



August 2018

# **CAPACITY BUILDING OF LOCAL SERVICE PROVIDERS (LSP) UNDER GEF-UNIDO-BEE PROJECT “PROMOTING EE/RE IN SELECTED MSME CLUSTERS IN INDIA”**

## **Training Need Assessment Report- Gujarat Dairy Cluster**

Submitted to  
(Prepared under GEF-UNIDO-BEE Project)



**Bureau of Energy Efficiency**

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Prepared by



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## 1. PROJECT BACKGROUND

Bureau of Energy Efficiency (BEE), a statutory body under Ministry of Power, Government of India, in collaboration with United Nations Industrial Development Organization (UNIDO) is executing a Global Environment Facility (GEF) funded national project “Promoting energy efficiency and renewable energy in selected MSME clusters in India”.

The overall aim of the project is to develop and promote a market environment for introducing energy efficiency and enhanced use of renewable energy technologies in process applications in 12 selected energy-intensive MSME clusters across 5 sectors in India (with expansion to more clusters later). This will enable improvement in the productivity and competitiveness of units, as well as reduce overall carbon emissions and improve the local environment.

The details of the sectors and clusters identified is as below

Table 1 : List of clusters identified

Sector	Cluster
Brass	Jamnagar, Gujarat
Ceramics	Khurja, Uttar Pradesh
	Morbi, Gujarat
	Thangadh, Gujarat
Dairy	Gujarat
	Maharashtra
	Sikkim
Foundry	Belgaum, Sikkim
	Coimbatore, Tamil Nadu
	Indore, Madhya Pradesh
Hand tools	Jalandhar, Punjab
	Nagaur, Rajasthan

CONFEDERATION OF INDIAN INDUSTRY – CII Sohrabji Godrej Green Business Centre has been engaged by Bureau of Energy Efficiency to carry out the assignment on “Capacity building of Local service providers (LSPs) under GEF-UNIDO-BEE project **“Promoting Energy Efficiency and Renewable energy in selected MSME clusters in India”** for the Dairy cluster of Gujarat.

## 2. TRAINING NEED ASSESSMENT

### 2.1 Objective of Assessment

The main objective of this assessment is to identify the gaps of Local Service Providers in the cluster in terms of skill set, technical knowledge and organizational strength. This analysis will help in maintaining a sustainable market linkages for the promotion of EE/RE technologies. There are various stake holders involved in the project which is depicted in the below figure:-

Out of this various stake holders the assessment was carried out in

- Local Service Providers
- Local Industrial Units

Training need analysis provide necessary knowledge and information on training and skill development requirement of LSPs and plant employees in the cluster. This information will help in the preparation of a good training strategy that can boost the knowledge and skill set on latest EE/RE technologies and their applications. Training need assessment is important for these reasons:-



Figure 1: Project Stake holders

- Increasing awareness among units for taking good quality services.
- LSPs are unaware of the rapid technological advancement in EE/RE technologies.
- Employees play a key role in making a plant energy efficient, so plants management are ready to spend resources for the training and development of their employees on latest trends in technologies.

### 2.2 Goals of Training Need Analysis

The main objective of training need assessment was to determine whether a training need exists and if it does, what type of training was required to fill the gap. The expectation of knowledge, skills sets and abilities of officials at different levels was different so there training needs were also different.

The training need assessment survey will identify the knowledge, skills and abilities needed to achieve those goals by minimizing the existing gaps which in turn enhance the productivity and thereby ensuring good quality products and services. The main focus should be on collective need that can add value to the overall competitiveness of the cluster. This will help in:-

- Ensuring healthy competition
- Creating sustainable market environment
- Production improvements
- Staff development

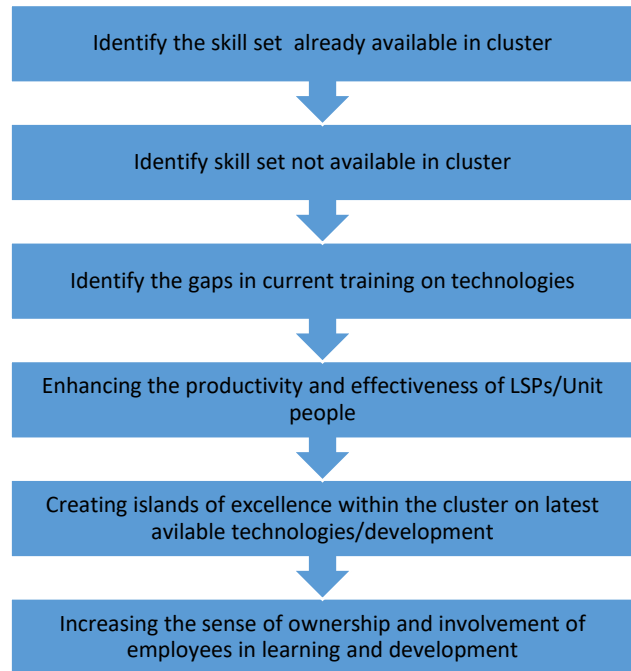
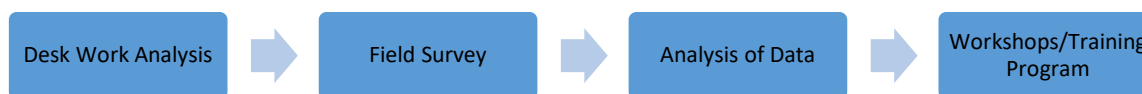


Figure 2: Objective of training need assessment

### 3. METHODOLOGY FOR ASSESSMENT

The entire activity was done in 3 phases



#### 3.1 Desk Work Analysis

This phase mainly consists of data collection and development of questionnaire to understand the needs of the cluster. Detailed list of dairy units in the cluster has been obtained from Gujarat Cooperative Milk Marketing Federation Limited. With the help of collected data mapping of local service providers and industries have been done in the Gujarat Dairy cluster. In the mapping procedure LSPs are classified based on the technology provided, location served and on skill set. A training need assessment questionnaire has been developed to capture the information as shown below:-

Table 2: Training need assessment questionnaire

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
Name of the Local Service Provider(LSP)	
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	
Education Level?	
What are your area of services?	
What type of Industries you cover?	
Type of challenges faced?	
Type and name of OEM you work with?	

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
New areas you would like to Learn?	
Areas in which training is required?	
In which Language Training material is required?	
Is training material required in soft or hard copy?	
Expectation from the Project?	

The questionnaire consists of mainly 2 components

- General Information – includes questions regarding type of company, name, year of existence etc.
- Specific Information – Identify the existing knowledge and skill set ,to understand the type of challenges faced by LSPs and new areas of learning required by the LSPs/ Industries.

From the detailed mapping, more than 50 LSPs were identified in Gujarat Dairy cluster. The preliminary desk work helped in understanding the size of LSPs and what service they provide.

### 3.2 Field Survey

In this phase detailed discussions happened with LSP’s and dairy units in the form of a structured interviews and these meetings helped us in understanding the perceptions of different stakeholders in terms of training needs, what are the areas of improvement, various gaps that exists in terms of technology/services .The survey was conducted for around 20 LSPs and some of the major dairy units in the cluster.

Table 3: Activities of field survey

Field Survey	
<b>Activities</b>	<ul style="list-style-type: none"> <li>• Understanding the organization</li> <li>• Interviewing LSPs and key personnel’s of Dairy Units</li> <li>• Collecting Information (General and Specific )</li> <li>• Identifying the gaps that exists</li> </ul>
<b>Purpose</b>	The primarily focus was on performance related issues that are directly concerned with training needs or any other issues influencing their performance. This helped in establishing a baseline for the training program
<b>Outcome</b>	<ul style="list-style-type: none"> <li>• Identified training needs for individuals</li> <li>• Supporting evidence of the performance problem these training needs will address.</li> </ul>

Field Survey	
	<ul style="list-style-type: none"> <li>• Identified non-training needs that may significantly influence performance</li> <li>• Able to identify the technological gaps</li> </ul>

The following table shows an analysis of the outcome of the interaction had with various local service providers and dairy employees in the cluster.

Table 4: Outcome of TNA

Meeting with Local Service Providers
<ul style="list-style-type: none"> <li>• Employees of local service providers in Gujarat dairy cluster are well educated with good skill set</li> <li>• Most of the service providers were big (avg 50 employees) in Dairy cluster</li> <li>• LSPs have good sound knowledge in the services and technologies that they are serving to the cluster</li> <li>• Some of the LSPs are having in house training facility where they train different stakeholders in the cluster</li> <li>• Few of the LSPs are registered with Gujarat Energy Development Agency and are already promoting EE/ Technologies</li> <li>• Huge market challenge - more technology suppliers providing same technology at different price</li> </ul>
Meeting with Industrial Units
<ul style="list-style-type: none"> <li>• Each dairy units has inhouse maintenance people for the regular maintenance activities.</li> <li>• Plant people are aware of regular O&amp;M of an equipment but still there exists a gap on knowledge of improving energy efficiency.</li> <li>• Training should mainly focus on latest EE/ RE technologies with less focus on O&amp;M.</li> <li>• All dairy unit employees are well qualified with high knowledge and skill level</li> </ul>

### 3.3 Analysis of Data

After conducting the field questionnaire survey to various local service providers, dairy units, associations etc., the data from various sources were analyzed to identify the areas of improvement, target group specific training needs and preferred training delivery mechanisms. A sample data collection sheet from one of the LSPs is attached below. Detailed list of survey forms is attached in Annexure 1.



# Training Need Assessment Report

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
Name of the Local Service Provider(LSP)	<b>प्रणाम</b> <b>H. V. A. C.</b> Pratik Nathavad
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	EXCELLENT
Education Level?	70, Mix of Engineers & DTI.
What are your area of services?	
What type of Industries you cover ?	DAIRY, PHARMA, COMMERCIAL BUILDS, HOTEL
Type of challenges faced?	Construction
Type and name of OEM you work with?	To Plants Direct Dealings through vendors
New areas you would like to Learn?	
Areas in which training is required ?	LATEST Advancements in HVAC.
In which Language Training material is required?	ENGLISH.
Is training material required in soft or hard copy?	EITHER OR ANY.
Expectation from the Project?	MORE MARKET PENETRATION
Suggestions/Remarks	

Figure 3 : Filled in questionnaire

By analyzing the various data collected from LSPs and dairy units, following inferences were made:-

## Skill Set

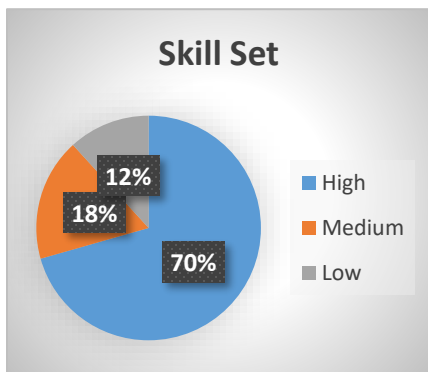


Figure 4: Skill set of stakeholders

The existing skill set of LSPs in Gujarat Dairy cluster is high as most of them are bigger OEMs and service providers and are equipped latest technologies and services. However there are some smaller LSPs in the cluster which do the repair and maintenance activities fall in the low and medium skill category. These LSPs need to get trained by the bigger OEMs such that their service can be used by the units in a productive way.

**Educational Qualification**

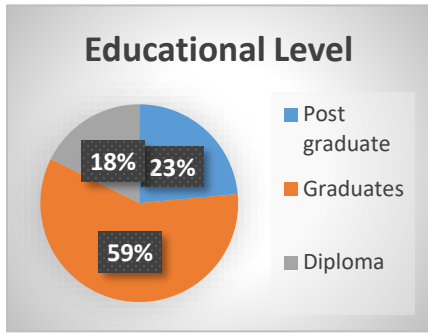


Figure 5: Educational qualification of stakeholders

Most of the stakeholders who participated in the survey are highly qualified. Local service providers and all the employees of dairy units in the cluster have a mix of post graduates, graduates and diploma holders. Even though the skill set of LSPs are high in the cluster, the survey helped in identifying various gaps regarding awareness about latest EE/RE technologies.

**Gap Analysis**

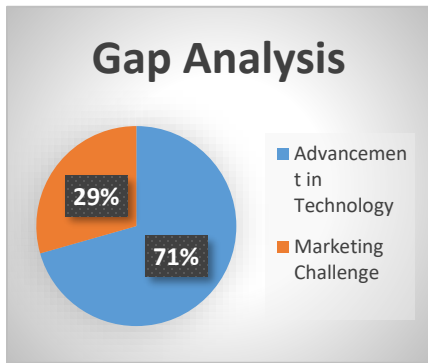


Figure 6: Gap analysis

The gap analysis helped in identifying the exact requirement on what training should be given. Two major concerns shown by the LSPs in the cluster are lack of awareness on various advancements happening in EE/RE technologies and market challenges due to cross selling and competitive price. Some of the requirements from various LSPs / dairy units on technological aspect are:-

- Latest advancements in Industrial Refrigeration
- Best practices on energy efficiency in compressor and pumps
- Energy saving measures in Boilers and Steam System

Based on the survey and data analysis, a frame work has been designed for the training programs in Gujarat Dairy Cluster. The graph below shows the interest shown by the various stake holders on various topics for the training program:-

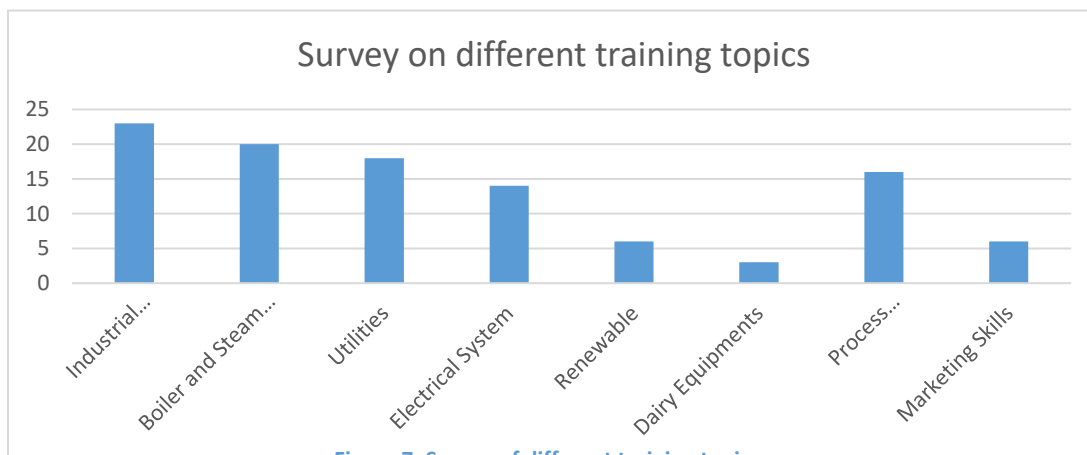


Figure 7: Survey of different training topics

- Most of the dairy units and local service providers shown interest in Industrial Refrigeration as one of the main topic for training program. This was due to fact that refrigeration is one of the critical application in a dairy plant, training on latest technological advancement as well as best O&M practices would help the in making it more energy efficient.
- There was a good response from the cluster on training on Boiler and Steam system. There are small boiler manufacturers in the cluster who have limited access to big dairy plants as most of the plants are dependent on bigger OEMS. These local service providers wanted this training program as a platform to enter into the dairy market and learn about latest EE practices in boiler and steam system.
- In utility section, most of the equipment's are supplied by bigger OEMS like Atlas Copco, Kirloskar, and Grundfoss etc. The demand for this topic came from the dairy units. . They wanted to mainly understand what are the recent developments happening in optimizing the energy consumption in utility section like Demand Side controller for Compressed Air System.
- Electrical system was another topic which was selected by units and local service providers in the cluster. Most of the stakeholders were interested on energy efficient motors, harmonics mitigation, power factor improvement and electrical safety.
- Some of the cluster specific topics identified for the training program were process optimization, waste heat recovery, evaporative condensers etc.
- Market challenge and how to overcome the cross selling due to competitive price was one of the concern shown by the local service providers in the cluster. Some of the LSPs wanted training on marketing skill development to become more competitive in the market.

### 3.4 Training workshops

After the identification of training needs, the topics for the programs should be designed in such a way that the training plan caters the priorities of a wide range of stakeholder's mainly local service providers and unit employees who are working at shop floor. After consultation with the main stake holders in the cluster and based on the survey results some of the key topics identified shown in Figure 8. Others include renewable energy, waste heat recovery, process optimization, evaporative condenser etc.

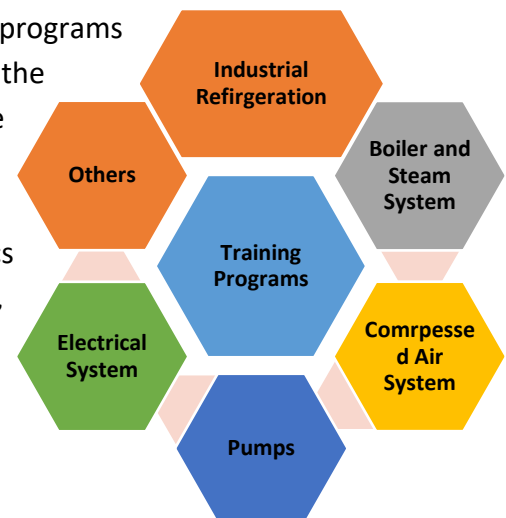


Figure 8: Identified training modules

## Training Need Assessment Report

As a part of the training need assessment, specific training modules will be prepared for the cluster which will cover:-

- Basics of the technology
- Best Practices and Case studies
- Specific benchmarking figures
- Latest advancements in technology on energy efficiency
- Safety guidelines for efficient operation
- Infographics and pictures

The training materials will be based on internationally available training courses and on locally developed case studies such that it can be adopted by all the stake holders in the cluster. Some of the possible modalities for facilitating training is shown below:-

- Class room Training
- Plant visits
- Training videos
- Training manuals/pamphlets

The table below shows the schedule of the various training programs in Gujarat Dairy Cluster

Table 5: Training Program schedule

Dates	Location	Theme	Target Audience	No of Participants
9-Apr-18	Rajkot	Electrical & Utilities, Thermal Utilities, Refrigeration System & Renewable	Electrical/Mechanical Maintenance Operator/Technicians , local dealers, technology providers, Plant operators and maintenance engineers	50
19-Apr-18	Surat			
26-Apr-18	Banas			
30-Apr-18	Ahmedabad			

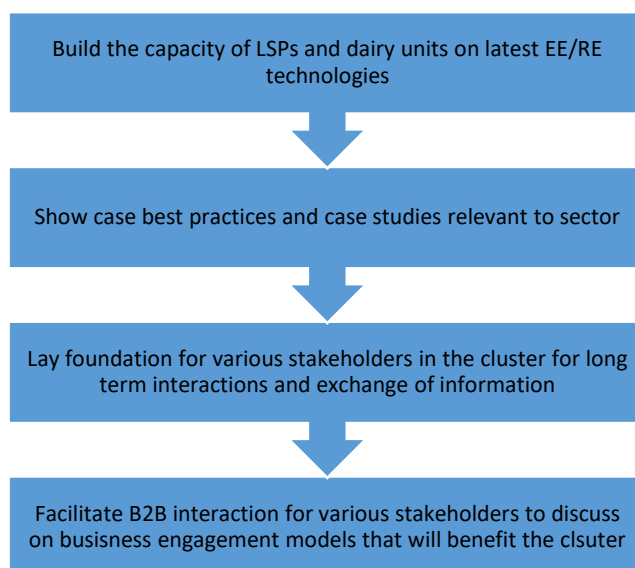


Figure 9: Objective of training program

## 4. CONCLUSION

Training need analysis conducted for various stakeholders in the cluster helped in identifying the gaps and methods to bridge the same. It also identified various training needs and what model can be developed for preparation of cluster specific modules can be the appropriate modules for each target group.

Stakeholders of Gujarat Dairy cluster are highly skilled and had good educational background, so training modules should focus more on advancements in EE/RE technologies.



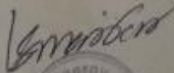

There is a huge competition among various local service providers in the cluster to become technologically competitive. Market challenge and how to overcome the cross selling due to competitive price was one of the concern shown by the local service providers in the cluster.






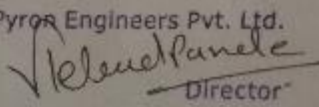
Detailed course content would cover relevant case studies and best operating practices that would benefit the various stakeholders in the cluster.

Survey results showed most of the stakeholders are interested in getting trained on Industrial Refrigeration and Boiler/Steam Systems




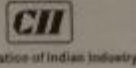


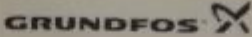

## 5. ANNEXURE

### Annexure 1 – LSP Training Need Assessment Questionnaire






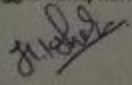
LSP Training Need Assessment Form for Gujarat Dairy Cluster	
Name of the Local Service Provider(LSP)	<b>NIRMAL ENERGY LIMITED</b> AN ISO 9001:2015 CERTIFIED COMPANY
Address	 Technology for future
Contact Person Name	 <b>Madhusoodanan S.</b>
Designation	Director - Technical & Marketing
Mobile No	
Email ID	
Existing Skill set?	25+ Service - JTI (2)
Education Level?	Graduates - 5 Employees & Diploma - 4
What are your area of services?	Pumps, Burner, Heat Transfer Fluid Dairy, Coca Cola, Pharmas, Beverages
What type of Industries you cover ?	
Type of challenges faced?	→ Competition • Cross selling leads to price war
Type and name of OEM you work with?	Directly Selling.
New areas you would like to Learn?	New technologies in Pumps.
Areas in which training is required ?	Pumps - Advancements.
In which Language Training material is required?	ENGLISH.
Is training material required in soft or hard copy?	
Expectation from the Project?	Should benefit Dairy Cluster.
Suggestions/Remarks:	 


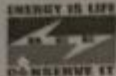




    <span style="float: right;">②</span>	
<b>LSP Training Need Assessment Form for Gujarat Dairy Cluster</b>	
Name of the Local Service Provider(LSP)	Vivek N. Tekadpande (M) 92272 56121
Address	 <p><b>BOILERS &amp; BURNERS</b></p> <p>B-121, Silicon Valley, Shivrangani Cross Road, Satellite Road, Ahmedabad 380 015, Gujarat (INDIA) Ph. : 079- 26747945, 40041121 E-Mail : infopyron@yahoo.com • Website : www.pyronengineers.com</p>
Contact Person Name	
Designation	
Mobile No	
Email ID	
Exiting Skill set?	
Education Level?	GOOD.
What are your area of services?	— [GIVEN] ①
What type of Industries you cover ?	DAIRY, CHEMICAL STEEL, PHARMA.
Type of challenges faced?	← COMPETITORS
Type and name of OEM you work with?	— [GIVEN] ①
New areas you would like to Learn?	BOILER & STEAM SYSTEM
Areas in which training is required ?	NEW TECHNOLOGIES
In which Language Training material is required?	ENGLISH.
Is training material required in soft or hard copy?	EITHER.
Expectation from the Project?	
Suggestions/Remarks:	For, Pyron Engineers Pvt. Ltd.  Director









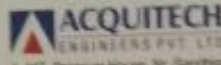
   	
<b>LSP Training Need Assessment Form for Gujarat Dairv Cluster</b>	
Name of the Local Service Provider(LSP)	 
Address	
Contact Person Name	
Designation	Pikiin Modi 9426616303 info@urmisolar.com www.urmisolar.com
Mobile No	Urmi Solar Systems Ltd Plot No. 5208, Phase-4 Road No. T-1 (Towards Ramol) G.I.D.C. Vatva Ahmedabad-382445, Gujarat
Email ID	
Exiting Skill set?	25 → 20.951 → 5 Graduates
Education Level?	
What are your area of services?	<ul style="list-style-type: none"> <li>Solar Water Heating</li> <li>Heat Pump</li> </ul>
What type of Industries you cover ?	Dairy, Fertilizer Food & Beverage Pharma
Type of challenges faced?	Cost & Technology
Type and name of OEM you work with?	Venus → Heat Pump [OEM]
New areas you would like to Learn?	In house
Areas in which training is required ?	They are consultant of GEDA.
In which Language Training material is required?	English.
Is training material required in soft or hard copy?	SOFT OR HARD.
Expectation from the Project?	BENEFIT LSP
Suggestions/Remarks: 	



    <p>Confederation of Indian Industry</p>	
<b>LSP Training Need Assessment Form for Gujarat Dairy Cluster</b>	
Name of the Local Service Provider(LSP)	 <p><b>HIMANSHU K. SHAH</b> Sr. Tech. Executive</p> <p><b>ELECON ENGINEERING CO. LTD.</b> 12, 2nd Floor, Shree Krishna Center, Nr. Mithakhali Six Road, Navrangpura, Ahmedabad - 380 009, Gujarat, India. Tel. : +91-79-26406683/84/85 Fax : +91-79-26401363   Mobile : +91 99099 07871 Email : hkshah@elecon.com   Web : www.elecon.com</p>
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Exiting Skill set?	Graduates & Post-Graduates
Education Level?	more than 500 Employees
What are your area of services?	<ul style="list-style-type: none"> <li>• Power Transmission product</li> <li>• Gear Box</li> </ul>
What type of Industries you cover ?	Cement, Steel, Power etc.
Type of challenges faced?	Competition - Siemens, Shakti Premium
Type and name of OEM you work with?	Directly.
New areas you would like to Learn?	Advancement in Motor & Gear
Areas in which training is required ?	Motor & Gear Systems
In which Language Training material is required?	ENGLISH
Is training material required in soft or hard copy?	Either or Any.
Expectation from the Project?	
Suggestions/Remarks: 	

    <p>Confederation of Indian Industry</p>	
<b>LSP Training Need Assessment Form for Gujarat Dairy Cluster</b>	
Name of the Local Service Provider(LSP)	 <b>H. V. A. C.</b> Pratik Nathavad  <b>PRANAM HVAC ENGINEERING PVT. LTD.</b> A-405-406, Neeilkant Palace, 100ft. Anand Nagar Road, Nr. Sima Hall, Satellite, Ahmedabad-15. Ph. No.: 079-26833579 / 26831445 M : 9979867347 E-mail : pratik@pranamhvac.com
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Exiting Skill set?	EXCELLENT
Education Level?	70, Mix of Engineers & ITI.
What are your area of services?	
What type of Industries you cover ?	DAIRY, PHARMA, COMMERCIAL BUILDINGS, HOTELS
Type of challenges faced?	Competition
Type and name of OEM you work with?	To Plants Direct Dealership through vendor
New areas you would like to Learn?	
Areas in which training is required ?	LATEST Advancement in HVAC.
In which Language Training material is required?	ENGLISH.
Is training material required in soft or hard copy?	EITHER OR ANY
Expectation from the Project?	MORE MARKET PENETRATION
Suggestions/Remarks	

   	
<b>LSP Training Need Assessment Form for Gujarat Dairy Cluster</b>	
Name of the Local Service Provider(LSP)	Hemal Shah Mo. 9016507387  Phone +91-79-2656 1594, 2646 1195 Fax +91-79-2646 1195 E-mail swatropares@gmail.com Website www.swateng.com
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	4 Employees
Education Level?	At Pass Education level.
What are your area of services?	Refrigeration Compressor Spares
What type of industries you cover ?	Cold Storage, Dairy, Unit
Type of challenges faced?	<ul style="list-style-type: none"> <li>• Competition</li> <li>• Awareness about technology.</li> </ul>
Type and name of OEM you work with?	No OEM's
New areas you would like to Learn?	New Technology in Refrig. <sup>systems</sup>
Areas in which training is required ?	Refrigeration.
In which Language Training material is required?	English.
Is training material required in soft or hard copy?	Both.
Expectation from the Project?	More business than other clusters.
Suggestions/Remarks: Parts made through subcontractors.	
	

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
Name of the Local Service Provider(LSP)	AKASH PATEL Manager Sales Mobile : 98240 58051 Email : akash@acquitech.com
Address	 A-407, Premium House, Nr. Sardhigram Railway Station, Navrangpura, Ahmedabad - 380 020, India. Phone : + 91-79-2957 4525/2363/9664 H. : 98240 23900 E-mail : admin@acquitech.com Website : www.acquitech.com
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	16 Employees, Technically sound
Education Level?	All are engineers.
What are your area of services?	Pumps & Valves.
What type of Industries you cover ?	All sector.
Type of challenges faced?	→ In terms of technology. → Market.
Type and name of OEM you work with?	Arvind Emerson Thermax.
New areas you would like to Learn?	Automation.
Areas in which training is required ?	Automation.
In which Language Training material is required?	English
Is training material required in soft or hard copy?	Either or Any.
Expectation from the Project?	
Suggestions/Remarks:	



*A. Patel*












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### LSP Training Need Assessment Form for Gujarat Dairy Cluster

Name of the Local Service Provider (LSP)	Power Control
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	Mix of technicians & Graduates
Education Level?	1% People
What are your area of services?	Consultant + Electrical + IT/VC & Networking
What type of industries you cover ?	Automobile, Dairy
Type of challenges faced?	
Type and name of OEM you work with?	Direct
New areas you would like to Learn?	Substation
Areas in which training is required ?	Erection & Laying of Substation
In which Language Training material is required?	English
Is training material required in soft or hard copy?	Either or Any
Expectation from the Project?	
Suggestions/Remarks:	

*[Signature]*

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
Name of the Local Service Provider(LSP)	 <p>Devesh Singh Manager - Marketing +91 - 90981 02100</p> <p><b>DRAFT AIR</b> Creating For The Right atmosphere - AIRSOL</p>
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	200 / Msc of engg engineer
Education Level?	EXCELLENT
What are your area of services?	<ul style="list-style-type: none"> <li>Fans of Blowers</li> <li>Humidification systems</li> </ul>
What type of Industries you cover ?	Dairy, Textile, Petrochemicals, Cement, Food.
Type of challenges faced?	Competition not in local market.
Type and name of OEM you work with?	BITEL.
New areas you would like to Learn?	Label-stands in Etc
Areas in which training is required ?	<ul style="list-style-type: none"> <li>EE in Fans of Blowers</li> <li>Design Aspects.</li> </ul>
In which Language Training material is required?	English
Is training material required in soft or hard copy?	Either or Any.
Expectation from the Project?	
Suggestions/Remarks:	<p><b>DRAFT AIR INDIA PVT. LTD.</b> 3702, B &amp; C, PHASE-IV, G.I.D.C., BEHIND NEW NIRMA OPP. ... ..</p>

    <p>Confederation of Indian Industry</p>	
<b>LSP Training Need Assessment Form for Gujarat Dairy Cluster</b>	
Name of the Local Service Provider(LSP)	  <p><b>Aviva</b>                  AVIVA Equipments Pvt. Ltd.                  MFG. DAIRY EQUIPMENTS                  22 aviva@avivaequipments.com                  23 bharat.shah@avivaequipments.com                  24 www.avivaequipments.com</p> <p><b>Bharat Shah</b>                  CMD                  +91-98253 34921</p> <p><small>Regd. &amp; Corporate Office : 8-85, Tirthankar City Center, 1st Sector Tower, Akash Nagar Road, Sakinaka, Ahmedabad-380 015, Gujarat INDIA. © 179-2620440</small>                  Factory : 215, Sakinaka Estate, 3rd, Sector, Sakinaka, Sakinaka, Gandhinagar, Gandhinagar, Old Raj Road, Gandhinagar, Gandhinagar-380 015</p>
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	G+12 → JTI + Graduate
Education Level?	Contract Workers [Good knowledge]
What are your area of services?	<ul style="list-style-type: none"> <li>→ BMC</li> <li>→ milk storage Tanks-</li> <li>→ Instant Chilling Plants</li> </ul>
What type of Industries you cover ?	Mainly Dairy.
Type of challenges faced?	<ul style="list-style-type: none"> <li>→ Market Competition</li> <li>→ Technological Advancement</li> </ul>
Type and name of OEM you work with?	GIEA.
New areas you would like to Learn?	New Technologies.
Areas in which training is required ?	Process Equipments in Dairy.
In which Language Training material is required?	ENGLISH
Is training material required in soft or hard copy?	SOFT / HARD.
Expectation from the Project?	
Suggestions/Remarks:	
 	

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### LSP Training Need Assessment Form for Gujarat Dairy Cluster

Name of the Local Service Provider(LSP)	
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	2C+, Diploma Graduate
Education Level?	[ Grad ] P.G.
What are your area of services?	TFH Boiler ITM's
What type of Industries you cover ?	Steel, Dairy, Power Plant.
Type of challenges faced?	Cost effective solution.
Type and name of OEM you work with?	Direct.
New areas you would like to Learn?	EE Works
Areas in which training is required ?	EE Works New Technology
In which Language Training material is required?	English.
Is training material required in soft or hard copy?	Either or Any.
Expectation from the Project?	
Suggestions/Remarks:	












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### LSP Training Need Assessment Form for Gujarat Dairy Cluster

Name of the Local Service Provider(LSP)	
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	12 [ 2-3 JTI root graduates ]
Education Level?	CT
What are your area of services?	
What type of industries you cover ?	Chemicals, Steel, Pulp Engineering.
Type of challenges faced?	<ul style="list-style-type: none"> <li>Go with low quantity</li> <li>Appreciation of Price.</li> </ul>
Type and name of OEM you work with?	Higher quality in low price.
New areas you would like to Learn?	New JTI & JTI work
Areas in which training is required ?	Latest trends in Form FKI
In which Language Training material is required?	English.
Is training material required in soft or hard copy?	Soft or Hard.
Expectation from the Project?	

Suggestions/Remarks: For: CRYSTAL COOLING TOWERS PVT. LTD.  
Director / Authorized Signatory

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
Name of the Local Service Provider(LSP)	   <p>Rang Refrigeration &amp; Engineers 291/271, Panchratna Estate, G.I.D.C Phase - 4 Vahia, Ahmedabad - 382445</p> <p><b>Manish Dave</b> M. : +91 98257 08648   D. : +91 72969 28925</p> <p>E mail : rang.refrigeration@gmail.com web : www.rangrefrigeration.in skype : manish.dave4275</p>
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	25+, Graduates &
Education Level?	[Good]. Diplomas
What are your area of services?	<ul style="list-style-type: none"> <li>Ammonia Compressor</li> <li>Chilling Plants</li> </ul>
What type of Industries you cover ?	Food & Beverage Chemical, Cold Storage
Type of challenges faced?	Market Challenges
Type and name of OEM you work with?	Carrier, Subro, Kistler
New areas you would like to Learn?	New Technologies, about
Areas in which training is required ?	Cooling System Refrigeration
In which Language Training material is required?	English.
Is training material required in soft or hard copy?	SOFT / HARD.
Expectation from the Project?	
Suggestions/Remarks:	

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
Name of the Local Service Provider(LSP)	    Anil Ambani's Production ME 04780 51-482 <b>AIR MARSHAL COMPRESSORS</b> Bhavin Mistry (Sales) 981 94386 97044
Address	
Contact Person Name	
Designation	
Mobile No	
Email ID	
Existing Skill set?	15 - Non skilled & skilled
Education Level?	
What are your area of services?	All over India.
What type of Industries you cover ?	Dairy, Chem & Pharma
Type of challenges faced?	Market Challenge
Type and name of OEM you work with?	Have Dealers
New areas you would like to Learn?	EE in Compressor.
Areas in which training is required ?	Screw Compressor
In which Language Training material is required?	English
Is training material required in soft or hard copy?	Either or them
Expectation from the Project?	
Suggestions/Remarks:	

LSP Training Need Assessment Form for Gujarat Dairy Cluster	
<b>Name of the Local Service Provider(LSP)</b>	Anupam Renewable Energy Private Limited
<b>Address</b>	<b>Anupam Renewable Energy Private Limited</b> , 138, GIDC, Vithal Udhyognagar, Anand, 388121, Gujarat, India. <b>Tel :</b> +91 2692 235210, ext.290 <b>Website :</b> www.anupamgroup.com
<b>Contact Person Name</b>	E. Avadhuth
<b>Designation</b>	Manager- Marketing
<b>Mobile No</b>	9913604355
<b>Email ID</b>	mkt@anupam-arepl.com
<b>Exiting Skill set?</b>	Technical
<b>Education Level?</b>	Graduate
<b>What are your area of services?</b>	Renewable Energy, On-Grid & Off-Grid systems
<b>What type of Industries you cover?</b>	All Corporate, NGO Trusts, Institutions etc.
<b>Type of challenges faced?</b>	Promotion of Technology
<b>Type and name of OEM you work with?</b>	Energy Efficient
<b>New areas you would like to Learn?</b>	About Energy Savings
<b>Areas in which training is required?</b>	Technicality of the Product
<b>In which Language Training material is required?</b>	English

Training Need Assessment Report

<b>Is training material required in soft or hard copy?</b>	Soft
<b>Expectation from the Project?</b>	Market Promotion