



**“EDUCATION
IS THE MOST POWERFUL
WEAPON WHICH YOU CAN USE TO
CHANGE THE WORLD.”**

**NELSON
MANDELA**

Our Honorable PM's Vision



- Make in India & Skill India.
- To capitalize the demographic dividend by becoming the skill capital of the world.
- Smart Cities: We believe, post construction, furniture-fittings sector is the most valuable and important Industry.

Challenges of the Industry



- Land availability
- Factory / workshop size in India
- Finance / Banking
- Skill Gap
- Productivity
- Quality
- Efficiency
- Design to Engineering
- Optimization
- ZED Implementation
- Trainers
- VTPs / ITIs / Well Equipped Training Centres
- Quality Skilling
- Labour Laws
- Compliances
- Labour Poaching
- Market Size
- Market Reach
- China / imported Furniture
- Taxation
- High cost of interest
- Ease of doing business
- Exhibition Centres
- International Exposure
- Health & Safety
- Raw Material Cost
- Raw Material Availability
- Standardization in designs

The Challenge of Skilled Labour Deficit



- Growth in Labour is $\frac{1}{3}$ of the GDP with post GST is estimated to be 9%. This means 3% would be the growth in Labour.
- If 3% is the growth in labour minus the population growth of 1.4% = 1.6% deficit x 1.3 Billion = nearly 20 Million labour demand pa resulting into taking away all the unemployment in the following decade. Women who are equally efficient would start contributing.
- But labour means skilled labour.
- 12 Years of Education vs 12 Weeks of Skilled Courses make them industry ready
- At high GDP Growth consumption patterns and demand would change drastically as standard of living would double every 7-9 years

Bottlenecks vs Opportunities



- Labour in India is Cheap but not Skilled Labour
- Poaching Makes us Expensive as national output remains the same & we lose business to China
- Job Creation by Skill Development infusing fresh skilled labour, at cheap costs, making us competitive & supporting “Make in India”
- Europe has Education, R&D & China is the factory of the world. Our Strength is we can & should make India “The Workshop of The World” providing high class customized products at reasonable prices

The Guru Mantra

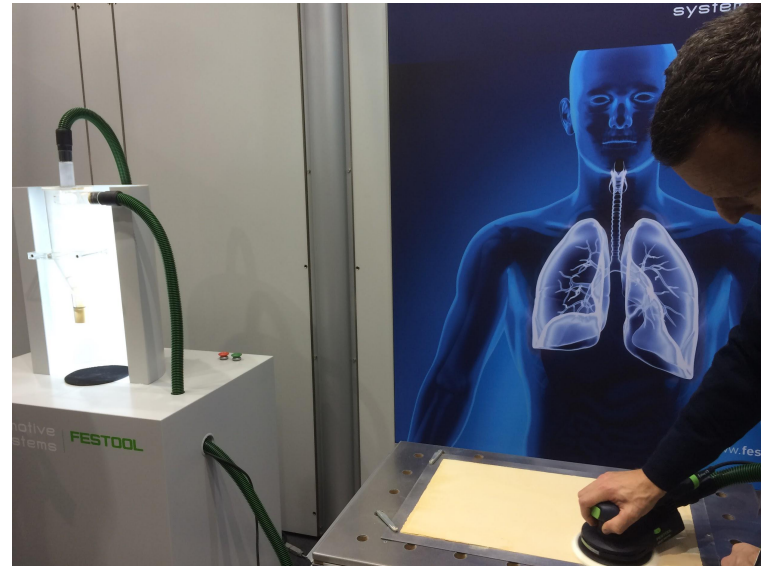
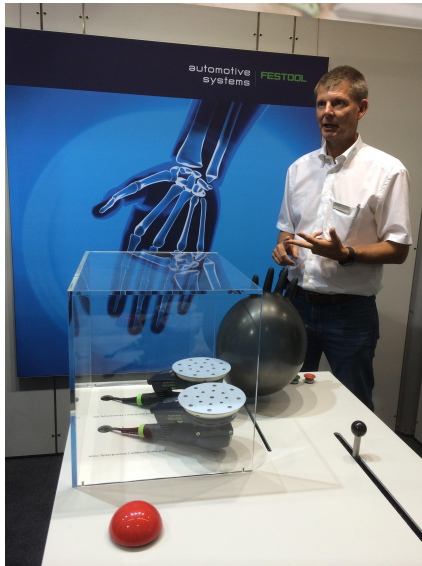
A photograph of Prime Minister Narendra Modi speaking at a podium. He is wearing a white kurta and a red turban with a green and gold shawl draped over his shoulder. He is gesturing with his right hand raised.

Zero Defect-Zero Effect

In the first ever speech delivered by India's Prime Minister Narendra Modi, he invited all Indians to attempt "Zero Defect-Zero Effect". He wanted the total quality products from Indian manufacturer and zero effect on the environment!

- Teaching Zero Effect - Health & **Safety** of Worker, Machine, Raw Material, Environment. Save Money! **Saving Resources** like Space, Time, Processes, Labour, Energy with optimization. Waste of a paid resource is a national waste.
- Teaching Zero Defect - Getting the best quality, in a given resource.
- For the best quality you need the best machine-tools, the best raw material, process knowledge and an attitude.
- This is the mantra leading to efficiency, excellence, scalability and sustainability.

Safety is never by Accident



- All our Machines are CE Rated and safe for the trainees
- All Sessions starts on Worker Safety & Health and is a part of Zero Effect

Vision with action will change the world



- RPL being Mapping, Skill Gap Analysis & Training
- To train the underprivileged, unemployed, unskilled, semi skilled & upgrade the skilled with the latest technology and making them skilled and employable.
- To provide them an opportunity, in the industry, to work or to start their own micro enterprises with great results and building success stories.
- Skill Development, Skill Enhancement, Encourage Entrepreneurship, Soft Skills
- Skilling Women to contribute to GDP & Skilling Minorities
- Indiaskills leading to worldskills and Festool being the official supporter

FFSC the most important Skill Sector



- This sector has a domestic and export demand and is growing at 20% pa.
- This sector is infrastructure related and follows post civil.
- Furniture Clusters can have training centres as common facilitation centres need an upgrade in terms of training and processes.
- India can become export hub for customized furniture in the world.
- This sector can employ young people including women
- Indian carpenters overseas demand brings in foreign revenue.
- Furniture fittings is labour oriented industry. Creates lots of job roles.

Tweet by PMO Hon'ble PM checking Festool



The image is a screenshot of a tweet from the official Twitter account of the Prime Minister of India (@PMOIndia). The tweet text reads: "Prime Minister @narendramodi is visiting a Skill Exhibition in Kanpur, Uttar Pradesh." Below the text is a photograph of Prime Minister Narendra Modi, dressed in a white kurta and a red vest, interacting with a group of men at a skill exhibition booth. The booth features a white table with various tools and equipment, and a banner in the background that says "1800 200 1910" and "मोडल कोशल शिबिर". The tweet has 1,133 retweets and 5,479 likes. The PMO India profile information is visible on the left, including the account name, bio, website (pmindia.gov.in), and join date (January 2012). The bottom of the screenshot shows the Twitter interface with navigation icons and a copyright notice for 2017.

Home Notifications Me

PMO India [@PMOIndia](#) Following

Prime Minister [@narendramodi](#) is visiting a Skill Exhibition in Kanpur, Uttar Pradesh.



PMO India [@PMOIndia](#)
Office of the Prime Minister of India
[pmindia.gov.in](#)
Joined January 2012

RETWEETS 1,133 LIKES 5,479

12:59 PM - 19 Dec 2016

252 1.1K 5.5K

© 2017 Twitter About Help Terms Privacy Cookies Ads info

Tweet by Hon'ble Skill Minister & Hon'ble
President of India checking Festool
At **Deoghar**



Tweet by Hon'ble Skill Min Sh Rudy with Festool



Rajiv Pratap Rudy 
RajivPratapRudy

Following

Met the delegation from Festool today. They are the pioneers in furniture and furnishings sector



RETWEETS
41

LIKES
189



7:42 PM - 10 Nov 2016



41

189



Tweet by Hon'ble CM of UP State on Skill Training in Furniture Industry



Hon'ble CM Sh Akhilesh Yadav



Hon'ble Skill Minister of UP
Sh Abhishek Mishra



Tweet



Akhilesh Yadav
@yadavakhilesh



Presentation of Furniture Skill Council.
We propose to establish centers of
excellence in carpentry & other trades.



24/07/16, 5:46 PM

149 RETWEETS 597 LIKES



Tweet by Hon'ble CM Sh Akhilesh Yadav

Indiaskills 2016



ED & COO NSDC Sh Jayant Krishna



Hon'ble Skill Minister Sh Rajiv Pratap Rudy



Hon'ble Secretary MSDE Mr Rohit Nandan



Hon'ble JS Mr Rajesh Agarwal

Award winning Tableau on Republic Day Parade



Skill Van for RPL



Cover Page of Delhiwood 2017 of Woodnews



Training to ITI Trainers, Jan 17



- Growth to the industry cannot be achieved without ITI upgrading.
- Trainees need to learn zero defect-zero effect with quality machine tools, quality raw material, process knowledge and an attitude.
- India needs to have a strategy of high end furniture at lower price.

There can be economy only where there is efficiency



- For designers our skill labs opens new options on design front
- Speed $8 \times 4 = 32 - 15\% = 27 \times \text{Rs } 50 = 1350 \times 300 = \text{Rs } 4.05 / \text{year} / \text{board}$
- Organized, clean and safer sites
- Engineer to Design n Deliver

Skilling with Festool and SCM at Telangana Prisons



Our Experience



Honoured by Suthar Samaj
at Mumbai

- 40+ Years of family business. 3rd Generation. 20+ Years of personal experience. Satyan is a MDP - IIMA Alumni
- Already set up 500+ woodworking workshops.
- Close association with the suppliers, trainers & consultants of the industry
- Recognised and honoured by Mumbai's Suthar Samaaj.
- Contributed to the set up of Dupont Knowledge Centre-Hyderabad, ISDI-Mumbai, Godrej Innovation Centre-Mumbai, Hyderabad Jail and now partnering with Hettich the upcoming iconic Training Centre at Faridabad.
- Satyan was invited by PMO to "My Gov" for the suggestions.
- Caple is a team of highly skilled professionals.



Sales Team

Caple's core purpose is to deliver the best solutions, with **C**onsultancy in **A**pplication and **P**rocess, **L**eading to **E**xcellence.

ABID Kolkata



ABID Aug 2016

- Architects - Builders - Interior Decorators
- Exhibitors would give space & power for free & Skill India can participate in all the Ace Tech, ABID, Index, Delhiwood/Indiawood shows and we can show live skilling at the construction and furniture shows. This will make RPL and the Skill India initiative popular.



The Industry Split For JD and QPs



85% Carpenters Work on Site
with Power Tools



10% operators work in 10000+
Workshops with Classical Machines



5% operators work in 5000+
factories with CNC Machines

Our Contribution



- Provide Right Mix of Machines, Tools, Systems & Processes
- Provide Training of Trainers and Trainees at our Skill Labs
- Recommend Placement Opportunities
- Set up FFSC's Iconic Skill Labs at Delhi, Mumbai, Bangalore, Ahmedabad, Pune, Chennai and Kolkata

The Model Skill Lab



- Supports solutions for site jobs and workshops with classical machines and tools covering 85% of the industry
- Space 2000-3000 sq Ft
- Equipped with the world's best machine tools
- Conference, Training and Video Presentation Rooms
- On Board German Trained Trainers and Experienced Assistants
- Placement Cell - We have good contacts in the Industry

Delhi



Mumbai



Bengaluru



Caple's Demo Centre with SCM & Festool @ CEPT



The Application based Courses



- Panel Processing
- Solid wood
- Solid Surface Fabrication
- ACP Fabrication
- Drywall Construction
- Surface Finishing (Sanding & Painting)

Panel Processing Industry



- Panel Processed Modular Furniture is the future of Carpentry
- Currently the organized furniture industry is estimated at Rs 90000 cr Market
- Industry demand growing at 20%
- Imports comprise of more than 50% of the industry
- Investment in skilling would help the domestic industry and exports
- Is a next step to civil for smart cities

Drywall Industry



- Drywall Construction
- Drywall Dust Free Sanding
- Speed
- Health & Safety



Live Skills at Delhiwood 2017

Skill Training with CII and HP's CSR



Rational



- Demand Driven, as the training related to Carpentry, Construction & Automotive
- India's furniture industry is at 0.5% of GDP vs 2% developed countries.
- India imports around 50000 crs worth of furniture every year.
- Construction costs around 1500 / sq ft and lasts for 50 years where as furniture is 2000-5000/ sq ft and last only for 10 years. Thus this is a bigger industry than construction.
- Reviving the shrinking Suthar/Vishwakarma Samaaj, Painters as these tools make the job less labour intensive and more operator driven.
- Opportunity to work in India and abroad as a Skilled Labourer or Self Employed.
- No gender bias as Carpentry is no more a man's job.
- No prior education & expertise required for joining as a junior in factory and next level upgradation for existing carpenters
- Expected Carpenter Remuneration Rs 10000-20000

Duration & Flow Chart



- Fresh Training - 350 Hrs depending on the module and course Levels
- RPL - 3 days workshop for Certification
- Arrange placement for apprentice in regional factories /workshops for 30-60 days
- Placement Cell: For Recommendation & Placement
- Advanced Courses on Tools for the Toughest Demands, Classical Machines, NC, CNC Machines as operators

Way Forward



- Create 24 COEs and 24 Skill Vans under FFSC
- **BI Software** can give analytics in any combination of Industry, VTP, Placements, Gender, Salary, Results, Numbers, Training Location, Placement Location
- Tie up with all the exhibitors and participate with **live skilling** at all the shows. Like Indiaskills 2016.
- Mandatory minimum infrastructure for VTP by investing in a **model/iconic skill lab & best practises**
- Equip and do TOT to all **13900 ITIs and IITs** in India as they already have systems & the budget in place.
- Banks should give **finance for certified carpenters** who pass the training.
- Add the missing industry wise & process wise QPs and JD split into site, workshop and factories.
- [Skill Truck](#) doing roadshows and RPL.
- Changing all the **jail into rehabs** and inmates into skilled labour. [Sanpatrignano](#) & its [designlab](#)
- Sector Skill councils / Skill India create video library, add captions in regional languages and create a video bank on youtube on machine operation, systems and [processes](#).

Jory Brigham Designs, California



Quality is the best business plan.



Ms. Manisha Prakash



caple.in

Mr. Yogesh Rao

caple.in



Result

- A Happy Customer
- [Festool Fan!](#)

Training Partners

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CAPLE

HOMAG

Vitap

Woodpeckers[®]

scm  **group**

BESSEY[®]
Simply better.

SAT

 **ORMA**
M A C C H I N E

 **ALTENDORF**[®]

Kreg[®]

TapeTech[®]
PROFESSIONAL DRYWALL FINISHING TOOLS



Thank you...