



भारत सरकार
विज्ञान और प्रौद्योगिकी मंत्रालय
विज्ञान और प्रौद्योगिकी विभाग
GOVERNMENT OF INDIA
MINISTRY OF SCIENCE & TECHNOLOGY
DEPARTMENT OF SCIENCE & TECHNOLOGY

Study Conducted by:



NATIONAL FOUNDATION
OF INDIAN ENGINEERS

STUDY TO ASSESS IMPACT OF FOREIGN COLLABORATIONS ON INDIAN DRUGS & PHARMA SECTOR IN THE LIBERALIZED ERA

2008-09

QUESTIONNAIRE

Study Sponsored by:

GOVERNMENT OF INDIA
DEPARTMENT OF SCIENCE & TECHNOLOGY
NATIONAL SCIENCE & TECHNOLOGY MANAGEMENT
INFORMATION SYSTEM (NSTMIS) DIVISION
NEW DELHI – 110016 (INDIA)

The completed Questionnaire should be returned to:



Prof. Dr. P.K. Gupta
Project Investigator & Secretary General
National Foundation of Indian Engineers (NAFEN)
Shanti Chambers, 11/6B, Pusa Road
New Delhi-110 005 (INDIA)
Phone: +91-11- 2585 3104/ 4212/ 0446, 25815186
Fax: +91-11- 25789399
E-mail: nafenindia@nafenindia.com or cstnafen@eth.net
Web: www.nafenindia.com

Please read the instructions before filling the questionnaire

1. Please fill complete information for the items applicable to your organization.
IN CASE EXACT DATA ARE NOT AVAILABLE, USE ESTIMATES.
2. Please stick to the units in which figures are asked i.e. Rs. Crores should be given in Rs. Crores only and not in Rs. Thousands.
3. Please attach extra sheets wherever required.
4. In case of more than one foreign collaboration, please fill this questionnaire separately for each foreign collaboration. Photocopies of **Section –II** can be used or please download questionnaire from our web site
www.nafenindia.com
5. No inter organization comparisons will be carried out. Analysis will be carried on the overall basis sector wise.

QUESTIONNAIRE

SECTION -I

1.	Name of the Organization _____																
2.	Name of the Respondent _____																
3.	Designation of the Respondent _____																
4.	Communication Address _____																
	<table border="1"><tr><td>City</td><td></td><td>Pin Code</td><td></td></tr><tr><td>State</td><td></td><td>Phone</td><td></td></tr><tr><td>Mobile</td><td></td><td>Fax</td><td></td></tr><tr><td>E-mail</td><td></td><td>Website</td><td></td></tr></table>	City		Pin Code		State		Phone		Mobile		Fax		E-mail		Website	
City		Pin Code															
State		Phone															
Mobile		Fax															
E-mail		Website															
5.	(a) Year of the establishment of the organization <input type="text"/>																
	(b) Size of the organization <input type="checkbox"/> Large <input type="checkbox"/> Medium <input type="checkbox"/> Small																
6.	(a) Item(s) Manufactured: _____																
	(b) Conformity to Standards <input type="checkbox"/> ISO <input type="checkbox"/> BIS <input type="checkbox"/> Any Other (Please specify): _____																
7.	(a) Have you signed any foreign collaboration? <input type="checkbox"/> Yes <input type="checkbox"/> No																
	(b) If Yes , have you implemented the foreign collaboration <input type="checkbox"/> Yes <input type="checkbox"/> No																
	If No , then please (tick mark <input checked="" type="checkbox"/> the reason (s) for non implementation [Multiple Options]																
	<input type="checkbox"/> Technical <input type="checkbox"/> Managerial <input type="checkbox"/> Procedural <input type="checkbox"/> Financial																
	<input type="checkbox"/> Any other (please specify): _____																
In case, answer to question No. 7a or 7b above is No, please return the questionnaire to the project investigator at the following address:																	
Prof. Dr. P.K. Gupta, Secretary General National Foundation of Indian Engineers (NAFEN) Shanti Chambers, 11/6B, Pusa Road New Delhi-110 005 (INDIA)																	
Note:	1) In case answers to question No. 7a & 7b above is YES, please fill in the information in SECTION-II on the next pages.																
	2) In case of more than one foreign collaboration, please fill SECTION-II separately for each foreign collaboration. Photocopies of the questionnaire may please be used or please down load from our web site www.nafenindia.com																

SECTION –II

(To be filled in by the respondents having answered YES to question no 7a & 7b in Section-I

[A] TECHNICAL

8. (a) Name of the foreign collaborator and country (In case of more than one collaboration, please use separate forms for this **Section-II**)

- _____
- _____
- _____
- _____
- _____
- _____

(b) Items of manufacture under the collaboration agreement

- _____
- _____
- _____
- _____
- _____
- _____

9. (a) Year of signing of the Foreign Collaboration Agreement

(b) Duration of Collaboration (Years)

10. Year of implementation of the Foreign Collaboration Agreement

11. Type of foreign collaboration (tick mark) **[Multiple Options]**

Joint Venture

(A) Equity Participation in %

(B) Payments under the Agreement

➤ Lump sum in Rs. Million

➤ Royalty (%)

Technological

Marketing Tie-up

Management Participation

Training

R&D

Supply of Capital Equipment

Buy Back Arrangement for Foreign Markets

Any other type of collaboration, not covered above (please specify) _____

12. Reasons for Collaboration (tick mark) [Multiple Options]

Technical Human Resource Development
 Brand Building Financial

R&D **Market Development**
 New Product Development For Domestic
 New Process Development For Global

Any other reason for collaboration not covered above (Please specify) _____

13. Is the collaboration agreement still valid? Yes, **if Yes** valid up to year
 No, **if No**, year of expiry

14. Benefits of Output Generated from the collaboration. Please (tick mark) the appropriate Box(es) against each item) [Multiple Options]

New Products Development New Processes Development
 Cost Reduction Improvement in Existing Products
 For further R&D (Up-scaling) Improvement in Existing Processes
 Improvements in quality standards Indigenization of Capital Equipment
 Improvement in Human Resources Enhancement in Productivity
 Starting a Novel Project Environment impact like introduction of Green Technologies
 Patents Any other (Please Specify) _____

15. Does your organization have separate R&D Division? Yes No
if Yes, please give year of establishment of the division

16. Patents out of collaboration (Nos.)

Applied
Granted

(In both the cases give title of Patents) (Please attach list.)

17. Manpower employed in the organization (Numbers)

	Before the collaboration		After the collaboration	
	Indian	Foreign	Indian	Foreign
a) Total technical manpower in the organization				
b) R&D manpower in the organization included in (a) above				

[B] FINANCIAL HEALTH**18. Impact on financial results of the organization due to foreign collaboration :- (Figure in Rs. Crs.)**

(Please indicate years) →	At the time of foreign collaboration	After Foreign collaboration	Last 2 Years	
			2006-2007	2007-2008
a) Domestic Turnover				
b) Export Turnover				
c) Gross Turnover (a+b)				
d) Imports				
e) Amount spent on R&D				
f) Net foreign exchange out flow (+) / inflow (-)				
g) Increase (+)/ decrease (-) in Profitability				
h) EBDIT (Earning Before Depreciation, Interest & Taxes)				
i) ROCE (%) (Return on Capital Employed)				

19. Imported Capital Equipment :- (Figure in Rs. Crs.)

(Please indicate years) →	At the time of foreign collaboration	As part of the foreign collaboration agreement
	Value of Total Imported Capital Equipment	

20. Whether the organization has indigenized any capital equipment in-house with the help of foreign collaboration. if Yes, please give details as follow :-

S.No	Name of the capital equipment indigenized	Quantity [Nos.]	Value [in Rs. Crs.]
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

[C] GENERAL

21. As a result of foreign collaboration has your organization established any National / International linkages :- Yes No

if Yes, please indicate type of linkage with other organization? [Multiple Options]
 [Please tick mark and give name the organization]

Type of Linkages	Indian	International	Name of the organization
Government	<input type="checkbox"/>	<input type="checkbox"/>	• •
Public Sector	<input type="checkbox"/>	<input type="checkbox"/>	• •
Private Sector	<input type="checkbox"/>	<input type="checkbox"/>	• •
Hospitals	<input type="checkbox"/>	<input type="checkbox"/>	• •
Academic Institutes	<input type="checkbox"/>	<input type="checkbox"/>	• •
Non Governmental Organization (NGO)	<input type="checkbox"/>	<input type="checkbox"/>	• •
R&D Laboratory	<input type="checkbox"/>	<input type="checkbox"/>	• •
Any other (Pl. Specify)	<input type="checkbox"/>	<input type="checkbox"/>	• •

22. On successful completion of the foreign collaboration have you been able to transfer technology to other countries :- Yes No

if Yes, please give name of the organization and country of export :-

Name of the Organization	Country
•	
•	
•	
•	

23. Did the foreign collaboration result in :-

- Change in ownership pattern Yes No
- Any Merger with any other organization Yes No
- Any acquisition Yes No

if answer is **Yes** to any of the above, please give details :-

24.	Did the Foreign Collaboration result in :-	
	a) Extension of the Foreign Collaboration <input type="checkbox"/> Yes <input type="checkbox"/> No	
	if Yes, please give reasons _____	

	b) Premature termination of the Foreign Collaboration <input type="checkbox"/> Yes <input type="checkbox"/> No	
	if Yes, please give reasons _____	

25.	Is the present environment conducive to Foreign Collaboration :- <input type="checkbox"/> Yes <input type="checkbox"/> No	
	if No, please give reasons _____	


	Any suggestions you would like to give to make it more conducive :- _____	

26.	What in your opinion is the overall impact of Foreign Collaboration on your organization :-	

27.	Any other information you may like to give :-	

Place:	Signature of the Respondent	
Date:		

Please return the filled in questionnaire to the project investigator at the following address:



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 Project Investigator & Secretary General
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