



MSME-Development & Facilitation Office, Karnal  
 Ministry of MSME, Govt. of India  
 Seminar on **“How MSMEs can EXPORT”**

|                          |   |
|--------------------------|---|
| 24 February 2023, Friday | Venue: IIT Delhi-Sonipat Campus,<br>Rajiv Gandhi Education City, Rai, Sonipat |
|--------------------------|---|

**Minute to Minute Schedule (Tentative)**

**Registration: 09:30 am**

**Programme start at 10:00 am**

|  |  |   |
|--|--|---|
| 10:00 - 10:20 am                                     | Welcome & Keynote Address  | Director<br>MSME-DFO, Karnal  |
| 10:20 - 10:40 am                                     | Policies and Schemes for Exports   | Mr. Vishal Sharma,<br>Joint DGFT, Panipat   |
| 10:40 - 11:00 am                                     | Pre/post shipment credit,<br>Insurance cover, markets<br>identification                            | Ms. Mou Parkash, Branch Manager<br>Export Credit Guarantee Corporation<br>Ltd (ECGC), West Delhi  |
| 11:00 - 11:20 am                                     | Export Opportunities for<br>Engineering Goods  | Mr. Rakesh Suraj, Regional Director<br>Engineering Export Promotion Council<br>(EEPC), New Delhi<br>Sh. Sanjay Kumar Singh,<br>Senior Executive Officer, EEPC |
| 11:20 - 11:40 am                                     | How to develop export sales  | Mr. Raj Kamal Sharma<br>Internal Business Consultant<br>Retired Head of Exports, Nestle   |
| 11:40 - 12:00 pm                                     | Trade Information Portal<br><a href="http://www.indiantradeportal.in">www.indiantradeportal.in</a> | Mr Mukesh, Co-ordinator<br>Federation of Indian Export<br>Organisations (FIEO)<br>Mr Mayank Aggarwal,<br>Management Executive, FIEO                           |
| 12:00 - 12:20 pm                                     | Packaging Standards for Export   | Mr.Kanwardeep Sharma<br>Executive Officer, Packaging<br>Technology, Kurukshetra University  |
| 12:20 - 12:40 pm                                     | Driving Operational Excellence to<br>become globally competitive                                   | Sh. DineshVedpathak,<br>CEO, Skilling and Mentoring, ACMA   |
| 12:40 - 1:00 pm                                      | SME Exchanges in India,<br>How MSMEs can raise Equity  | Mr Rakesh Khurana<br>NSE SME Exchanges in India   |
| 1:00 - 1:20 pm                                       | Trade Receivables Discounting<br>System (TReDS) platform   | Mr. Rajiv Kumar, Regional Head<br>Mr. Akshay Chauhan, Area Head<br>Invoicemart, A.TReDS Ltd.  |
| 1:20 - 1:25 pm                                       | Awarding the Mementos  |   |
| Questions & Answers by Associations and Participants |  |   |
| 1:55 - 2:00 pm                                       | Vote of Thanks   | Associations/DMC/MSME-DFO Karnal  |
| Lunch  |  |   |

**Special Udyam Registration and Zed Certification Camp are also being organized for facilitating the MSMEs.**