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CREDAI-MCHI WEBINAR

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CREDAI-MCHI Webinar: Key to the Lockdown Presented by Deceuninck India Godavari Paints & Weprocure.in – Episode 22

Date : 8th May, 2020

Time: 11:00 AM

Topic: "Procurement The Road Ahead"

Speakers: (1) Vivek Talwar Chairman & Managing Director - Nitco Tiles
(2) Rajesh Mehra, Director & Promoter - Jaquar Group
(3) Saurabh Bansal, Joint Managing Director- Dorset Group
(4) Naveen Rajagopallan, Director , City Lift India Limited
(5) Prashant Vishwakarma, Vice President (Factory Operations and marketing) - Omfurn India

Moderators: (1) Mr. Hari Easwaran - Vice President L & T Realty
(2) Mr. Mukesh Jaitely - Director Projects The Wadhwa Group-
(3) Mr. Neerav Parmar - Senior Vice President, Contracts Procurement, Shapoorji Pallonji Real Estate

Mr. Nimish Ajmera, welcomed all the panelist and viewers for the Webinar. He mentioned that we are getting donations from the panelist for Corona relief and we are thankful them for the support in the difficult time situation. He introduced about the initiative of WeProcure.in. It's an online procurement platform for real estate. There are biggest real estate procurement companies of the country and 30 Top Developers in Mumbai and MMR are the mastermind behind the functioning of the portal. There are categories created on the portal for bulk purchasing and CREDAI-MCHI team can be approached for more details.

Mr. Nayan Shah – President also welcomed all the panelists and seeks the insights from the vendors on panelists.

Mr. Hari Easwaran - Vice President L & T Realty asked the panelists to make few commitments for the real estate industry such as Price Reduction, Quick Delivery and to support real estate developers

Mr. Vivek Talwar Chairman & Managing Director - Nitco Tiles

- Entire allied industry to see their best for the real estate industry.
- Pandemic taught us to become quicker, far efficient and to be executive

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- We have to be extremely efficient.
- To be organized
- Manufacturing to be done with the least workers but fast
- We have digitized our products
- Every slab is getting scanned and going into library
- There is inventory available and supply will be done
- India manufacturing good quality products, should go for make in India products.
- In terms of price differential, we will look into it
- The pandemic will cause high prices or low prices in India but fully capable doing in quantity required in India.
- We dispatch the material in the short span of time.
- Cost is almost negligible
- We are ready for deferred liability period. 5 years AMC Agreement can be done

Rajesh Mehra, Director & Promoter - Jaquar Group

- One of our biggest strength is we depend upon import and export
- We have stock available with us, sufficiently
- We do our best as quickly as in time.
- Will try for cost reduction and will try to keep it minimum.
- India today is far more competitive than China
- We are becoming developing country
- There are almost substantial products in India.
- In today's situation we will see support from the developers side also, understanding is required and to value our relations.
- The more we will understand each other, we will get going business smoothly
- We will come out of the situation strongly and better
- This situation make get to us closer.
- About the cutting down of cost, its depends on the value of added materials

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- Will look for efficiency of pricing.
- 10-90 payment mode can be looked into it.
- Liquidity is most critical from all of us, we need to really work on it.
- Win-Win situation, this is what we have to go forward.
- We reciprocate in much better manner.
- Innovation in the payment is the need of time.
- Requirement of our home market is a topmost priority.
- We are taking care of rules and guidelines of social distancing, and are COVID compliant.
- Government authorities to keep checking on compliance of COVID guidelines and visit the sites.

Saurabh Bansal, Joint Managing Director- Dorset Group

- We are manufacturing slowly, gradually by maintaining social distancing
- It will take time for implementation.
- Our team is in contact with the developers
- Unsold inventory is there can be delivered in time.
- We manufacture the material as per the requirement
- Country at this moment of time, you will get conversant more on institutional change.
- Institutional requirement shortage will be there as less labourers.
- Pricing impact is going forward.
- Dorset is Make in India for the country.
- Look for small packaging concept.
- Post COVID relief will be there.
- Rupee depreciation is there, observe the increase in import.
- Follow reuse, recycle method, Alternative designing
- There is no definite percentage coming together, understand all the products which is more important.

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- Value additions are important and my team will do it.
- We support the developer fraternity
- Developers to come up what they want from us, we have to work hand in hand
- Want simple policy for developers across.
- Transport charges can be looked into
- System at Dorset, we have innovative products and not charged anything extra.
- Supply of the product will be taken care.

Naveen Rajagopallan, Director, City Lift India Limited

- Basically, we are going to manufacture for elevator button
- To work on how to make people compatible
- QR code outside the lobby
- Will try to make hand movement sensibility for lift operating.
- Voice calling announcement facility
- About cost, it may reduce 7-8% post COVID.
- We have to get across the solution and need to work very clearly on it.
- Elevators is not product of life cycle, cost need for maintenance.
- We are ready to make 5 years maintenance agreement for price adjustment, it will be definitely lower than others.
- Regarding costing, it will most probably less if based cost is less and overall AMC also be less.

Prashant Vishwakarma, Vice President (Factory Operations and marketing) - Omfurn India

- We have many laborers at sit, maximum work at effect.
- Going forward the more solution system to work
- Pricing is concern, we have to make some changes
- If building standard prices, we can reduce the cost 5-7% for the orders from today
- For more details, people can get in touch after this webinar

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Mr. Nimesh Ajmera,

- Developers to support the vendors for our real estate industry.
- Request the panelists to become members of procurement wing
- Can get in touch with our team for the membership after this webinar

Mr. Ajay Nahar

- All the Vendor to look after the project sites are COVID compliant
- To check on the COVID compliance and not to waste time, logo to be created which can be put on our portal and website and all our adds that we are 'COVID Compliant' to enable us communicate quickly in our business.

Mr. Nilesh Puranik gave vote of thanks to the panelists and Presidents and requested the vendors to become members of WeProcure.

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