

ni-msme News Corner (NNC)



An In-house monthly magazine published by National Institute for MSME (ni-msme)

4th India–Denmark Joint Working Group Meeting and Study Visit

Ms. V. Swapna, Faculty Member and Registrar (I/C), National Institute for Micro, Small and Medium Enterprises (ni-msme), represented the Institute as a member of the Government of India delegation at the 4th India–Denmark Joint Working Group (JWG) Meeting and Study Visit, held in Copenhagen, Denmark, from 24 to 28 August 2026.



The JWG, organized between the Ministry of Micro, Small and Medium Enterprises (MoMSME), Govt. of India, and the Danish Patent and Trademark Office (DKPTO), focused on strengthening bilateral cooperation in MSME development, innovation, technology, entrepreneurship, and Intellectual Property Rights (IPR). The accompanying study visit provided an opportunity to explore Denmark's innovation ecosystem, start-up institutions, business clusters, and mechanisms for technology commercialization, with a view to identifying practices relevant to India's MSME sector.

The Indian delegation was led by Dr. Rajneesh, Additional Secretary & Development Commissioner, Ministry of MSME, and included Md. Salik Parwaiz, Director (IPR), Ministry of MSME; Ms. Bhagya Jagadiswaran, Assistant Director, Ministry of MSME; and Ms. V. Swapna, Faculty Member and Registrar (I/C), ni-msme. The Danish delegation comprised Ms. Maria Skou, Deputy Director General, DKPTO; Mr. Mattias Dinnetz, Senior Advisor, International Cooperation, DKPTO; and Ms. Louise Boisen, Counsellor (IPR), Royal Danish Embassy, New Delhi. The Embassy of India in Copenhagen was represented by Mr. Manish Prabhat, Ambassador of India to the Kingdom of Denmark, and Mr. Ashish Arya, Counsellor.

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The JWG discussions commenced with a presentation by Dr. Rajneesh on "India's Growth Engine: MSMEs," highlighting the sector's contribution to the Indian economy and key Government initiatives relating to credit, technology adoption, market access, productivity, innovation, IPR protection, and technology commercialization. The Danish side shared its experience in developing an innovation-driven economy and highlighted DKPTO's role in providing intellectual property and innovation support to businesses.



During the study visit, the delegation visited Aarhus University Innovation "Kitchen," gaining insights into mentoring, incubation, start-up advisory, and fundraising support for students, researchers, and entrepreneurs. The delegation also visited Agro Food Park, where discussions focused on cluster-based innovation, entrepreneurship, technology commercialization, and MSME development. Further, the delegation interacted with officials of the Danish Ministry of Business and Competitive Affairs on SME development, innovation policy, and competitiveness. Participation in TechBBQ 2026, a major Nordic start-up and innovation summit, provided exposure to emerging start-ups and innovation ecosystem practices. The visit concluded with a networking reception hosted by the Embassy of India in Copenhagen. Overall, the programme facilitated valuable knowledge exchange on innovation support systems, cluster development, industry-academia collaboration, IPR awareness, entrepreneurship, and technology-driven MSME growth. The learnings are expected to strengthen ni-msme's future initiatives in capacity building, entrepreneurship development, innovation management, IPR awareness, and international collaboration, contributing to the development of globally competitive Indian MSMEs.

NEAT Phase-I for Coromandel Employees

A five-day New Entrants Assimilation Training (NEAT) – Phase-I programme, sponsored by Coromandel International Limited, was conducted from 10 to 14 August 2026 at the National Institute for Micro, Small and Medium Enterprises (ni-msme), Hyderabad. The programme was designed to facilitate the assimilation and professional development of new entrants through a blend of technical, behavioural, and functional learning sessions. The training covered a diverse range of topics, including Nanotechnology and its Applications in Agri-Industry, Soil Health & Nutrition Management, Personality Profiling, AI Tools, Emotional Intelligence, Microsoft Excel, Business Etiquettes, Communication Skills, Understanding Farmers' Mindset and Field Etiquettes, Teamwork, Dealer Onboarding, Channel Management and Go-to-Market Strategy. The programme also incorporated various activities, assessments, and practical learning components to strengthen participants' professional competencies.



The programme concluded with a final assessment, feedback session, and valedictory programme on 14 August 2026. The training was coordinated by the Programme Directors, Dr. Shreekanth Sharma, Director, SEE, ni-msme; Mr. Anilkumar Naganuri, Sr. Manager, L&D, Coromandel International Limited and Mr. Gudela Devan Sai, Faculty Associate, SEE, ni-msme, who supported the successful conduct of the programme at ni-msme. Through such industry-oriented training initiatives, ni-msme continues to contribute towards strengthening professional capabilities, workplace readiness, and field effectiveness among emerging professionals in the agri-business sector.

Workshop on Nari Shakti Workshop

The National Institute for Micro, Small and Medium Enterprises (ni-msme) successfully organized a One-Day Workshop on "NARI SHAKTI: Women Empowerment through Entrepreneurship & Leadership" on 20 August 2026 at SBI Academy, Gurugram, in collaboration with the Centre of Excellence for MSME, SBI Academy, and sponsored by IDBI Bank under its CSR initiative. The programme aimed to promote women's entrepreneurship, leadership, financial awareness and enterprise development.

The workshop was conducted under the guidance of Dr. Ashutosh A. Murkute, Director General, ni-msme, with Dr. Manisha Kumari, Faculty Member, ni-msme, serving as the Programme Director. The technical sessions were delivered by Dr. Manisha Kumari and officials from SBI and IDBI Bank, providing participants with practical insights into identifying entrepreneurial opportunities, accessing finance, preparing Detailed Project Reports (DPRs) and leveraging Government schemes and institutional support available to women entrepreneurs.



The programme provided an interactive platform for women participants to explore various avenues for starting and expanding enterprises, with particular emphasis on financial preparedness and access to institutional credit. Interactions with banking officials enabled participants to gain greater clarity on funding opportunities, eligibility requirements and financial support mechanisms available for women-led enterprises.



The workshop received an encouraging response from the participants, who appreciated its practical orientation and expert interactions. The programme concluded with an interactive session and reaffirmed ni-msme's commitment to promoting women-led entrepreneurship through capacity building, knowledge sharing, financial awareness, and strategic institutional partnerships.



Capacity Building Programme

The National Institute for Micro, Small and Medium Enterprises (ni-msme), Hyderabad, organized a three-day training programme on "Capacity Building Programme for Business Development Service Providers (BDSPs) on Enterprise Promotion under OSF of SERP, Government of Telangana," from 29 to 31 July 2026 at the ni-msme campus, Hyderabad. A total of 36 BDSPs participated in the programme, which was directed by Dr. E. Vijaya, Director, SEM and co-directed by Mr. Rajendra Prasad, Faculty Member, SEE.



The training initiative was aimed at strengthening the competencies of BDSPs in Micro Enterprise Development and equipping them with the knowledge and skills required to effectively support rural Self-Help Groups (SHGs) and assist women entrepreneurs in establishing new enterprises as well as expanding existing ones in a structured and professional manner across rural Telangana.



The primary objective of the programme was to familiarize BDSPs with the role and functions of the One-Stop Facility (OSF), which serves as a sub-district-level business facilitation-cum-incubation centre.

The OSF provides business development services to existing nano-enterprises and supports the establishment and growth of new enterprises with potential for expansion. Trained BDSPs will play

a crucial role in providing facilitation and handholding support to rural SHGs, fostering an entrepreneurial culture, and promoting women-led enterprises in line with the objectives of the OSF.



Scientific Beekeeping Training Programme

The National Institute for Micro, Small and Medium Enterprises (ni-msme) organized a one-week training programme on “Scientific Honey Beekeeping Integrated with Oilseed Mission” at Chigitchakgre Bee Village in West Garo Hills District, Meghalaya, from 24 to 30 August 2026. The programme was sponsored under the National Beekeeping and Honey Mission (NBHM) by the National Bee Board. The Department of Agribusiness Management and Food Technology, North-Eastern Hill University (NEHU), Tura Campus, assisted ni-msme in the smooth execution of the programme. The inaugural session of the programme was conducted on 24 August 2026 and was attended by more than 100 participants, including villagers, academicians, and research scholars from NEHU, Tura Campus. Although the programme was sanctioned for 25 participants, 50 participants were selected for hands-on training as an initiative of NEHU.



The inaugural session commenced with a welcome address by Prof. Deepak Bhagat, Head, Department of Agribusiness Management and Food Technology, NEHU, Tura Campus. Prof. Bhagat strongly emphasized the growing need for synergy between academia and government institutions to transform traditional, subsistence-level beekeeping into a profitable and sustainable agribusiness model. Following the inaugural session, expert lecturers from various domains provided participants with scientific and practical guidance on beekeeping, highlighting its benefits for agriculture as well as its potential as an alternative livelihood opportunity for farmers and beekeepers.

Special emphasis was placed on integrating traditional agricultural practices with scientific beekeeping methodologies to promote the cross-pollination of crops and horticultural gardens. The sessions also focused on developing skills in rural entrepreneurship, particularly by aligning beekeeping practices with the objectives of the national Oilseed Mission.

During the sessions, Mr. V. Valentine Hembrom, District Project Manager, MBMA/MeghaLAMP, West Garo Hills, highlighted that integrating scientific honey beekeeping with the Oilseed Mission offers a dual-benefit strategy. This approach is aimed at building long-term economic resilience among local tribal farmers, enhancing crop yields through improved pollination, and establishing robust market linkages for organic honey products. This collaborative grassroots initiative highlights ni-msme's continued commitment to promoting rural entrepreneurship, fostering micro-enterprise development, and supporting sustainable livelihoods across the North-Eastern Region of India.



Refresher Training Programme

The National Institute for Micro, Small and Medium Enterprises (ni-msme), Hyderabad, organized three-day training programmes on "Refresher Training Programme on Enterprise Promotion for Business Development Service Providers (BDSPs) under the One-Stop Facility (OSF) Scheme of SERP, Government of Telangana," for Batch-2 from 05 to 07 August 2026 and Batch-3 from 17 to 19 August 2026 at the ni-msme campus, Hyderabad.



A total of 39 BDSPs in Batch-2 and 40 BDSPs in Batch-3 successfully participated in the training programmes. The programmes were directed by Dr. E. Vijaya, Director, SEM and co-directed by Mr. Rajendra Prasad, Faculty Member, SEE.

The objective of the "Refresher Training Programme for Business Development Service Providers (BDSPs) on Enterprise Promotion" was to strengthen and enhance the knowledge, skills, and competencies of currently engaged BDSPs in key areas such as enterprise-related licences and registrations, effective training and handholding support for CEF beneficiaries, and result-oriented

implementation of the OSF Scheme in accordance with the prescribed guidelines. The programme also aimed to familiarize BDSPs with advanced technologies, tools, and best practices to improve the quality of business development services and enable them to provide effective, timely and sustainable support to entrepreneurs and beneficiaries.



The refresher training programme covered a comprehensive set of sessions designed to strengthen the knowledge and practical competencies of BDSPs for effective enterprise promotion and implementation of the OSF Scheme. The sessions covered OSF guidelines and implementation processes, roles and responsibilities of BDSPs, preparation of cash flow statements and financial statements, business plan appraisal procedures, and effective processes for providing handholding services to beneficiaries.

Participants were also provided with practical demonstrations on the FSSAI registration process and hands-on training on onboarding products onto e-commerce platforms. Special emphasis was placed on effective methods of training CEF beneficiaries for better management of their enterprises, along with guidance on enterprise registrations and quality certifications. The programme also introduced participants to advanced AI tools to enhance the quality, efficiency, and effectiveness of business development services provided to SHGs and entrepreneurs.



Entrepreneurship & Skill Development Initiatives Across Districts

In a recent development, the ni-msme, under the Ministry of MSME, GoI, was requested under the Raising and Accelerating MSME Performance (RAMP) Programme, Bihar, to conduct Entrepreneurship and Skill Development Programmes (ESDPs) at Bhojpur, Jehanabad and Purnia. As part of the RAMP Bihar initiative, Mr. Vivek Kumar, Faculty Member, Skill & Entrepreneurship Development (SED), ni-msme, visited Ara (Bhojpur), Purnia, and Jehanabad to facilitate ESDPs for local Vishwakarma



artisans across 18 identified trades. At Bhojpur (Ara): On 24 August 2026, the Entrepreneurship Development Programme (EDP) Training Centre was inaugurated at ni-msme, Bhojpur, under the RAMP Programme. The centre was inaugurated by Shri Nikhil Kashyap, General Manager, District Industries Centre (DIC), Bihar. The initiative marks an important step towards promoting entrepreneurship, empowering aspiring entrepreneurs, creating employment opportunities, and strengthening the MSME ecosystem in Bihar. During the inauguration, the General Manager, DIC, Industries Department, shared his experiences and emphasized the transformative potential of skill-based entrepreneurship.

The RAMP Centre at Purnia was inaugurated on 31 August 2026 by Shri Manish Poddar, District Project Officer, Industries Department, Bihar. Guest speakers at the event highlighted the



critical role of the RAMP Centre in promoting the development of the MSME sector, encouraging entrepreneurship among local youth and providing enhanced training and guidance to aspiring entrepreneurs. The centre represents a significant milestone in providing entrepreneurs with access to training, capacity building, and business development opportunities in the region. The inauguration reinforced the commitment of the Industries Department towards building a robust entrepreneurial ecosystem in Purnia and

surrounding areas under the banner of "RAMP Centre Purnia – Promoting Entrepreneurship, Strengthening MSMEs". Mr. Vivek Kumar visited Jehanabad on 27 August 2026 and met district officials, training centre owners and representatives of various MSME units to facilitate support for the programme. The programme outline for Jehanabad has been finalized, and training centres are currently being selected. Pre-training activities are actively underway, involving District Resource Persons (DRPs) in grassroots mobilization and participant identification. Senior officials from the District Industries Centre and the RAMP implementation team are closely engaged to ensure the successful conduct of ESDPs for local Vishwakarma artisans across 18 identified trades. The coordinated efforts of the district administration and ni-msme field teams reflect a strong institutional commitment to ensuring timely and effective programme delivery in Jehanabad.

Strategic Discussions at the Directorate of MSME, Bihar: In a related development, Mr. Vivek Kumar, Faculty Member, Skill & Entrepreneurship Development (SED), ni-msme, called upon the Director and Assistant Director at the Directorate of MSME, Patna and met with several officials of the RAMP implementation team. The discussions focused on mechanisms for mutual cooperation during programme implementation, coordination between ni-msme and district-level authorities, and the development of future long-term programmes to benefit the state of Bihar, with ni-msme serving as a knowledge partner. These engagements underscore ni-msme's commitment to fostering a sustainable entrepreneurial ecosystem in Bihar through structured training, institutional partnerships and policy-aligned interventions.

Enterprise Management Training Programme

The National Institute for Micro, Small and Medium Enterprises (ni-msme) conducted a four-day training programme titled "Enterprise Management Training Programme for Rural Women Entrepreneurs" for Telangana rural women entrepreneurs from 03 to 06 August 2026 at campus. A total of 41 entrepreneurs participated in the programme, which was directed by Dr. E. Vijaya, Director, SEM and co-directed by Mr. Rajendra Prasad, Faculty Member, SEE.

The training programme was designed to equip women entrepreneurs with essential business management skills in key areas such as finance, marketing, operations, and leadership. The programme aimed to promote financial independence by enabling participants to effectively sustain, manage, and scale their enterprises. It also provided exposure to modern tools, technologies,



and best practices in entrepreneurship, helping participants improve the efficiency and competitiveness of their businesses. Through structured guidance, practical learning, and continuous support, the training further encouraged innovation, strengthened entrepreneurial capabilities, and promoted the long-term sustainability and growth of women-led enterprises.

The training programme covered a comprehensive range of topics aimed at strengthening the entrepreneurial capabilities and business management skills of women entrepreneurs. The sessions focused on entrepreneurial competencies, consumer behaviour and sales techniques, strategic planning and execution, including vision, mission, and long-term goal setting; business expansion processes; marketing management; innovation and value addition and working capital management.

Participants were also provided with practical, hands-on training on onboarding products onto e-commerce and social networking platforms, along with guidance on registrations, licences, and statutory approvals required for enterprises. Sessions on soft skills and business communication enhanced participants' professional and interpersonal capabilities, while risk management and business expansion strategies helped them understand sustainable growth opportunities.

The programme also included an exposure visit to IIMR, providing participants with practical insights and institutional exposure. In addition, success stories of entrepreneurs and their journeys from idea to impact were shared to inspire participants and encourage innovation, confidence, and a growth-oriented entrepreneurial mindset.



Workshop on Digital Transformation Roadmap for Entrepreneurs/MSMEs

The Centre for Digital Branding & Marketing (CDBM), School of Enterprise Development (SED), ni-msme, organized a One-Day Workshop on "Digital Transformation Roadmap for Entrepreneurs/MSMEs" on 07 August 2026 at ni-msme, Hyderabad. The programme was coordinated by Mr. Sarath Muthyala, AFM & Head, CDBM (SED), with the dedicated support of Smt. Deepa Waster and Mr. Parsapu Mani Ratnam YP, CDBM.

The inaugural session was addressed by Mr. Konkala Suryaprakash Goud, Director, School of Enterprise Development (SED), ni-msme, who emphasized the critical role of digital transformation, Artificial Intelligence (AI), and innovation in building resilient, competitive and future-ready MSMEs.



Around 20 entrepreneurs participated in the workshop. Industry experts delivered practical and hands-on sessions covering Lead Generation, Sales Retention, Marketing & Brand Positioning, Digital Transformation, AI-Driven Business Growth, Data Analytics & Business Intelligence and Real-World AI Use Cases.

The Data Analytics session focused on enabling MSMEs to transition from gut-

based decision-making to data-driven business management. Participants were introduced to leading and lagging indicators across Finance, Operations, Marketing and Human Resources (HR) and were guided through the progression from descriptive to prescriptive analytics. Practical business cases covering inventory ageing, customer segmentation, and cash-flow management provided participants with real-world insights into the application of analytics.

A live dashboard-building demonstration showcased the four-stage Looker Studio workflow: Connect - Visualise - Filter - Automate. The session also included a live demonstration of AI tools for analytics, followed by an interactive question-and-answer session and scenario-based discussions with participating entrepreneurs. A dedicated session on Zoho CRM demonstrated how MSMEs can effectively manage customer relationships, automate workflows, streamline sales processes, improve customer engagement, and enhance overall business efficiency. Overall, the workshop provided entrepreneurs with practical insights and tools to adopt digital technologies, leverage AI and analytics, strengthen customer and sales management and develop a structured digital transformation roadmap for sustainable business growth.



Condolence

It is with profound grief and sorrow that the Director General, Officers, and Staff of ni-msme mourn the untimely demise of Shri K. Subba Rao, former employee of the Institute, who passed away on 18 August 2026 at the age of 75 years following prolonged ill health.

Shri K. Subba Rao rendered more than 50 years of dedicated service at ni-msme. He was a remarkable personality, possessing vast knowledge and experience, and was often regarded as a "walking encyclopaedia." He generously shared his knowledge and guided his junior colleagues in matters relating to personnel management and financial management.

He shouldered the responsibilities of administration with exceptional dedication and was a vital bridge between the Administration and Academic wings of the Institute. His commitment to duty was unparalleled. He remained devoted to the Institute throughout the year and was known for his remarkable dedication, even attending to his responsibilities on Sundays.

Shri Subba Rao was also a leading member of the NISIET cultural wing and had a deep passion for literature and the arts. He frequently wrote and recited poems and scripts, contributing significantly to the cultural life of the Institute. A deeply dedicated, sincere, and hardworking personality, he devoted more than five decades of his life to the service of the Institute.

His hard work, humility, wisdom, and unwavering commitment to duty will always be remembered with great respect and affection by the ni-msme family. As a mark of respect to the departed soul, the ni-msme family observed two minutes of silence during a condolence gathering held at the Institute.

We extend our heartfelt condolences and deepest sympathies to the bereaved family members. We pray to the Almighty to grant them strength, courage, and fortitude to bear this irreparable loss, and to bless the departed soul with eternal peace.

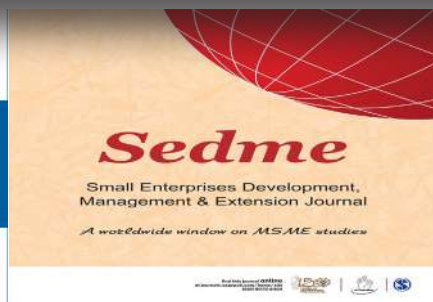


Tricolour Flies High in the Campus Sky

The 80th Independence Day of our country was celebrated at the ni-msme campus on 15 August 2026 with a spirit of solemn dedication and patriotic fervour. All officers and staff of ni-msme gathered in front of the Training Building for the flag-hoisting ceremony. Mr. K. Surya Prakash Goud, Director, School of Entrepreneurship Development (SED), ni-msme, hoisted the Tricolour, followed by the National Anthem.

Addressing the gathering, the Director, SED, shared his reflections on the achievements of ni-msme and highlighted various significant projects undertaken by the Institute to fulfil the nation's vision of Viksit Bharat@2047. He briefed the gathering on the efforts of the Government of India towards the development and promotion of the MSME sector and highlighted ni-msme's commitment to furthering the national mandate for the overall development of MSMEs. Emphasizing the significance of the occasion, he also highlighted various reforms and initiatives undertaken in the country in recent times.

A cultural programme followed the flag-hoisting ceremony, in which talented officers, staff members, and family members participated enthusiastically, adding vibrancy to the celebrations.



Our Social Presence



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