

### **Developing a Sustainable Growth Roadmap for SMEs in Kishangarh**

A workshop was organized on 1st March ,2013 followed by consultation on 2nd March 2013 by the Indian Institute of Corporate Affairs on the business sustainability tools for SME cluster of marble manufacturers and traders. The workshop was facilitated by Global Investment Banking Company Madison Street Capital. The time was right to upgrade and take on the prospects while new opportunities exist in the industry.

The event was hosted by marble manufacturers and traders who are exploring possibilities to enter diversified business fields. Mr Yogesh Sharma on behalf of the hosts welcomed the trainers and participants and suggested that the SME cluster was ready to adopt new changes towards building more sustainable organizations. There were more than 60 company owners who attended the workshop.

Head of Center for Business Innovation at IICA, Divya Rajput informed the participants about the various Government schemes like the New Pension Scheme for informal (contract) labour, need for Vocational Training and IT literacy centre, need for Water Recycling and other Environment Schemes for the Industrial area. There was also a discussion on the National Voluntary Guidelines on Social, Environmental and Economic Responsibilities of Business.

Managing Director of Madison Street Capital, Mr Jaydip Sinha addressed the gathering and informed them about the real time intrinsic need to adopt and develop capabilities and expertise to develop business plan and financial model for approaching any inorganic business growth models. He stressed the need for companies to explore innovative cross border growth opportunities which will bring World Class Technology, Best Practices, Proven Mechanisms and International Liquidity at cheaper cost and cheaper option.

The trainers Ms Sangita Pandey, Director - Corporate Life Skills, UK and Mr Deepak Jeslani, AVP – Madison Street Capital delivered the training and discussed about the new technologies, business growth options, sources of funding, occupational health and safety standards and the need for online visibility to enter global market. They also discussed about the need for strong organizational practices to retain skilled labour. A greater emphasis was laid on moving from family owned businesses to more legally compliant company structures. Formally registered companies have the benefit of access to institutions such as banks, legal services and newer markets.