BACKGROUND

1. Name of the award winner:

2. Age:

3. Educational qualifications:

4. Form of business enterprise:
   d. Ltd. Co.

5. Date of establishment of the enterprise:

6. Number of years you are running this unit:
   a. 1 - 5   b. 6 - 10   c. 11 - 15   d. 16 - 20   e. more than 20

7. Number of years of experience in the line of present business, prior to starting this enterprise:
   a. 1 - 5   b. 6 - 10   c. 11 - 15   d. 16 - 20   e. more than 20

8. Number of years of total experience in this line of business:
   a. 1 - 5   b. 6 - 10   c. 11 - 15   d. 16 - 20   e. more than 20

9. Did you have any other work experience, i.e. other than in the present line of business?  Yes / No.
   If Yes, in which line?

10. Do you manage any other business?  Yes / No.

11. Do you share the profits/losses of any other business in any other capacity?  Yes / No.

1. In which of the following areas did you win the award?
   d. Chemicals  e. Pharmaceuticals  f. Any other (Please specify)

2. Do you think that the winning of your award enhanced your status:
   a. Socially  b. Financially  c. Any other way (Please specify)

3. Was the award given to you for:
   a. Innovation  b. Contribution of an idea  c. Converting an idea into practical use  
   d. Any other aspect.

4. Are you of the opinion that the financial worth of the award is a justifiable compensation to the efforts put in by you into the innovations you made? Yes / No.

5. Do you think that such recognition of innovation needs to be taken to enhance:
   a. Growth of industry and business in general: Yes / No.
   b. Development of a particular sector in the industry: Yes / No.
   c. Inquisitiveness in the area of operations: Yes / No.
   d. Encouragement to small scale industry technocrats: Yes / No.

6. Have you won any other awards? Yes / No.

7. Was it an award given to you by the Government? Yes / No.

8. According to you, what is the major difference between the awards given by the Government and any other Institution?

9. Please indicate your priorities that motivated you to submit your entry for the award:
   a. Monetary benefit  b. Publicity  c. Status  
   d. Recognition of technical skills  e. Any other (Please specify)

10. What was the approach of the financial institutions for funding the commercial manufacturing and marketing of the innovation?
   a. Receptive / Non-receptive  b. Encouraging / Discouraging

11. Did the users accept the product as a useful invention? Yes / No.
1. Was the award winning product developed from the then present line of business? YES / NO

2. How much time was required to be devoted for the development of the product?
   a. 1 year  b. 2 years  c. 3 years  d. 4 years  e. 5 years
   f. 6 - 10 years  g. 11 - 15 yrs  h. 16 yrs and more

3. When you developed the product, did you market it as a component of your product? YES / NO

4. When you developed the product, did you market it as a finished product? YES / NO

5. Was the product the bread winner of the enterprise when it won the award? YES / NO

6. When did the product cease to have a major share in the sales value, or, when did the enterprise diversify?
   Please mention the year.

7. Was the product an import substitution? YES / NO

8. Why did the Company diversify?
   a. For financial viability  b. For growth  c. For forward / backward integration  d. Due to development / changes in the respective industry  e. Any other reason (please specify).

9. What was the main idea behind developing the product?
   a. As a part / component of your own product/s.
   b. Difficulties faced in production of the finished product due to non availability / high cost of this product.
   c. Simplification of the total system.
   d. As a cost saving measure.
   e. As an educational aid.
   f. Conceived the idea whilst going through related literature.
   g. Outcome of an academic research conducted over 1-5 years.
   h. Accidentally.
10. For R and D expenses, do you make any amount of provision regularly, as a % of the total expenses?
   a. 0 - 5    b. 5 - 10    c. 11 - 15    d. 16 - 20    e. above 20

11. Have you received any aid/finance/assistance for your R & D activities under any risk finance schemes? YES / NO
    If YES, under which scheme?

12. Do you visualise scope for growth in your award winning product or the range of products relating the award winning product/idea? YES / NO
    If YES, what are the policies and strategies for such development?

13. Does your product fall under the reserved category of products specifically for the small scale sector? YES / NO

14. What are your future plans relating to your unit?
1. Which of the following financial institutions did you approach for financing your project:
   a. Nationalised bank. (Name and branch):
   b. Private sector commercial bank.
   c. Co-operative bank.
   d. State development corporations: DCKL, WMDC, DCVL etc.
   e. SICOM / MSFC / MSSIDC
   f. IDBI / ICICI / IFCI
   g. Leasing Company.
   h. Any other (Please specify) e.g. borrowing from friends / relatives etc.

2. Type of facility taken by you at the initial stages of the project:
   a. Term loans
   b. Working capital finance
   c. Subsidy (State/Central)
   d. Bills discounting
   e. Seed capital
   f. Any other (Please specify)

3. At the development stage of your innovation, was any financial assistance sought? Yes / No.

4. Did the financial institutions grant you any special facility to produce and market this product? Yes / No.
   If Yes, Please specify.

5. Was any facility granted under any regular schemes of financing? Yes / No.
   If Yes, Please specify.

6. Did the financial agency accept your product as an innovation and then considered granting suitable finance? Yes / No.
It is our intention to study the growth of your unit at three different stages:

Stage A: In the year you developed the product/innovation.
Stage B: In the year you submitted your entry and won the award.
Stage C: In the financial year 1990-91.

In the set of questions below, alternatives have to be marked with "A" for stage A, "B" for stage B, and "C" for stage C wherever applicable in the set of alternatives.

1. SHARE CAPITAL in Rupees:
   a. upto 50000
   b. 51000 - 1 lakh
   c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs
   e. 5.1 - 10 lakhs
   f. above 10 lakhs

2. GENERAL RESERVES in Rupees:
   a. upto 50000
   b. 51000 - 1 lakh
   c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs
   e. 5.1 - 10 lakhs
   f. above 10 lakhs

3. PROFIT AND LOSS A/C in Rupees:
   a. upto 50000
   b. 51000 - 1 lakh
   c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs
   e. 5.1 - 10 lakhs
   f. above 10 lakhs

   If the Company was making losses in the initial stages, the loss was wiped out in the year ________.

4. LAND in Rupees:
   a. upto 50000
   b. 51000 - 1 lakh
   c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs
   e. 5.1 - 10 lakhs
   f. above 10 lakhs

   Is your unit in any of the notified area? YES / NO
   If YES, where?

5. BUILDING in Rupees:
   a. upto 50000
   b. 51000 - 1 lakh
   c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs
   e. 5.1 - 10 lakhs
   f. above 10 lakhs

6. PLANT AND MACHINERY in Rupees:
   a. upto 50000
   b. 51000 - 1 lakh
   c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs
   e. 5.1 - 10 lakhs
   f. above 10 lakhs
7. OTHER ASSETS in Rupees:
   a. upto 50000      b. 51000 - 1 lakh      c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs   e. 5.1 - 10 lakhs   f. above 10 lakhs

8. WORKING CAPITAL:
   A. RAW MATERIAL in Rupees:
      a. upto 50000      b. 51000 - 1 lakh      c. 1.1 - 2.5 lakh
      d. 2.6 - 5 lakhs   e. 5.1 - 10 lakhs   f. above 10 lakhs
   B. WORK IN PROGRESS in Rupees:
      a. upto 50000      b. 51000 - 1 lakh      c. 1.1 - 2.5 lakh
      d. 2.6 - 5 lakhs   e. 5.1 - 10 lakhs   f. above 10 lakhs
   C. FINISHED GOODS in Rupees:
      a. upto 50000      b. 51000 - 1 lakh      c. 1.1 - 2.5 lakh
      d. 2.6 - 5 lakhs   e. 5.1 - 10 lakhs   f. above 10 lakhs

9. The working capital for your enterprise was financed by:
   a. Bank - Please indicate name and branch.
   b. Financing agencies.
   c. Own funds.
   d. Internally accrued.
   e. Any other sources.

10. What was the major component of your fixed assets?
SALES AND PRODUCTION DETAILS:

1. TOTAL SALES in Rupees:
   a. upto 50000    b. 51000 - 1 lakh   c. 1.1 - 2.5 lakh
   d. 2.6 - 5 lakhs e. 5.1 - 10 lakhs  f. above 10 lakhs

2. What was the percentage (%) sales value of the award winning product to the total sales revenue:
   In the year you developed the product / innovation: ________
   In the year you submitted entry and won the award: ________
   In the financial year 1990 - 91: ________

3. PRODUCT RANGE of the company: (in Mts / Ltrs/Kgs/Tons etc.)
   Name of the product  % share to total Qty in 1990 - 91
   1.  
   2.  
   3.  
   4.  

SUGGESTIONS

1. Considering that you are an award winner, what changes would you suggest in the following areas?
   a. Selection of the awardees:

   b. Amount of award money:

   c. Category and participants:

   d. Protection of marketing and finance to awardwinning entrepreneurs:

Any other suggestions you would like to make: