



COVID-19 PRODUCT INFORMATION BOOKLET

Product developed by MSMEs to address COVID-19 challenges



Prepared by Bombay chamber of commerce and Industry
Submitted to GIZ India



Bombay Chamber
of Commerce & Industry

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Executive Summary

Established in 1836, the Bombay Chamber of Commerce and Industry (BCCI) is one of the oldest Chambers in the country. Bombay Chamber has an illustrious history of 184 years. Chamber has played a significant role in the development of the city. The Chamber has played a significant role in supporting the development of industries in Mumbai over the last several decades. The Chamber serves as an effective vehicle of communication between the regulatory bodies, the corporate and the society. It collaborates with other Industry associations and thus increases its reach to the decision makers beyond boundaries of Mumbai. It also supports a large base of Micro Small and Medium enterprise members and contributes effectively towards overall development of its member companies by addressing core issues and remaining responsive to the needs of business.

“Program for modernisation and Innovation Promotion in micro, small and medium enterprises (MSME-INNO)” is one of the projects being implemented by GIZ in partnership with Ministry of MSME, Government of India. The project aims to improve the local innovation ecosystem through fostering cooperation between different stakeholders and strengthening the innovation management capacity and sustainability of MSMEs in India.

In current pandemic scenario, Bombay Chamber of Commerce and Industries (BCCI) handholds many small businesses in Maharashtra state and supported them to diversify their businesses in COVID-19 related products. These MSMEs have played a very crucial role in fight against COVID. MSME INNO Project has supported BCCI to reach out the MSMEs working in COVID-19 field and support them in developing their business further and onboard them to create awareness for other member industries.

BCCI has reach out to MSMEs working in the field of COVID-19 and supported them in expanding their business of COVID-19 related products. 2 awareness programs were organized for the members MSMEs to make them aware about current pandemic impact on businesses and solutions to address the present situation.

BCCI has coordinated with the MSME-INNO Project Maharashtra coordinator and has developed COVID-19 products kit with the help from local MSMEs in Maharashtra and distributed it among civic response teams and COVID warriors. Each kit consists of Oximeter and Infrared Thermometer for COVID warriors. Testimonials from various organization is recorded on the use of this COVID-19 related products developed by local MSMEs.

Round Table Discussion Summary

Introduction

Bombay Chamber of Commerce and Industry (BCCI) was established in 1836, the Chamber has a long and illustrious history of 184 years of continuous service to trade and industry. BCCI and GIZ has organized a virtual round table discussion with MSMEs and start-ups on 2nd December 2020. The main purpose of this round table to is to understand the current scenario and challenges faced by MSMEs in this pandemic as well as to get the idea about industries manufacturing protective equipment's so as to full fill the requirement of nation. Many industries are facing the shortage of raw material due to the lockdown so this round table discussion aims towards connecting the MSMEs with proper vendors so to boost the business.

MSMEs Description:

1. VITAL DESIGNS - Akash Joshi

Mr. Akash Joshi is the founder of Vital Designs which is an innovative and multidisciplinary design solutions company. They are focussed on human centric design for products, interior spaces, architecture and urban design. Mr. Joshi felt that there is a need to contribute and respond to the current problems using his design skills while spreading awareness through his product about the necessary health protocols that people need to follow to stay safe.

He has designed and developed an integrated product called "All in One-Hygiene Station" to help organisations create a safer environment in the new normal while spreading awareness about better hygiene and safety standards. He has combined the most important hygiene needs into a self-service contactless sensor-based system. Eliminating the need for the manual systems which are currently being used. The features of the product include a contactless sanitizer dispenser, contactless temperature reader, face mask dispenser, hand gloves dispenser and safe storage space for inventory of masks, gloves and sanitizer. The Hygiene Station Mini version has also proven useful for many places with high footfall and need for reliable, safe and

contactless solutions. Interests have been received from many prestigious organisations and government bodies from India as well as abroad (middle East) which are being pursued. Till now 35 devices have been successfully installed in public as well as private places.

2. FINTEK Engineers - Salil Bangale

Fintek Engineers is an engineering company which specialize in manufacturing machines which are used for coolant and Oil Filtration. During lockdown their business was impacted and they were in quest how they can use their technical expertise to develop products for COVID prevention. They developed a disinfectant fogger to sanitize the workplaces creating a safer working environment for worker in industry. The company has developed a IoT based fogger which can be operated using smartphone. They have supplied this disinfectant fogger machine in airports, hospitals, industries and commercial places.

3. NIYO Innovative Solutions - Yogesh Gawande:

Mr. Yogesh Gawande founder of NIYO Innovative Solutions manufactures a cart-based automatic pesticide spraying machine to help farmers easing the work of spraying. In pandemic sanitizing rooms, places and lanes was must as well as very difficult. Mr. Gawande decided to ease and boost the process of disinfecting by introducing cart based low-cost automatic disinfectant spraying machine which can sanitize large areas within minutes with ease. Mr. Yogesh has sold more than 200+ spraying machines as well he has supplied this machine to Aurangabad Municipal Corporation to sanitize the small lanes.

4. Trueview - Ashish Somani

Trueview, a flagship brand of Warner Electronics (I) Pvt. Ltd is a part of UK based company. Established in 2011 we are one of the leading manufacturers of security surveillance products in India. The systems are manufactured according to the requirements of corporate, government, industry, hospital, public and private organization and individuals. In pandemic the company developed a low-cost oximeter and infrared thermometer for checking the percentage of oxygen and temperature for commercial as well as household so

that an individual can constantly monitor his health as well as family's health and can protect them from coming in contact of infected person. Trueview oximeter and thermometer is the first choice of commercial place owners due to its accuracy and low cost, Company has sold more than 5 lakh devices in lockdown.

5. SOULFLOWER – Akash Hongunti

Soulflower was born out of a passion for creating premium, proven effective personal care, made from organic ingredients to elevate your natural beauty. In pandemic the company effective measure to provide people with good quality of soft hand sanitizers which is not harsh on the skin and same time has effectiveness to keep individual safe from viruses. Mr. Akash saw that there was a shortage of good sanitizers in the market and local hand sanitizers are quite harsh and hard and can damage the skin of hands. Due to shortage people were left with no choice to buy local sanitizers, so Soulflower has launched first of its kind of hand sanitizer.

6. NICHEM – Ranjan Raje

NICHEM (Niche product Manufacturing organization) Develops, Manufactures, Markets and Exports Specialty Agro Inputs, Specialty Plasticulture Packaging, Domestic Water Purification Chemicals and Ecological Disinfectants. NICHEM developed a sanitizer which can sanitize hand as well as fabric and surfaces. This sanitizer can protect hand up to 3 hours, surface sanitization lasts up to 24 hours and they have made surface coating sanitization which lasts up to 60 hours. They are the first Indian organization to develop the Antiviral/Antibacterial Fabric Coating. During COVID-19, these unique and innovative products helped workers of medical sector to protect themselves from the viruses. This coating also helps in reusing personal protective equipment's and reduce the wastage but they also helped them to improve their exports to the USA and Mexico.

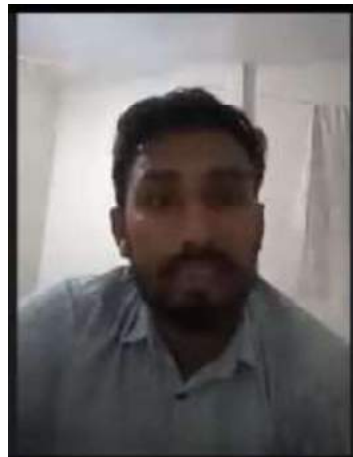
7. Roof Glaze Infra – Reshma Gavankar

Roof Glaze Infra Pvt Ltd. was established in 1997 and are known in the market for rendering Fabrication Services and Roofing Solutions, a Vasai based company working into infrastructure projects warehouse fabrication and

Industrial projects factory setups etc. They designed a foot pedal operated sanitizing stand which can dispense the sanitizer when foot pedal is pressed so that hand should not be used for dispensing sanitizer. This design stand has made ease for people to get properly sanitized themselves without touching with hand. They have installed this stand in various places like Saraswat Bank, Nagarpalika, Mahanagarpalika FDA Commissioner office, of Vasai.

8. **Ultra Robotics and Technologies – Ajay Wagh**

Ultra Robotics and Technologies is an Aurangabad based startup which hits the ground of sanitizing dispenser machines, using DIY equipment like pipes and mini air pump motors. This is a very simple DIY electric hand sanitizer dispenser/machine designed for hospitals, municipalities and industrial areas for an affordable price. They have made the automatic sanitizer machine which is easy to make and budget-friendly. It requires materials that many companies might have in spare and a few parts you may need to purchase that can be acquired for a few bucks. Overall, it is built in a simple yet straightforward way, not very labor-intensive, and is doable for someone with minimal experience with tools and electronics.



Interactive Session: MSME on Udyam Registration & Services of MSME-DI

The Union cabinet approved the modalities and road map for the micro, small and medium enterprises on 1st June ,2020. India is aiming to take next big leap. The initiative to skill India's efforts directed towards economic infrastructural changes, has ramped up micro entrepreneurship models and boosted start up culture. The young Indian entrepreneur will require knowledgeable workers and skilled technical staff who are flexible, analytical and who can be driving force for gaining market share. The Micro, Small and medium enterprise not only contributes significantly to the Indian Economy in terms of Gross Domestic Products (GDP) but also to exports and employment generation.”. As many of MSME members and entrepreneurs are not aware of registration process and also about the benefits of Udyam, Bombay Chamber of Commerce and Industry decided to provide an opportunity to MSMEs and entrepreneurs to interact with the officers of MSME-DI to clear their doubts, issues etc. On 7th Dec 2020 BCCI and GIZ organized an interactive session with the officers of MSME-DI.

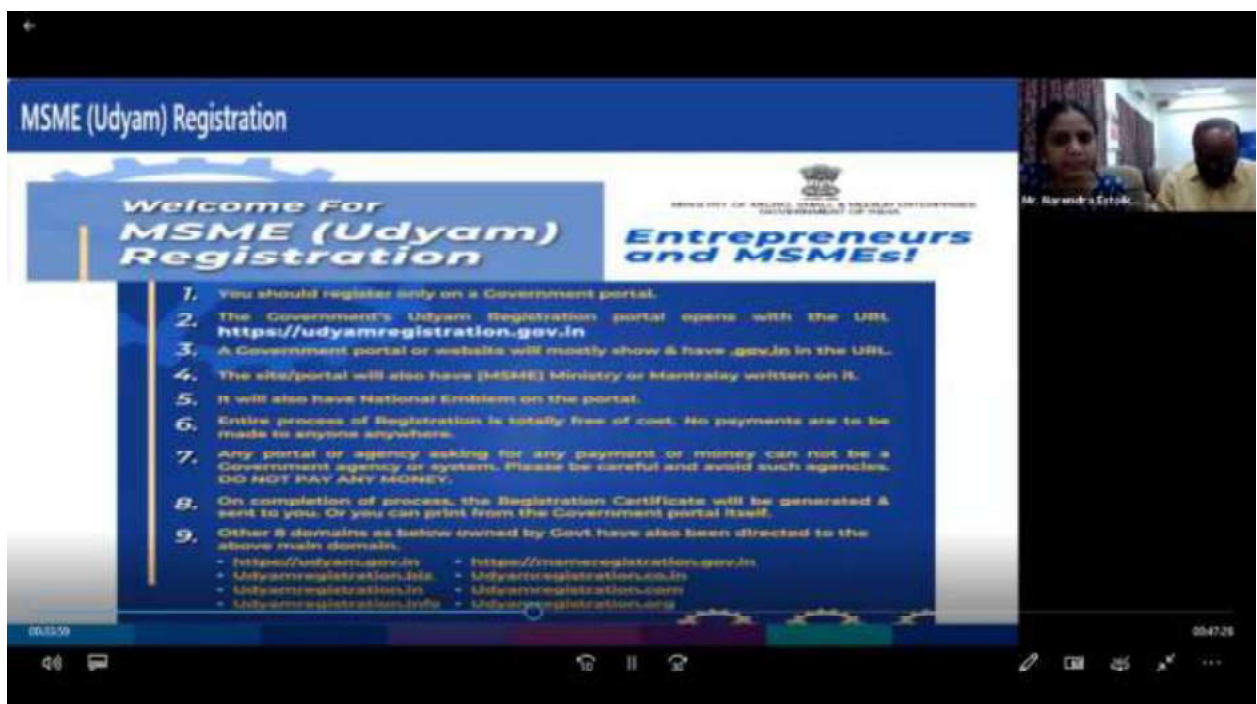
The session begins with welcome address from Mr. Sandeep Khosla – Director General, BCCI. He welcomed the speakers and gave a short brief about the Bombay Chambers of Commerce

Shri A.R. Gokhe, Director MSME-DI, explained in brief about the Udyam registration which is an online and free of cost self-registration process and must be done by the entrepreneur himself. Besides field offices of industries and commerce are also facilitating the entrepreneurs for the new registration process Udyam and gave brief about the benefits of Udyam to the participants. He said that the Udyam registration will replace erstwhile EM II and Udyog aadhaar registration by 31st March 2021, and each manufacturing as well as service enterprise should have Udyam Registration. Till date, only 2200 MSMEs are registered in J&K with Udyam and these figures need to be increased at a rapid pace by creating more and more awareness about the registration, he added.

Mr. Narendra Estolkar and team explained about the services offered by MSME-DI and also about Udyam Registration. He said that it is an extremely simple, seamless entrepreneur-friendly process which will reduce transaction time and costs and will set an example in Ease of Doing Business, not only in India but internationally too where Entrepreneurs and Enterprises can focus on their real work and become globally competitive. He also explained about the registration process and documents required for registration. Detailed process is explained on www.udyamregistration.gov.in, he added.

After the presentation there was a question and answer session with the participants. All the general questions were answered through presentation. Many participants raised a query regarding how to raise the NIC code of the activity performed by the enterprise while registering for Udyam, The NIC code can be selected once the

Aadhaar number is validated and major activity (manufacturing or service) is selected. In order to simplify the selection of appropriate NIC code, a three-stage drop-down list is available to the users, experts answered.



All in one Hygiene Station & Hygiene Station Mini



Akash Joshi is the founder of Vital Designs which is an innovative and multidisciplinary design solutions company. They are focussed on human centric design for products, interior spaces, architecture and urban design. After completion of his Master's degree in Urban design from ETH Zurich Switzerland, he decided to return to India before the lockdown. He felt the need to contribute and respond to the current problems using his design skills while spreading awareness through his product about the necessary health protocols that people need to follow to stay safe.

He has designed and developed an integrated product called "All in One-Hygiene Station" to help organisations create a safer environment in the new normal while spreading awareness about better hygiene and safety standards. He has combined the most important hygiene needs into a self-service contactless sensor-based system. Eliminating the need for the manual systems which are currently being used. The features of the product include a contactless sanitizer dispenser, contactless temperature reader, face mask dispenser, hand gloves dispenser and safe storage space for inventory of masks, gloves and sanitizer. Till now 35 devices has been successfully installed in public as well as private places.

The Hygiene Station Mini version has also proven useful for many places with high footfall and need for reliable, safe and contactless solutions. Interests have been received from many prestigious organisations and government bodies from India as well as abroad (middle East) which are being pursued.



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Disinfection Fogger



Fintek Engineers is an engineering company which specialize in manufacturing machines which are used for coolant and Oil Filtration. We are driven by a mission to reduce, reuse and recycle the costliest resource of this world i.e. oil and water with our engineering expertise, Difficulty to find and use hygiene products for personal and professional use such as medical sectors and municipal corporations to sanitize the surface without risking their lives with a trustworthy and affordable product of our own.



The company developed a first of its kind IOT based cold fogging technology which can split any disinfectant to a size of 0.2 microns just like fog and can be safely sprayed on humans, surface and air for disinfection. Unique feature of the technology is ULV i.e Ultra low Volume. i.e disinfection consumption is very less. They have models in disinfection fogger CDF03- 3 Liter/ hour capacity and CDF07- 07 liter/ hour capacity. Machine is completely automatic, and its effectiveness is certified by labs.



During Pandemic their business was impacted and they were in quest how they can use their technical expertise to develop products for COVID prevention. Fintek has manufactured and sold a couple of hundreds hand sanitizer dispensers. We started selling on 8th April after declaration of lockdown. Our machines are made of Stainless steel and are very dependable. We have installed machines at BRTS Ahmedabad, Mumbai Airport and Hyderabad Airport. Fintek went in agreement to sell HSD through its channel partner in Mumbai-Technocrats Kollahuer Security Pvt Ltd. Which gave PO of 1000 units.



Founder: Mr. Salil Bangale

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Pulse Oximeter and Thermometer



Trueview, a flagship brand of Warner Electronics (I) Pvt. Ltd is a part of UK based company. Established in 2011 we are one of the leading manufacturers of security surveillance products in India. With state-of- art manufacturing facility, right from designing up to finished product we have in house expertise with all the required facilities. Trueview is engaged in design, manufacture and supply of video surveillance systems. With a channel network of over 2000 channel partners globally, they offer an extensive assortment of exclusive products. The systems are manufactured according to the requirements of corporate, government, industry, hospital, public and private organization and individuals.



In pandemic the company developed a low-cost oximeter and infrared thermometer for checking the percentage of oxygen and temperature for commercial as well as household so that an individual can constantly monitor his health as well as family's health and can protect them from coming in contact of infected person.

Trueview oximeter and thermometer is the first choice of commercial place owners due to its accuracy and low cost, this device has helped people to detect persons having mild symptoms and prevent them coming in contact of other people hence breaking the chain of virus. Company has sold more than 5 lakh devices in lockdown.



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Auto Sanitizer Spraying Machine



NIYO Innovative Solution was founded by Mr. Yogesh Gawande in 2019 in an aim to provide low cost innovative solutions to farmers to ease and boost farming process. He developed a cart-based pesticides sprayer replacing the traditional hand spray where farmers carry the tank on their back. After successful iterations he developed a battery-operated pesticides sprayer. During pandemic city roads and small lanes were getting sanitised even it was trouble for commercial places owners to keep their surroundings disinfected, Mr. Gawande observed that workers carry sanitizer tank on their back and spraying and more time is required to disinfect small area.



Mr. Gawande came up with an idea of spraying disinfectant using automatic cart-based spraying machine to speed up the process as well as make it easy for workers. Water based sanitizer or disinfectants can be used in this machine. The machine can also be used in industries, malls, markets, offices, workshops and all commercial places. Tank capacity of machine is 12 litre

NIYO Innovative Solutions has supplied around 200+ machines for different commercial places and industries. Mr. Gawande has also supplied the automating disinfectant spraying machine to Aurangabad Municipal Corporation (AMC) for sanitizing small lanes and government offices and buildings.



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Hygiene and skin care products



Soulflower was born out of a passion for creating premium, proven effective personal care, made from organic ingredients to elevate your natural beauty. As experts, the company has good range of aromas made from entirely natural and powerful components. Mr. Aakash Hongunti has established Soulflower in 2001 with an objective to deliver complete natural and organic skin care products to the people.

In pandemic the company effective measure to provide people with good quality of soft hand sanitizers which is not harsh on the skin and same time has effectiveness to keep individual safe from viruses. Mr. Akash saw that there was a shortage of good sanitizers in the market and local hand sanitizers are quite harsh and hard and can damage the skin of hands. Due to shortage people were left with no choice to buy local sanitizers, so Soulflower has launched first of its kind of hand sanitizer.

Soulflower's mission expresses their bond with nature, skin, and animals. With an aim to give back to society, Soulflower also indulges in feeding the strays and lending a helping hand to the Mumbai Police Force. In what has been a mammoth, gratifying task, they have fed 200 stray dogs for 250 days, thus completing a whopping 50,000 feeding.



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Hydrogen peroxide and Micro Silver Based Products



NICHEM (Niche product Manufacturing organization) Develops, Manufactures, Markets and Exports Specialty Agro Inputs, Specialty Plasticulture Packaging, Domestic Water Purification Chemicals and Ecological Disinfectants. They believe that every individual has a social responsibility so they decided to provide economical viable products for consumers mainly farmers. In this tough time of pandemic every individual were trying to protect themselves, doctors and workers from medical sectors are exposed to virus for max time. There was shortage of protective equipment's and the main disadvantage was that they cannot be reused. So NICHEM decided to tackle this situation with low cost innovative solution.

NICHEM developed a sanitizer which can sanitize hand as well as fabric and surfaces. This sanitizer can protect hand up to 3 hours, surface sanitization lasts up to 24 hours and they have made surface coating sanitization which lasts up to 60 hours.

They are the first Indian organization to develop the Antiviral/Antibacterial Fabric Coating. During COVID-19, these unique and innovative products helped workers of medical sector to protect themselves from the viruses. This coating also helps in reusing personal protective equipment's and reduce the wastage but they also helped them to improve their exports to the USA and Mexico.



Founder: Mr. Ranjan Raje

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Foot Pedal Operated Sanitizer Stand



Roof Glaze Infra Pvt Ltd. was established in 1997 and are known in the market for rendering Fabrication Services and Roofing Solutions, a Vasai based company working into infrastructure projects warehouse fabrication and Industrial projects factory setups etc. Company have gained prominence in rendering all kinds of Fabrication Services and Roofing Solutions for clients. These services are carried out after the proper conceptualization, space planning and designing.



While completing many glorious years of experience in the roofing and the roofing structure, In pandemic they designed a foot pedal operated sanitizing stand which can dispense the sanitizer when foot pedal is pressed so that hand should not be used for dispensing sanitizer. This design stand has made ease for people to get properly sanitized themselves without touching with hand.

They have installed this stand in various places like Saraswat Bank, Nagarpalika, Mahanagarpalika FDA Commissioner office, of Vasai and got enquiries and orders from many organizations. They are also featured in various newspapers and got appreciations from many industries and commercial place owners



Founder: Ms. Reshma Gavankar



IoT Based Smart Devices



Ultra Robotics and Technologies is an Aurangabad based startup which hits the ground of sanitizing dispenser machines, using DIY equipment like pipes and mini air pump motors. This is a very simple DIY electric hand sanitizer dispenser/machine designed for hospitals, municipalities and industrial areas for an affordable price. They have made the automatic sanitizer machine which is easy to make and budget-friendly. It requires materials that many companies might have in spare and a few parts you may need to purchase that can be acquired for a few bucks. Overall, it is built in a simple yet straightforward way, not very labor-intensive, and is doable for someone with minimal experience with tools and electronics. The project was made under limited resources but was totally functional, Mr. Wagh and his team worked very hard to make it possible.

There's no doubt that small businesses are feeling the impact of COVID-19 so does the Ultra Robotics, some of the biggest challenges he faced are accessing the capital they need to stay afloat, keeping their supply lines open, and selling this product in market where the market was completely shut down.

Turning COVID-19 crisis into an opportunity by developing a low cost revolutionary automatic sanitizer dispenser to help the frontline workers fight the virus more effectively. When the entire nation is fighting with the pandemic, Ajay's revolutionary contribution helped the locals and medical staff to purchase his affordable product which comes under their budgets.



Founder: Mr. Ajay Wagh

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COVID-19 Prevention Kit

Bombay Chamber of Commerce and Industries (BCCI) and GIZ MSME INNO Project has developed a COVID-19 Prevention Kit and distributed it among the front-line workers like sanitization workers, police department, government hospital workers, etc. Each kit comprises of 30 use and throw mask, 2 washable mask, 1 hand cleanser, 1 sanitizer and 2 protective goggles. The equipment's for the prevention kit were bought from the local MSMEs and small business in order to support and promote their products and business.



COVID-19 Prevention Kit

Distribution in Aurangabad

300 kits were distributed in Aurangabad by Marathwada Association Of Small Scale Industries & Agriculture (MASSIA) at Municipal Corporation, Police Commissioner Office, Mahavitraan (MSSEDCL) Office and NGO (CARPE) for waste segregation workers.



COVID-19 Prevention Kit distribution at Aurangabad Municipal Corporation (AMC)



COVID-19 Prevention Kit distribution at Police Commissioner Office, Aurangabad



COVID-19 Prevention Kit distribution at Mahavitran (MSEDCL) Office, Aurangabad



COVID-19 Prevention Kit distribution at Waste Segregation Centre, CARPE (NGO),

Distribution in Nashik

200 kits were distributed in Nashik District by Nashik Industries & Manufacturers Association (NIMA) at Nashik Civil Hospital for hospital workers and staff and Nashik Zilla Parishad for rural medical staff like Asha Worker who are providing services in areas like Sinner, Igatpuri and Trimbak etc.



COVID-19 Prevention Kit distribution at Nashik Civil Hospital



COVID-19 Prevention Kit distribution at Nashik Zilla Parishad

Distribution in Thane

COVID-19 Prevention kits were distributed in Thane by Bombay Chamber of Commerce and Industries (BCCI) at Police Commissioner Office.



COVID-19 Prevention Kit distribution at Police Commissioner Office, Thane