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Transforming India, A Paradigm Shift

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Transforming India, A Paradigm Shift

- Different ways of transformation
- My Role as Individual
- What Industry can Do?
- What shift India can do?

Routes for Transformation

- Cooperation & technology transfer
- Benchmarking within similar industry
- Benchmarking within different industries
- Benchmarking within different countries
- Business Process Reengineering
- Research & development
- Identify & Implement Best practices. Understand that State-of-the-art may have changed
- Changes need to stick/sustain

How to Innovate?

- Many businesses were developed & key problems resolved in crisis situation. But, do not wait for crisis to happen
- Ask 3 what if? Questions to develop response
- Use techniques of rational thinking, innovation, identifying customer value added processes to develop new product/process
- Use Incremental & Transformational Innovation to leapfrog performance
- Teachings of Edward De Bono and others like him

My Role/ What I Can Do?

- Understand & communicate need of change to as many individuals as possible. Work with NGOs, if necessary
- Think big in everything we do. Having small aim is crime in rapidly moving and connected world. Be ambitious
- Understand WTO & TRIP requirements in trademarks, copyrights, designs & patent laws to avoid litigation
- Do not use "NIH" syndrome. Encourage open dialogue, new ideas, embrace new technology & innovation
- Get trained to use both deductive & inductive logic for innovative resolution of problems
- Welcome positive changes & make them stick/sustainable

My Role/ What I Can do?

- Inculcate "nothing is free" mentality among family members, close groups, society
- Work to achieve world class standards. Strive for leadership in every walk of life
- Learn from history but do not be complacent. Keep close watch of current developments and try to know future requirements. Or else, history will repeat without your knowledge
- Avoid using phrases like "we are the best" "we are the world leader" etc. without complete study & information
- Try & learn one at least foreign language (Chinese?)

- Do not take success for granted. Continuous improvement is name of the game
- Change cultural attitude towards failure
- Not feel jealous of others who achieve success/ wealth by good means. Freely copy their success stories by adopting them to your situation
- Do away with concepts of casts, religion, state. What we need is one India that values merit alone
- Do not throw litter on roads. Cleanliness is godliness

- Propagate & use concept that "customer is the king". Expose them who take customers for a ride
- Get well conversant with Internet because most business is now done on the net. "If you are not in, you are out" (eBay, Dell.com, HSBC Direct, ICICI.com)
- Help regulators by getting bills for restricted medicines. This is important for management of complaints & recalls
- Ensure that there is no leakage of electric power. You get correct power bills & pay in time

What Industry can do?

- Moving up the value chain. e.g. Pharma industry changing from reverse engineering to basic research & development
- Leadership in cooperation, acquisition & mergers by pharma industry can be copied by others e.g. automobiles, biotechnology, heavy industry, engineering sectors
- Relocate in to smaller towns, get benefits of Govt. policies & create large number of jobs for labor from agricultural sector

What Industry can do?

- Must understand that No Govt. protection will be available
- Join hands with world leaders so that we can get time to develop our abilities locally
- Use tremendous success of IT service industry followed by solution development to further business
- Export IT services to all major countries. Do not depend on US alone

Pharmaceutical industry

- Holds leadership position in developing world for technology, quality & range of medicines
- Excellent track record of chemical research on intermediates, processes & generics
- Self-sufficient in equipment manufacturing.
- Has been in the clutches of DPCO & inadequate regulatory governance. We need to improve this situation
- Should be exempted from running 3-leg race
- We need to ensure that we have affordable & effective medicines for our people. But newer medicines will cost more. Can use LV Prasad

Pharmaceutical industry

- Be allowed to import new manufacturing machinery at reduced cost
- Should be fully allowed to conduct contract research, contract manufacturing, contract clinical trials & research
- Needs to increase R & D expenditure from 0.5% of revenue to 4-6% of annual revenues
- Should develop as international hub for patenting & certification activities
- Continue R & D in nanotechnology, biotechnology & stem cells. Copy success of DNA fingerprinting

Pharmaceutical industry

- Should strengthen our position as reliable exporter of cost effective generics to the whole world
- Have well defined FDA regulations for drugs & cosmetics. Bring them in line with US & EU regulations
- Well developed & enforced drugs, device & cosmetics regulations are good for customers and companies. Registration of all imported devices be made mandatory
- Data exclusivity should be honored & protected
- Better educate & train FDA inspectors both locally & globally for effective implementation of the Drugs act

What shift India can do?

- Build world-class infrastructure to reinforce our position of low cost producer of right quality products & services
- Provide 4 Lane, superior quality highways across major towns with necessary bridges & connecting roads
- Have labor & finance policies in place that can help service industry, manufacturing & product industry
- Gainfully employ 630 million working class. This will ensure higher consuming power- more manufacturing- economic boom
- Invest in capabilities of people. Make them more productive
- Provide environment that fosters entrepreneurship

What shift India can do?

- Fully exploit India as Research Destination
- Must revive manufacturing industry. This is backbone of any nation building in creating jobs & wealth for large number of people
- Provide excellent ports & airports, make stringent labor laws, give export assistance to compete globally
- Simplify rules for import & export of materials & products
- Continuously assist IT industry to maintain leadership position in service. IT must be allowed to diversify & expand

What shift India can do?

- Depoliticize the issues. Do right things, not things right!
- Reduce govt. control over companies, bridges, highways etc. e.g. NJ Turnpike
- Institute excellent records of ownership (e.g. equitable distribution of land property, tax filing accuracy)
- Emulate information collection & processing system as prevalent in advanced countries (e.g. separate weather channel)
- Ensure that credit reaches right people. Strengthen co-operative sector

What shift India can do?

- Encourage growth in organized sector retailing. This will have direct benefit for farmers, craftsmen and artisans
- Private partnership in installation of large cold stores, food processing facilities, cold supply chain facilities
- Develop & implement policies that encourage higher exports of Art, Fashion, Jewellery & Films
- Encourage healthcare providers to develop India as attractive destination for health tourism
- Fully exploit potential of tourism sector (e.g. Singapore)

What shift India can do?

- Ensure continuous pool of talent with emphasis on education
- Improve productivity in banking sector, and eliminate infra-structure bottlenecks
- Include large farmers in income-tax
- Charge income-tax only once
- Oversee control of stock market & plug loopholes in financial sector to ensure that there are no frauds & scams

What shift India can do?

- We have 29 countries, each state is a kingdom (China is one). Make uniform rules for all states. Abolish Octroi and replace with VAT everywhere
- Remove any opportunity for corruption in Govt. controlled sectors e.g. telecom, income-tax, excise (e.g. 15 2days tax refund in US)
- Ensure that our policies are reasonable for entry of overseas players in India. This can bring in new technology and new methods of doing business

Thank You!