



Proud to say  
**I am SME of India**

**Faridabad Small Industries Association**  
*The face of Modern Indian MSMEs*

[www.fsiaindia.com](http://www.fsiaindia.com)

&

**Integrated Association of Micro, Small & Medium Enterprises of India**  
[www.iamsmeofindia.co.in](http://www.iamsmeofindia.co.in)

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**MoU Signing between United India Insurance Co Ltd., IamSME of India and Alliance Brokers Pvt. Ltd. for Special Insurance Premium rates for MSMEs**

Saturday, 22<sup>nd</sup> October, 2011, Hotel Atrium, Faridabad

The Faridabad Small Industries Association (FSIA) through its Special Purpose Vehicle the Integrated Association of Micro Small and Medium Enterprises of India (IamSME of India) has entered into an agreement with the United India Insurance Company Ltd. (UIC) and offered unprecedented discounts for members of 'I am SME of India' across the country: 90% off on Premium rates of Fire+Burglary Insurance, Indigenous marine insurance @ 0.0175% only, 50% Discount on Motors & Vehicles Premium, over and above the applicable No Claim Bonus, for all makes & models, and the list is endless. Massive discounts have been announced on Insurance Premium of many more Products like Workmen Compensation Insurance, PIL, Cash-in-transit Insurance etc. the members of IamSME of India.





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**Dignitaries on the Dias**

The Scheme was formally launched with signing of the Memorandum between UIC, IamSME of India and Alliance Insurance Brokers Pvt. Ltd. on Saturday, 22<sup>nd</sup> October, 2011 at Hotel Atrium, Faridabad.

**FSIA office-bearers welcoming the Guests:**



**Sh. Rajiv Chawla, President, FSIA welcomes Sh. B. Krishnamurthy, GM, UIC**



**Sh. Rajiv Chawla, President, FSIA welcomes Smt. Rama Bhasin, DGM, UIC**



**Sh. Anand Mehta, Vice President, FSIA welcomes Sh. Anand Kaul, AVP, Alliance Brokers**



**Sh. Ravi Vasudeva, General Secretary, FSIA welcomes Sh. Mohan Aggarwal, AVP, Alliance Brokers**



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**Lighting of Lamp**

Apprising the participants about the scheme, Sh. Rajive Chawla, President, FSIA said that this scheme shall be available to any Every MSME, Small business, anywhere in India, which is a member of IamSME of India, shall be entitled to the above discounts. And as the numbers grows, these discounts are likely to go up.



**Sh. Rajiv Chawla, President, FSIA during his address**

According to Sh. Chawla, every small entrepreneur wants to command the bargaining strength of institutional buyer but does not have the size or buying power. At 'I am SME of India' we help them discover just that by bringing them together.



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**FSIA documentary 'Small is Beautiful' was also showed on the occasion**

### **Signing the MoU**



### **Exchanging the MoU's copies**

Speaking on the occasion, Sh. K C Lakhani, Chairman, Lakhani-Armaan group congratulated all MSMEs of India and said that it is a mark of recognition that even smallest of enterprises can come together in a Cluster and become a big institutional buyer and, therefore, do collective bargaining.



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When a small enterprise buys something, it is just another retail buyer. But when we come together, negotiate and buy collectively, we are bigger than the biggest corporate buyer.



**Sh. K C Lakhani, Chairman, Lakhani-Armaan group FSIA during his address**



Sh. Lakhani also complimented FSIA (& IamSME of India) and its president Sh. Rajive Chawla for their incredible work.



**Sh. Anand Kaul, AVP, Alliance Insurance Brokers during his address**



Sh. Anand Kaul, AVP, Alliance Insurance Brokers Pvt. Ltd. during his address briefed the participants about the various domain expertises their organization has and how these could be of advantage to them in terms of getting the best benefits out of the insurance policies. Sh. Kaul also apprised the participants that under this arrangement with UIC & IamSME of India, they would also be sensitizing the members and designing the policies according to their needs.



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**Sh. B. Krishnamurthy, GM, United India Insurance during his address**

Sh. B. Krishnamurthy, GM, United India Insurance Co. Ltd., said that the rewards & recognition IC has received in the past itself speaks volumes about their customer care & quality service. According to Mr. Krishnamurthy, to make their approach more prompt, they have formed a special service desk to provide faster services to IamMSE of India members and also provide speedy settlement of Claims.



**Smt. Rama Bhasin, DGM, United India Insurance during her address**

Smt. Rama Bhasin, DGM, UIC, during her address briefed the participants about the various schemes of the UIC and urged the participants for adopting a more transparent approach in maintaining their accounts in order to avail of the best advantages an insurance policy could offer.



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**Presentation of mementoes by FSIA office-bearers to:**



**Sh. B. Krishnamurthy, GM, UIC**



**Smt. Rama Bhasin, DGM, UIC**



**Sh. Anand Kaul, AVP, Alliance Brokers**



**Sh. Mohan Aggarwal, AVP, Alliance Brokers**

The meeting was well attended by Sh. Mohan Aggarwal, AVP, Alliance Brokers, Sh. Ravi Vasudeva, General Secretary, FSIA, and other noted industrialist and officials from UIC.