

Connecting Dots Strategic Consulting

Accelerating Performance 

Strategy Planning and Execution *for* **MSME Micro, Small & Medium** **Enterprises**

Date : 26th June 2024

Faculty | **KU Srinivason, Principal Consultant**

14th March 2024

Connecting Dots Strategic Consulting, India.
www.cdsc.in

Disclaimer



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Agenda

- MSME
- Planning
- Execution

MSME – India

Registered	Contribution	GDP	Manufacturing	Exports
Micro – 5Cr	19.4 Million	30%	45%	50%
Small – 75Cr	5.5 Lac			
Medium – 250Cr	52K			

Strategy Planning & Execution

Capacity Enhancement

- Production / Manufacturing
- LEAN / ZED / GEM / Digital

Capability Development

- People / Process
- Dashboard / Report

MSME Growth Framework

People

Career Growth

Skill Development

Process

Automation

Process Efficiency

Technology

Digital

Preventive & Proactive

Capacity vs Capability

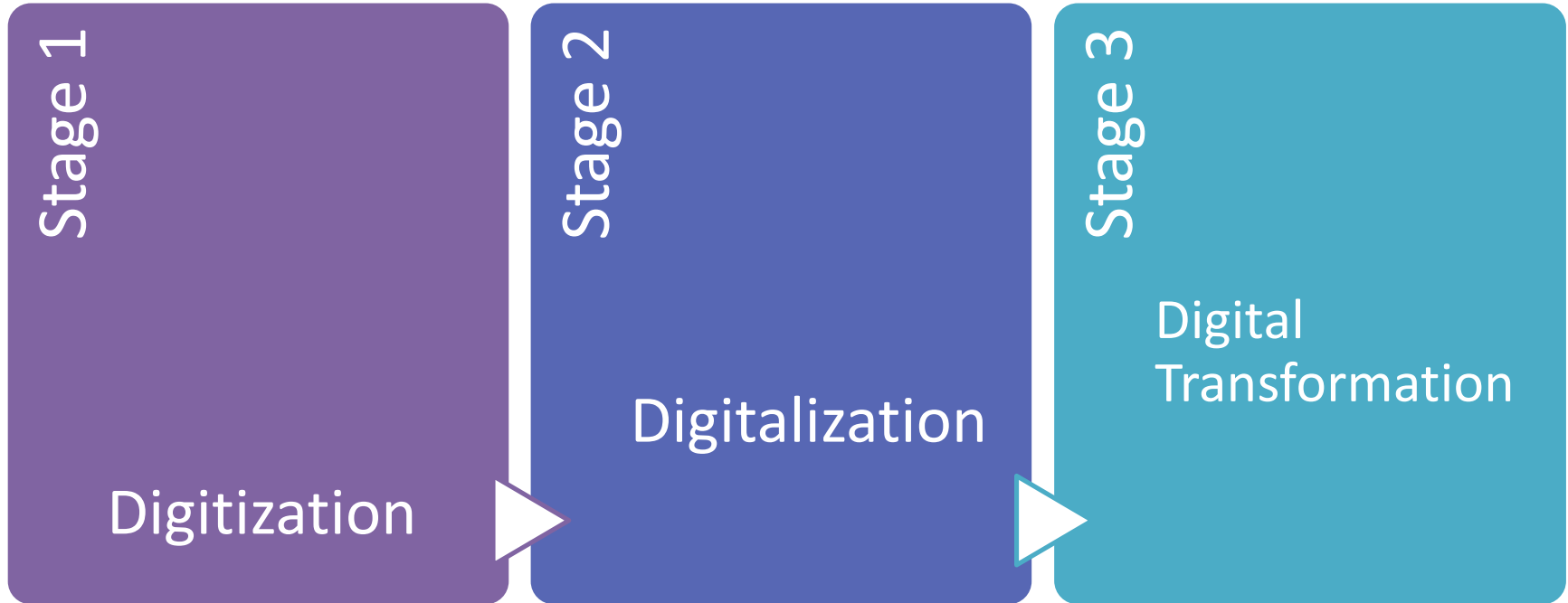


1 Liter Water



1 Liter Water

Business without Technology is inevitable



Example : Bus Conductor, moved from manual to technology :

1). Ticket Printing Machine, 2) Able to quickly tally his accounts ; 3) Forecast & Predictions : Head Office is able to analyze the Route which is profitable, which time they must schedule.

Re-Skill



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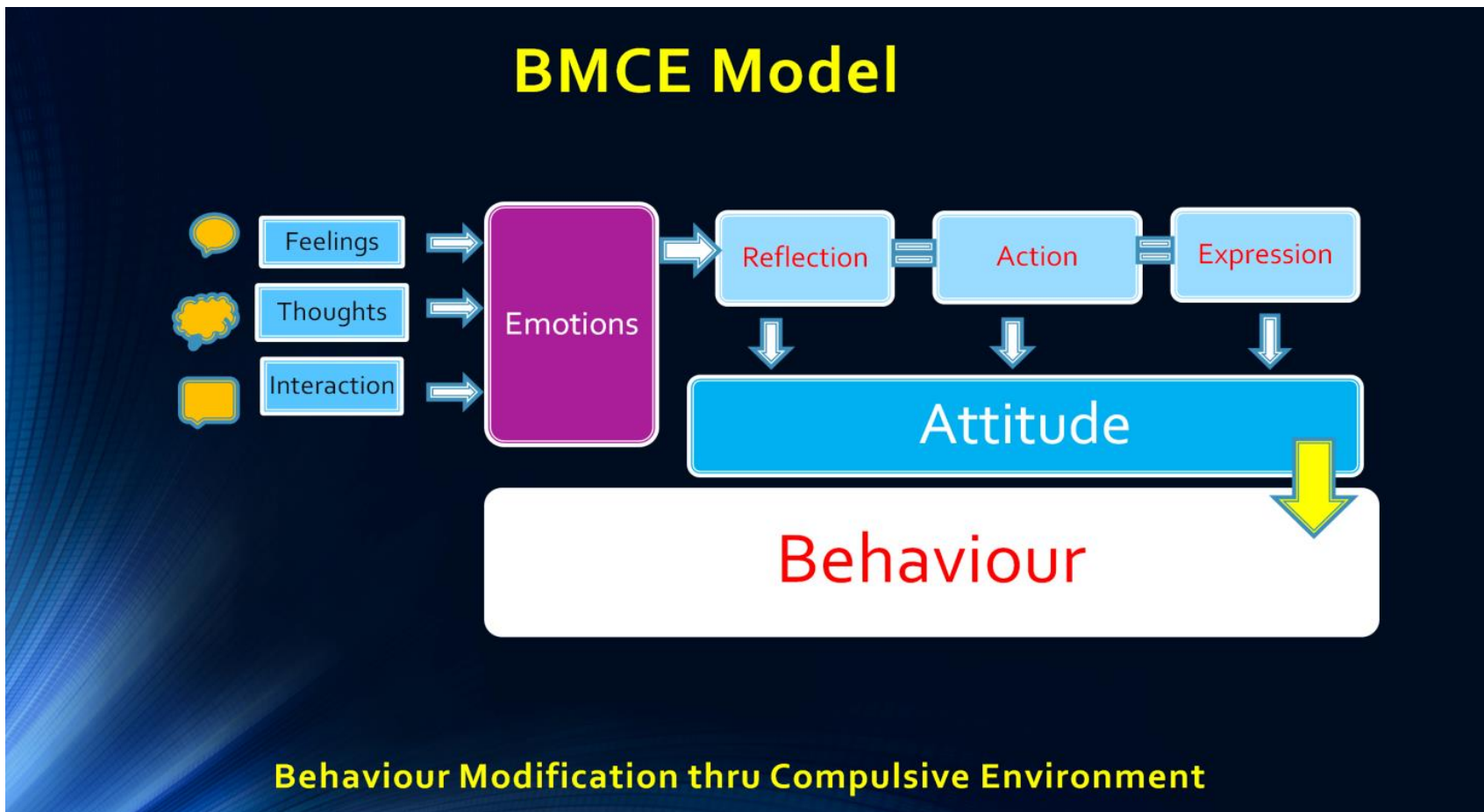
Up-Skill



Employee Productivity Dilemma



Behavior Modification



Q & A

- 15 Minutes

Thank You

Connecting Dots Strategic Consulting

D- Sakthi Towers, 766, Anna Salai, Mount Road, Chennai – 600002

Phone: 9841099110 / Email : srinivason.ku@cdsc.in