The Professional MSME — a key to sustainability of the Indian Economy

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In the interest of the nation and its economy, it is imperative that the MSME sector in India develops, sustains and grows. The Indian micro, small and medium enterprise (MSME) has been a major revenue and employment generator for the country. Further, each successful MSME has been sustained by the efforts of an individual entrepreneur, driving it to profitability. By the very nature of MSMEs and the entrepreneur driving them, all of them become people-dependent. The system of control and decision-making is deeply entrenched with the entrepreneur themselves.

The profitable entrepreneur is highly valuable, each ensconcing experiences and skills gathered over years of trials, failures and successes. He is able to sustain and grow upto a level. However, when the time comes to upscale the operations or to handover the legacy to the next generation, major restraining factors crop up. At this stage, he feels handicapped by his own limitations of not being able to pass on the same drive, passion, expectations and controls to his employees or heirs.

What is the solution?

After investing years of effort to make an enterprise profitable, the entrepreneur's role should focus on making the organisation professional. A professional organisation is one that depends on processes rather than people - a systems-orientated organisation where each business-linked process is defined, documented, implemented, monitored and improved upon. At the end of the day, we do realise that a person dependent organisation is a weak organisation. A strong organisation is a system dependent organisation.

Once the systems are in place, up-scaling becomes relatively easier as new management begins to rely on well-established processes. Further, it improves the efficiency when the next generation of the family steps in to take control. This removes dependency on human capacity and shifts reliance onto the operations already established by the entrepreneur.

Today, there are tested and proven models that are available to be adopted, and that can help convert India's people-dependent MSMEs to process-dependent enterprises. Industry 4.0 is one such model.

What is Industry 4.0?

Industry 4.0 is a subset of the fourth industrial revolution and modernises enterprises by bringing technology and industry together. It refers directly to the state where each process in the organisation is run through software and the status of each process or activity is available to see and monitor, on your computer or mobile screen, from anywhere in the world, in real time as it takes place.

To be Industry 4.0, you need different processes running on their own track and at the same time interacting with other processes to either get an input from them or give them an input for making the multiple processes reach their logical conclusions.

Industry 4.0 itself may seem to be a daunting task. With jargons like **Big Data, Cloud Computing, EDGE Computing, IIoTs, Artificial Intelligence, Analytics, Robotics** being thrown around, it can easily overwhelm enterprises. However, thanks to the technology available, all that the enterprise needs is one good software that brings together all the required processes in one package. A software, based on global best practices, and simple to run.

GAP OSM™ (Operating System for Manufacturing) is a software solution that covers all the aspects of production and business processes used in the manufacturing industry. It uses a centralised database and makes relevant data available to all the users across departments. It effectively reduces time to market and enhances flexibility, responding to changing customer needs.

GAP OSM™ is an offspring of a DOS based ERP i.e. Enterprise Resource Planning system that was in perpetual Beta mode for around 3 decades and has now been born in a new Browser based avatar. It includes the basic ERP modules like Sales, Purchase, Accounts, Inventory, Payroll, CRM etc. but in addition, also has controls for Legal Compliance, Data & Knowledge capturing, extensive HRD, ABC (Activity Based Management), Product Costing, Operational Efficiency Monitoring, Dynamic Inspection, New Business Development (NBD), APQP & PPAP based New Product Development (NPD), Product Life Management (PLM), Calibration & Control of Inspection Equipment, Process Capability Studies, Total Productive Maintenance (TPM), Integration with IOTs and much more.

About the Author:
Sanjiv Singh, MD of Gilard Electronics Pvt. Ltd. has 40 years of manufacturing experience. He is also the CEO of Gilard Application Programmers LLP, a software company that provides Smart Manufacturing (Industry 4.0) solutions to the manufacturing industry. He has 32 years of experience in software development and together with his experience of manufacturing industry, he is one of the leading specialists on the subject of Industry 4.0. He has successfully implemented 'Smart Manufacturing' at his Mohali plant.

Note: For a free demo of the G.A.P OSM software, go to **www.gaposm.com/demo.**