Portal and Query Report

As on 23 April 2020, 2:00 PM

1.5 MN+ VISITORS

In your service ..helping more than a million around the world, with hope and humility - the Invest India team is united with you against COVID-19

PORTAL

Visitors  Content Posted
1.52 MN  1,727
50+ Countries, 1000+ Cities

Max. international visitors – US, UK, UAE

SOCIAL MEDIA

Total Posts  Engagements
2,370  134,507

Top theme – Companies that Care
Top post – BSF ration distribution drive

RAPID QUERY RESPONSE TEAM

Securing Business Continuity

QUERY ANALYSIS

RECEIVED  RESOLVED
4,595  4,049

AVG. QUERY RESOLUTION
4 Hours

MAXIMUM QUERIES

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

28% Logistics Support
4% Customs Issues
24% Clarifications
19% Plant Shutdowns
8% Supply of Essential Goods & Services
9% Notifications
**Punjab:** All the industries with in-house labour facilities have been given permission to function with conditions of isolation.

**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.

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**QUERY MATRIX**

**INFORMATION**

We’re getting orders for lubricants from customers (businesses) who are permitted to operate but we are not. Please advise.

**BUSINESS**

The local police is reprimanding our employees even though they have curfew passes.

**HUMAN**

I need passes to sell vegetables. Can you guide me?

**INTERVENTION**

We are researching portable ventilators and addressed oxygen issues. We request you to guide us for any funding assistance to complete our research.

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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.

**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 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

Medi Bank Systems: Facilitated a connect with local officials in Delhi as well as obtained curfew passes to ensure smooth logistics in the supply of components for ventilators

Ninjacart: Obtained movement passes for the delivery of essential groceries across Pune

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

STAKEHOLDER OUTREACH TEAM
Bridging Global Partners

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

Indian Embassy in Japan 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 and entrepreneurs. All issues will be taken up by DPIIT for active resolution.
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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
Upcoming call team next week

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.

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

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

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

SIDBI Assistance to Facilitate Emergency response against coronavirus

State COVID-19 Control Room Helpline Numbers

List of Nodal officers for Customs Clearance during COVID-19
### 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>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>
</tr>
<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>
</tr>
<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>
</tr>
<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>
</tr>
<tr>
<td>10-April</td>
<td>USISPF Membership</td>
<td>Issue resolution and update on the latest situation</td>
</tr>
<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>
### 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>372</td>
<td>1075</td>
<td>1447</td>
<td>853</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>1013</td>
<td>777</td>
<td>53</td>
</tr>
</tbody>
</table>
**BUSINESS RECONSTRUCTION TEAM**

*Resurgent India*

**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*

**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
PHARMA TEAM
Ensuring Nation’s Wellbeing

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

Baxter: Facilitated expedited pass issuance, customs clearance and resolved requirements for staff engaged in manufacturing

J&J Medical: Supported the reinstatement of cargo storage at the Mumbai airport.

FOOD PROCESSING TEAM
Ensuring Uninterrupted Food Supply

Taskforce setup by Ministry of Food Processing Industries with Invest India

DISCUSSIONS WITH INDUSTRY AND STAKEHOLDERS
Chaired by Mrs. Harsimrat Kaur Badal, Hon’ble Minister of Food Processing

<table>
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<tr>
<th>DATE</th>
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<tbody>
<tr>
<td>9-April</td>
<td>Exporters of Agri &amp; Marine products, APEDA and MPEDA</td>
<td>Revival and strengthening of food exports</td>
</tr>
<tr>
<td>8-April</td>
<td>Presidents of Industry associations</td>
<td>Chart out strategy for economic revival</td>
</tr>
<tr>
<td>4-April</td>
<td>Industry Representatives</td>
<td>Follow-up with industry on steps taken by Government</td>
</tr>
<tr>
<td>30-Mar</td>
<td>Industry Representatives</td>
<td>Issues faced by industry due to lockdown</td>
</tr>
</tbody>
</table>
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.

ENSURED BUSINESS CONTINUITY FOR:
Roquette, Bagree Chai, Ball Corp., Britannia, GTC, Bunge, Coca Cola, Kelloggs, Zydus Wellness, Yakult, Marico

SECURING FOOD PRODUCTION
Facilitated Kutch Agro foods in getting permission to restart their operations in Maharashtra
Facilitated Stosh Foods Pvt Ltd in getting permission to restart their manufacturing unit in Bihar

TOUCHING LIVES
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.

STATES TEAM
Supporting states to battle COVID-19

NORTH EAST IN FOCUS
QUERY ANALYSIS

**QUERY SECTOR**
- 16% Logistics
- 12% Chemicals
- 12% Food Processing
- 8% Energy
- 8% Pharma & Medical Devices
- 4% IT/BPM

**QUERY TYPE**
- 55% Supply of Essential Goods
- 30% Logistics
- 12% Plant Shutdown
- 13% Other
- 16% Retail

25 QUERIES RECEIVED
ENSURED BUSINESS CONTINUITY FOR:
Pitarji Biofuels, R.S.H. Agro Products, Essel Propack, Hindustan Unilever, Procter & Gamble, United Biscuits, Intas Pharma, Meghalaya Bioenergy, NP Enterprises, Esquire Drug House, Fena, E-Com Express, MTR, Britannia, Asian Paints, Iron Mountain, Sonalika Foods, North East Nutrients, FieldFresh Foods, Amazon, Brahmaputra packers, Mukhtar Hussain, Dukes Products, Medi Sales India,

TOUCHING LIVES
Over 400 students (along with some parents) from Assam were stranded in Kota because of the lockdown and had raised a call for help. The Government of Assam (guided by Hon’ble Minister for Health & Family Welfare Shri. Himanta Biswa Sarma) took up the issue and managed to make all the requisite arrangements for temporary lodging and travel logistics for all the students stranded in Kota.

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>Count</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>60</td>
</tr>
<tr>
<td>Tech Incubators reached out to 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>134</td>
</tr>
<tr>
<td>No. of NGO’s working on COVID-19 relief programmes</td>
<td>36</td>
</tr>
</tbody>
</table>

TOUCHING LIVES
The Invest India Sahyog Team helped families of migrant labourers in Bangalore by connecting these families to the K&G IRS COVID Relief Initiative, which was able to provide cooked meals to the group.
#startupindia

**Combatting COVID-19 Pandemic with Innovative Solutions**

**PARTNERS** - Startup Uttarakhand, Orios Partners, IFC

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

**UPDATES**

*Virtual Mentorship Series* launched with *Startup Uttarakhand*, to facilitate 17 early staged startups

**STARTUP QUERIES**

- 77+ Startup Queries under resolution
- 43 Startup Queries resolved on COVID-19
- 17 Queries received from Hon’ble CIM under resolution

**STARTUP CHALLENGE** (Evaluations underway)

- 776 Applications Received from 24 States

Winners get referred for funding and deployment of their solution

**KEY INNOVATIONS**

- Metx Robotics
  Making Rebotic Trolley system to ferry food trays, water bottles, etc. to quarantined patients.

- Kvyayat Medical Pvt Ltd
  Bluetooth based Geofencing solution to empower the police with monitoring quarantined individuals

**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
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

109 Technologies Evaluated
35 Technologies Shortlisted

TOP TECHNOLOGIES

Emvolio: A portable battery-operated refrigeration unit to carry biological samples over remote distances.
Combat Robotics India: An assistive breathing aid for patients.

DE-RISKING SUPPORT

37 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

38 Partners Engaged

HIGHLIGHTS

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

20 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.
Manufactures two critical enzymes used in-house, RNA Extraction kits and Swab collection kits.
GRANTS - INR 1 Cr
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.