>
<td>USISPF Membership</td>
<td>Issue resolution and update on the latest situation</td>
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<tr>
<td>9-April</td>
<td>AmCham Membership</td>
<td>US companies’ efforts towards COVID Response. Contributions to PMCARES</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>
**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

<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>114</td>
<td>136</td>
<td>102</td>
<td>6,543</td>
</tr>
<tr>
<td>Masks*</td>
<td>161</td>
<td>268</td>
<td>429</td>
<td>174</td>
<td>2,16,56,000</td>
</tr>
<tr>
<td>Testing Kits**</td>
<td>23</td>
<td>80</td>
<td>103</td>
<td>44</td>
<td>9,01,000</td>
</tr>
<tr>
<td>PPE Equipment**</td>
<td>67</td>
<td>141</td>
<td>208</td>
<td>147</td>
<td>8,90,675</td>
</tr>
<tr>
<td>Others</td>
<td>99</td>
<td>472</td>
<td>571</td>
<td>386</td>
<td>72,81,397</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>372</strong></td>
<td><strong>1075</strong></td>
<td><strong>1447</strong></td>
<td><strong>853</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>42</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>PPE</td>
<td>190</td>
<td>80</td>
<td>15</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>17</td>
</tr>
<tr>
<td>Ventilators + ICU Monitor</td>
<td>90</td>
<td>86</td>
<td>9</td>
</tr>
<tr>
<td>Logistics</td>
<td>457</td>
<td>334</td>
<td>0</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1013</strong></td>
<td><strong>777</strong></td>
<td><strong>53</strong></td>
</tr>
</tbody>
</table>
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
- Engaged with some of India’s leading law firms for their recommendations and suggestions on industry revival
- State Governments inputs/information on industrial clusters and business operations
- Industry’s feedback on best practices, policy suggestions and SoPs

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

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

QUERY RESOLVED

457 334
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

Edwards India: Supported the company in enabling movement of labour.

Eli Lilly: Supported clearance of consignments from the airport.

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.
PUNJAB IN FOCUS

QUERY ANALYSIS

15% Others
2% Chemicals
4% Delivery
28% Food Processing
15% Supply of Essential Goods
55% Logistics
33% Pharmaceutical
9% Logistics
9% IT
28% Plant Shutdown
2% Other

ENSURED BUSINESS CONTINUITY FOR:


TOUCHING LIVES

Britannia: With the support of Government of Punjab, Invest India helped the company get all the required permissions to operate their biscuit factories and biscuit depot, and ensure movement of their labour force, raw materials required in the production process as well as permissions for movement of finished goods.

Bundl Tech (Swiggy): Invest India worked with the Government of Punjab to issue a clarification specifically exempting the delivery of essential goods like food & medicine and helped in the issuance of permits to the company to resume its operations.
**SOCIAL IMPACT TEAM**

*Sahyog / PMCARES FUND*

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

*Channeling CSR funds toward COVID19 Relief*

**HIGHLIGHTS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Govt. Funds accepting COVID-19 donations identified</td>
<td>32</td>
</tr>
<tr>
<td>Connections made for COVID-19 Donations</td>
<td>59</td>
</tr>
<tr>
<td>Tech Incubators reached out for CSR Funding Support</td>
<td>289</td>
</tr>
<tr>
<td>Indicative Pipeline of Donations</td>
<td>INR 163 Cr</td>
</tr>
<tr>
<td>Indicative pipeline of PPE donations</td>
<td>8,30,100</td>
</tr>
<tr>
<td>No. of COVID-19 Technology Solutions received</td>
<td>131</td>
</tr>
<tr>
<td>No. of NGO's working on COVID-19 relief programmes</td>
<td>36</td>
</tr>
</tbody>
</table>

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**#startupindia**

*Combatting COVID-19 Pandemic with Innovative Solutions*

**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**

*Workshop on Putting People First by Khaitan Legal Associates*

Resolved 32 Queries from Startups on COVID-19

<table>
<thead>
<tr>
<th>Registration Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>1800+ Registrations</td>
</tr>
<tr>
<td>1100+ Total users</td>
</tr>
<tr>
<td>650+ Unique viewers</td>
</tr>
<tr>
<td>450+ Concurrent views</td>
</tr>
</tbody>
</table>

**STARTUP CHALLENGE** *(Evaluations Underway)*

Solutions to combat COVID-19

776 Applications received from 24 States

Winners get referred for funding and deployment of their solution

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

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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

KEY INNOVATIONS

<table>
<thead>
<tr>
<th>G1 Bots</th>
<th>TraCoMo Automation Pvt.Ltd</th>
</tr>
</thead>
</table>
| GPS based tracking of COVID-19 patients using geofencing technology. | Wireless IP based cameras to monitor individuals and enforce Social Distancing.

Alo8 AI Pvt Ltd

AI technology for contactless entry in organizations.

India’s Startup Community Joins Hands to Launch

Action COVID-19 Team (ACT)

- Collective effort to help Indian startups to survive this crisis
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COMING UP!

PANEL DISCUSSION:

23 April 2020
With:
T-Hub, IIT-B SINE & KIIT incubator

PANEL DISCUSSION:

25 April 2020
With: Fosun RZ Capital, Chiratae Ventures, IFC, 100X.VC, Orios Partners, Blume Ventures

GI Bots

GPS based tracking of COVID-19 patients using geofencing technology.

TraCoMo Automation Pvt.Ltd

Wireless IP based cameras to monitor individuals and enforce Social Distancing.

Alo8 AI Pvt Ltd

AI technology for contactless entry in organizations.