

**Four Days Capacity Building - Triple Specialization Program - “Goods & Services Tax (GST), Effective Finance & Enterprise Risk Management”**

**(19-22 June, 2017)**

## **ABOUT INDIAN INSTITUTE OF CORPORATE AFFAIRS**

---

**Indian Institute of Corporate Affairs** (Website: [www.iica.in](http://www.iica.in)) is a 21st century unique world class institution established by the **Ministry of Corporate Affairs, Government of India**. Its aim is to provide holistic treatment of all issues that impact corporate functioning to help today's business and shape tomorrow's. **The Hon'ble Minister of State for Finance & Corporate Affairs is the President of IICA. Secretary, Ministry of Corporate Affairs is the Chairperson of the Board of Governors**, which has many eminent personalities. The state-of-the-art campus of IICA is located at Manesar, Dist. Gurgaon, Haryana.

The Centre for MSME, an integral part of Indian Institute of Corporate Affairs (IICA), has been established to foster understanding of the regulatory framework, encourage innovative responses to business environments and focus on all other relevant issues affecting the MSMEs. It enables capacity building through training and interactions such as seminars and workshops, engages in documentation and research on MSMEs practices, encourages cluster development initiatives and uses its pivotal crosscutting position to create synergy among various facets of the MSME sector.

## **ABOUT THE PROGRAM**

---

### **I - ARE YOU READY FOR GST?**

### **II - ARE YOUR BUSINESS - GOVERNANCE, REGULATORY & COMPLIANCE (GRC) FUNCTIONS WHICH DEALS WITH THE RISKS & OBLIGATIONS, ARE SET IN PLACE TO ALLOW YOU TO BE COMPLIANT & GAIN INSIGHTS ABOUT THE BUSINESSES?**

**GST (The Goods and Services Tax)**, the nation's biggest tax reform, is set for a likely July 1 rollout. This has created a need to help SMEs, Corporate and in-house professionals in public & private sectors, understand the changing business and tax dynamics, evaluate its impact and take necessary action. With the advent of the Goods and Services Tax (GST) taxation regime – GST promise to be a game changer because it creates a unified market for Goods & Services, simplified the tax code and allows for full utilization of input tax credits across the supply chain.

**With the GST tax regime set to usher in business transformation across industries, the Centre for MSME established by the Indian Institute of Corporate Affairs (Ministry of Corporate Affairs) has dedicated two full days packed with information & frontal lectures, guided debates and personal consultation to address the sectoral impact of the proposed GST implementation and analyse the ways in which organisations across sectors should plan & reshape their offerings to consumers & benefit from this taxation regime.**

The sessions on the Goods & Services Tax such as “Basic Concepts of GST, **Concept of Input Credit under GST**, Composition Scheme for Small Dealers under GST, **Valuation Rules under GST, Procedures under GST, Transition Provisions under GST**, Import, Export & SEZ under GST” have been planned to share valuable insights on “What changes one needs to incorporate in the existing system & processes to comply with GST” and “What would be its impact on their business.”

**Gearing up for such a change in the existing processes and being fully GST compliant is the need of the hour.** Though driven by a regulatory change, this path breaking Law - GST offers a transformative opportunity for companies to reconfigure their supply chains, logistics and business models. We realize that It is important that companies are mentally prepared for GST.

**GST compliance is one of many different business governance, regulatory & compliance (GRC) requirements which the modern day CFOs will have to worry about.**

While realizing strong need for hand-holding of Vendors, SMEs and Corporate on GST, we have introduced two full day dedicated training program on – **“Preparation of GST for becoming future ready” (June 19 -20).**

### **EFFECTIVE FINANCE & ENTERPRISE RISK MANAGEMENT (ERM)**

The globalization of our economy demands renewed emphasis on mitigating the various risks in the businesses. Many institutions in India equate ‘effective risk management’ with ‘regulatory compliance’. While doing so, these institutions leave out large untapped benefits to improve business processes, stakeholders’ confidence and innovations through effective risk management. Good risk management contributes to institutional success.

Managing business risks is an important part of running the business efficiently and is the key to success. Risk management is very crucial for SMEs as making profit is not the end of any business process. SMEs have to deal with many hurdles to turn those risks into opportunities for innovations or for moving to the next level is what one should aim at. A practical approach says that risks in any business are inevitable and they cannot be eliminated completely as they are inseparable and affect the profitability both in short and long term. Thus, SMEs & Corporate need to stay focused and flexible for the short term and committed for the long term and follow an effective risk management mechanism for a smooth functioning of their enterprises.

The assessment of the sustainability of the business plan and the long term viability of the enterprise is essential for understanding the **business risk** of the enterprise.

The assessment of size (sales & net worth), profitability, efficiency of capital and working capital management & credit protection measures such as interest coverage, debt service coverage and cash accruals to debt ratios is essential for understanding **the financial risk** of the enterprise. Though business related risks maybe different for different places and different businesses but tackling them at the right time in a right manner what Indian enterprises should learn.

It is therefore, essential to critically assess the organizational structure of the entity & the quality of its systems & processes.

SMEs are typically set-up as proprietorships, partnerships, or private limited companies. SMEs that are constituted as companies are mandated to follow accounting standards prescribed by the Institute of Chartered Accountants of India (ICAI) and the guidelines of the Companies Act, 1956. The entities whose financial statements are governed by regulation are generally stronger in accounting quality, disclosure and transparency.

There are different risk management techniques depending upon the type of business you are in which make you strike that balance between risk and success which in turn help you grow. But once a risk has been identified and assessed, most efforts to turn it as an opportunity should start. When turbulent times actually arrives, a well prepare business plan can moderate the risk impact, losses in terms of cash flow, time and productivity leading to overall negative impact in the market can actually be minimized.

For example, due to poor bargaining power and immediate need of cash flow, SMEs are under pressure to cut prices and accept slower customer payments. The Corporate houses including SMEs are affected by the presence of cheap foreign goods in the market which lure their customers. Lowering of import duties resulting in free movement of imported goods has posed major constraints to SMEs & Corporate as well.

Thus, ups & downs are integral features of businesses but what is important is your capacity to withstand difficult times. A good enterprise is one which is well prepared and adoptable to changes. The business owners who have risk management strategies in place are real visionaries and are ahead of their times.

With a view to enhance the core business capabilities of SMEs and Corporate and enable them to implement a sound risk management system in order to manage their financial, operational and strategic risks, we have introduced two full day dedicated training program on – **“Effective Finance & Enterprise Risk Management for becoming future ready” (June 21 -22).**

### **Programme Highlights**

#### **Triple Specialization Program - “Goods & Services Tax (GST), Effective Finance & Enterprise Risk Management” (19-22 June, 2017)**

- Dedicated 4 full days packed with information and Frontal lectures, guided debates, exercises and personal consultation
- Power point presentations
- The workshop also brings together experts from the industry to inspire changes & facilitate exchange of ideas with peer-to-peer networking.
- A certificate of Participation will be awarded to the participants after the successful completion of the program by IICA.

**Subject level:** Management level, strategic, practical oriented, advanced.

**Prior knowledge requirements:** General management, marketing concepts, Finance and Accounts concept, Governance, Regulatory & Compliance (GRC) functional concept.

**Handouts:** Slides copy, Exercise sheets.

### **TAKE AWAYS FOR PARTICIPANTS:**

---

**On successful completion of this Triple Specialization – “Goods & Services Tax (GST), Effective Finance & Enterprise Risk Management” (June 19-22, 2017), participants will be able to:**

- Demonstrate an understanding of the complex body of knowledge relating to the financial environment within which organisations must operate.
- Critically evaluate the financial objectives of various types of organisations and the respective requirements of stakeholders.
- Understand the function of capital markets.
- Optimize utilization of scarce resources.
- Demonstrate comprehensive knowledge of alternative sources of finance and investment opportunities and their suitability under particular circumstances.
- Assess the factors affecting investment decisions and opportunities presented to an organisation.
- Demonstrate a sense of judgment in managing working capital.
- Communicate effectively in discussions and contribute responsibly to team-work efforts.
- Handle the financial crisis without affecting the day-to-day business.
- Implement a sound risk management system in order to manage their financial, operational and strategic risks
- How financial risk can be addressed
- Have a real strategic risk management vision and contingencies plan in place for survival in the changing business scenario

- Deal with hurdles to turn risks into opportunities for moving to the next level
- Improve business processes, stakeholder confidence and innovations through effective risk management
- Identify all the potential risks associated with products/services at the beginning of the process
- Ensure Regular Risk Review mechanism in place to be compliant & gain insights about the businesses
- Make informed decisions through Enterprise Risk Management (ERM)
- How GST will create an open and conducive taxation environment. What impact it will bring on the Business Model.
- How to gear up for GST, What Preparation of GST is required for becoming future ready
- Gain insight to assess & realign business models across the value chain to leverage profitability, gain a competitive edge and drive efficiencies across the business ecosystem.

## **BENEFITS:**

---

- Better approaches & decisions.
- Improved resources utilization.
- Identify and leverage on opportunities.
- Reduce financial, operational & strategic risks.
- Attain the competency required to maintain the right balance in the setting-up of objectives that affect the value of their business in terms of:
  - Liquidity
  - Profitability
  - Efficiency
  - Growth
  - Return on Capital

## **TARGET ORGANIZATIONS**

---

- Small to Medium Enterprises & Corporate Houses, banks & financial institutions as well as Organizations that are interested in handling the financial, operational and strategic risks without affecting the day-to-day business.
- Chambers of Commerce & Industry, Small & Medium Business Development Chambers of India, Trade Promotion Organizations, SME Consultancy and Research Institutes of India, SME Technology Development Council for SMEs, Foreign companies in India
- Senior Officials of PSUs, Commodity Boards, Product Specific Exports Development Authority, DGFT, DGSnD, SIDBI, NSIC, NSDC, DGT, KVIC, Coir Board, Directorate General of Commercial Intelligence & Statistics (DGCI&S), State Financial Corporations, State Industrial Development Corporation, Technical Consultancy Organizations, State Directorate of Industries, District Industries Centres (DICs), MSME Development Institutes (MSME-DI), Export Promotion Councils (EPCs) etc.

## **TARGET PARTICIPANTS**

---

- Owners, CEO's, CFOs, Company Secretaries, Managing Directors, Directors and Senior Managers in various executive or commercial roles such as finance, accounts, taxation, legal, Governance, Regulatory & Compliance, marketing, sales, business development, supply chain & Information Technology.
  - Must attend for people with varying level of experience i.e. Senior Management, Middle, General Managers and Program Managers working in DICs (under Directorate of Industries), NSIC, NSDC, DGT, SIDBI, MSME-DI, Office of DC- MSME, Office of DC-Handicraft and DC-Handloom, State Industrial Development Corporations, States Financial Corporations, EXIM Bank, BRICS Development Bank, IFC, German, US, European & UN development agencies) and other development sector professionals.
  - Beneficial to Academia, Corporate professionals, Established & Budding women entrepreneur, Existing & Prospective Entrepreneurs across various verticals viz. manufacturing products as well as IT & IT – Enabled services, Imports & Exports logistics & transportation, shipping lines etc.
-

## PROGRAM LEARNING CONTENT / COVERAGE

---

### FOUR DAY OPEN ENROLMENT CAPACITY BUILDING PROGRAM (TRIPLE SPECIALIZATION – “GOODS & SERVICES TAX (GST), EFFECTIVE FINANCE & ENTERPRISE RISK MANAGEMENT”)

#### DAY - 1 (19.06.2017)

|   |   |  |
|---|---|--|
| <b>INTRODUCTION</b><br><b>10:00 am - 10:30 am</b><br><b>10:30 am - 11:30 am</b> | <b>Registration</b><br><b>Inaugural Session</b><br><b>Welcome Address</b> (Evolving Theme & Introduction of the Delegates) :<br><b>Welcoming Chief Guest:</b>   | <b>Mr. Rajesh Batra,</b><br><b>Head, Centre for MSME, IICA</b> |
| <b>SESSION 1</b><br>11:30am to 01:00 pm   | <b>Basic Concepts of GST</b><br>Key Features of GST, Important Concepts & Definitions under GST. Incidence and Levy of GST – Taxable Event, Concept of Supply under GST, who is liable to pay and what would be the measure of tax, Time and Place of Supply  |  |
| 01:15 pm - 02:00 pm   | Lunch Break   |  |
| <b>SESSION 2</b><br>02:00pm to 04:00pm  | <b>Concept of Input Credit under GST</b><br>Availment and utilization of credit under GST – major changes in the input credit mechanism from existing system, Conditions for availing Input Credit, Eligibility and Time Limit, Credit Utilisation mechanism under GST, Restriction on ITC under GST. |  |
| <b>SESSION 3</b><br>04:15pm to 05:15pm  | <b>Composition Scheme for Small Dealers:</b><br>The features of Composition levy for small dealers under GST.   |  |

#### DAY - 2 (20.06.2017)

|  |  |  |
|--|--|--|
| <b>SESSION 4</b><br>10:00 am to 11:30am  | <b>Valuation Rules under GST</b><br>Rules for the valuation of Supply under GST under various circumstances  |  |
| <b>SESSION 5</b><br>11:30 am to 1:30pm   | <b>Procedures under GST</b><br>General Provisions for administration of GST, migration of existing taxpayers to GST, Procedures for Registration and various Returns under GST   |  |
| 01:30 pm - 02:15 pm                      | Lunch Break  |  |
| <b>SESSION 6</b><br>02:30 pm to 05:00 pm | <b>Transition Provisions under GST</b><br>Carry forward of existing input credit under GST, Pending cases, refunds etc. Scope of Tax Planning during transition period.<br><br><b>Import, Export &amp; SEZ</b><br>GST on Cross Border Transactions, concept of import and export under GST. Impact of GST on units enjoying Tax exemption and the units under SEZ. |  |

**DAY - 3 (21.06.2017)**

|  |   |  |
|--|---|--|
| <p><b>SESSION 7</b><br/>10:00 am to 01:30 pm</p> | <p><b>Background - Basics of Financial Management</b></p> <ul style="list-style-type: none"> <li>• Fundamentals of Financial Management.</li> <li>• Financial strategy and other objectives from entrepreneur perspectives.</li> </ul> <p><b>Working Capital Management, Cash Management &amp; Treasury Management</b></p> <ul style="list-style-type: none"> <li>• The nature, elements and importance of working capital.</li> <li>• A Practical approach of Working Capital Management with techniques for control and management of Working Capital.</li> <li>• Cash Management &amp; Treasury Management.</li> <li>• Managing Working Capital Crisis</li> <li>• Managing Excess Working Capital</li> </ul> <p><b>Financial Analysis &amp; Planning</b></p> <ul style="list-style-type: none"> <li>• Techniques for evaluation of Financial Health and performance from Entrepreneur perspective.</li> <li>• Techniques to evaluate the performance as per the norms of Bank/Financial Institutions.</li> </ul> |  |
| <p>01:30 pm - 02:15 pm</p>                       | <p>Lunch Break</p>  |  |
| <p><b>SESSION 8</b><br/>02:30 pm to 04:30 pm</p> | <p><b>Capital Raising Options for MSMEs &amp; Corporate</b></p> <ul style="list-style-type: none"> <li>• Conventional Methods like– Bank/Financial Institutions Loan etc.</li> <li>• Non-Conventional Methods like – Private Equity, Venture Capital, Angel Investor, BSE SME Platform etc.</li> </ul> <p><b>Effective organisation building</b></p> <ul style="list-style-type: none"> <li>• How to create Effective Organization Structure</li> <li>• Practical approach of managing linkages and conflicts among different Departments.</li> <li>• Systems and Controls for effective functioning of various Divisions.</li> </ul>   |  |

**DAY - 4 (22.06.2017)**

|   |  |  |
|---|--|--|
| <p><b>SESSION 9</b><br/>10:00am to 12:00 pm</p>   | <p><b>An overview to Risk Management</b></p> <ul style="list-style-type: none"> <li>• Identification, Assessment and Mitigation of various Risk in a Business</li> <li>• Principals of Risk Management</li> <li>• Preparation of Risk Management Policy for the Business</li> <li>• Risk Treatments</li> </ul> |  |
| <p><b>SESSION 10</b><br/>12:00 pm to 01:00 pm</p> | <ul style="list-style-type: none"> <li>• Financial Leverage – Debt and Equity – Risk Perception</li> <li>• Derivatives – Futures, Options and Swaps</li> </ul>   |  |
| <p>01:00 pm - 01:45 pm</p>                        | <p>Lunch Break</p>   |  |
| <p><b>SESSION 11</b><br/>02:00pm to 03:00pm</p>   | <ul style="list-style-type: none"> <li>• Foreign Exchange Risk Management</li> <li>• Forex Hedging Process</li> <li>• Tools for Forex Risk Management – Derivatives, Money Market, Other Tools</li> </ul>  |  |
| <p><b>SESSION 12</b><br/>03:00pm to 04:00pm</p>   | <ul style="list-style-type: none"> <li>• Corporate Restructuring – M&amp;A, Demerger, Takeover, Spin – Off, JVs, Subsidiaries – Risk Analysis and Strategic Orientation</li> <li>• Regulatory Risk</li> </ul>  |  |
| <p><b>SESSION 13</b><br/>04:00pm to 05:00pm</p>   | <p><b>Mergers and Acquisitions</b></p> <ul style="list-style-type: none"> <li>• Basics of Mergers &amp; Acquisition</li> <li>• Business Valuations</li> <li>• How to prepare for M&amp;A</li> <li>• Managing the M&amp;A – Agencies &amp; activities involved</li> <li>• Managing a Takeover bid</li> </ul>    |  |

## PROGRAM DETAILS

|                |  |
|----------------|--|
| <b>Venue</b>   | Indian Institute of Corporate Affairs,<br>Plot no. :- P 6,7,8 Sec. 5,<br>IMT Manesar, Dist. Gurgaon (Haryana)<br>Pin Code - 122 050        |
| <b>Date</b>    | 19-22 June, 2017   |
| <b>Program</b> | Four Days Capacity Building - Triple Specialization Program - "Goods & Services Tax (GST), Effective Finance & Enterprise Risk Management" |

|  |   |
|--|---|
| <b>Program Charges for 4 days</b>  | Residential –Rs.40,250/- (Rs.35,000/- + 15% service tax)<br>(includes night stay on 19-21 June, 2017)<br>Non Residential –Rs.34,500/- (Rs.30,000/- + 15% service tax) |
| <b>Program Charges for GST (2 days) on 19-20 June, 2017</b>  | Residential –Rs.23,000/- (Rs.20,000/- + 15% service tax)<br>(includes night stay on 19 June, 2017)<br>Non Residential –Rs.17,250/- (Rs.15,000/- + 15% service tax)    |
| <b>Program Charges for Effective Finance &amp; Enterprise Risk Management (2 days) on 21-22 June, 2017</b> | Residential –Rs.23,000/- (Rs.20,000/- + 15% service tax)<br>(includes night stay on 21 June, 2017)<br>Non Residential –Rs.17,250/- (Rs.15,000/- + 15% service tax)    |

**\* Please note: Group discount (10%) may be availed for a group of two or more participants from an organization for a program, on up-front payment before the start of the program.**

**\* Register now and get 10% early bird discount on the program fee on/before 15<sup>th</sup> June, 2017.**

### **Payment Mechanisms:**

#### **NEFT Details:-**

| <b>S. No.</b> | <b>Particulars</b>            | <b>Details</b>   |
|---------------|-------------------------------|--|
| 1.            | Name of the Beneficiary       | Indian Institute of Corporate Affairs  |
| 2.            | Account Number                | 604810210000007  |
| 3.            | Type of Account               | SB-10  |
| 4.            | Name & Address of Bank Branch | Bank of India, Electronic Niketan, CGO Complex, Lodhi Road, New Delhi-110003 |
| 5.            | Branch Code                   | 6048   |
| 6.            | MICR Code                     | 110013052  |
| 7.            | NEFT IFSC Code                | BKID0006048  |

#### **A. Demand Draft:**

The programme fee may also be paid through a demand draft drawn in favour of "Indian Institute of Corporate Affairs" payable at New Delhi.

**For group reservation from corporate and SMEs as well as for early bird nominations, please contact undersigned:-**

**Mr. Rajesh Batra,**  
Head-Centre for MSME  
Indian Institute of Corporate Affairs  
Plot no.:- P 6,7,8, Sec. 5, IMT Manesar,  
Distt. Gurgaon (Haryana), Pin Code - 122 050  
E-mail: rajeshbatra.iica@gmail.com, [rajesh.batra@iica.in](mailto:rajesh.batra@iica.in)  
Phone: 0124-2640000 (2021), 9871417394



**Our Capacity building & training programs have been appreciated by over 135 public & private sector organizations: -**

| <b>SME's &amp; CORPORATES</b> |  |            |  |
|-------------------------------|--|------------|--|
| <b>1)</b>                     | Daksha Imaging Technologies Pvt. Ltd.        | <b>2)</b>  | Mohali Industries Association                                  |
| <b>3)</b>                     | M/s IAC Electricals Pvt. Ltd.                | <b>4)</b>  | M.P. Small Scale Industries Organization (MPSSIO)              |
| <b>5)</b>                     | Rangсутra Crafts India Ltd                   | <b>6)</b>  | Udaipur Chamber of Commerce and Industries (UCCI)              |
| <b>7)</b>                     | Sirohi Agro Foods Pvt. Ltd.                  | <b>8)</b>  | Evonne Industries Pvt Ltd.                                     |
| <b>9)</b>                     | Beri Udyog Pvt. Ltd.                         | <b>10)</b> | Hind Pharma  |
| <b>11)</b>                    | Savio Texcone Pvt. Ltd.                      | <b>12)</b> | Vindas Chemical Pvt. Ltd                                       |
| <b>13)</b>                    | T.C. Agro Food Industries                    | <b>14)</b> | M/s. Yamuna Cable Accessories Pvt. Ltd.                        |
| <b>15)</b>                    | Gautam Buddha University                     | <b>16)</b> | M/s Pooja International  |
| <b>17)</b>                    | Orica  | <b>18)</b> | Bayer Bio Science Pvt. Ltd.                                    |
| <b>19)</b>                    | Primo Foods Pvt. Ltd.                        | <b>20)</b> | Neetee Clothing Pvt. Ltd.                                      |
| <b>21)</b>                    | Devans Modern Breweries Ltd.                 | <b>22)</b> | Chelsea Mills  |
| <b>23)</b>                    | Royal Enfield (A Unit of Eicher Motors Ltd.) | <b>24)</b> | Elcomponics Sales Pvt Ltd                                      |
| <b>25)</b>                    | Goodie International Pvt. Ltd.               | <b>26)</b> | Hyundai Motor India Engineering Private Limited                |
| <b>27)</b>                    | Bookmyooh.com                                | <b>28)</b> | SGA Power Systems (P) Ltd                                      |
| <b>29)</b>                    | Bovian Health Care Pvt. Ltd.                 | <b>30)</b> | Sakata Seed India Pvt Ltd.                                     |
| <b>31)</b>                    | R.S Infraprojects Pvt. Ltd.                  | <b>32)</b> | Unicon Human Power Pvt. Ltd.                                   |
| <b>33)</b>                    | mtandt Rentals Limited                       | <b>34)</b> | FIS Payment Solutions & Services India Pvt. Ltd.               |
| <b>35)</b>                    | Jotwire India Pvt Ltd                        | <b>36)</b> | Financial Software & Systems Pvt. Ltd.                         |
| <b>37)</b>                    | Oasis Electronics                            | <b>38)</b> | Glassco Laboratory Equipments Pvt. Ltd                         |
| <b>39)</b>                    | Indian Industries Association                | <b>40)</b> | LIC of India   |
| <b>41)</b>                    | GKB Rx Lens Pvt. Ltd                         | <b>42)</b> | Ranvik Exports Pvt. Ltd.                                       |
| <b>43)</b>                    | Adkindia LLC                                 | <b>44)</b> | BIORx Venture Advisors Pvt. Ltd                                |
| <b>45)</b>                    | Visa Info World Pvt Ltd                      | <b>46)</b> | Parihar Enterprises  |
| <b>47)</b>                    | Apex Cluster Development Services Pvt Ltd    | <b>48)</b> | VLCC Personalcare Ltd.   |
| <b>49)</b>                    | Japan Art Press                              | <b>50)</b> | Vaishno Merchandise Pvt. Ltd.                                  |
| <b>51)</b>                    | WEBTEL ELECTROSOFT PVT. LTD.                 | <b>52)</b> | Manav Rachana University                                       |
| <b>53)</b>                    | Amity University                             | <b>54)</b> | Rus Exim Pvt. Ltd.   |
| <b>55)</b>                    | IPE Global Limited                           | <b>56)</b> | Oxford University Press  |
| <b>57)</b>                    | Council for Leather Exports                  | <b>58)</b> | Satvastu Consulting Group                                      |
| <b>59)</b>                    | Indian Industry Experts Network              | <b>60)</b> | Okhla Garment & Textile Cluster                                |
| <b>61)</b>                    | R Bhargav & Associates                       | <b>62)</b> | Federation of Madhya Pradesh Chambers of Commerce and Industry |
| <b>63)</b>                    | JCB India Limited                            | <b>64)</b> | IL&FS Clusters   |
| <b>65)</b>                    | Cresigns Studio                              | <b>66)</b> | Federal Bank   |
| <b>67)</b>                    | AVQI   | <b>68)</b> | PC Solutions Pvt. Ltd.   |
| <b>69)</b>                    | IKIGAI                                       | <b>70)</b> | Ambuja Overseas  |

|  |  |             |  |
|--|--|-------------|--|
| <b>71)</b>                               | Karvy Financial Services Ltd.  | <b>72)</b>  | Ignited Business Network                                       |
| <b>73)</b>                               | SMBConnect   | <b>74)</b>  | Suparna Herbs (India) Pvt. Ltd.                                |
| <b>75)</b>                               | Confederation of Horticulture Associations of India                    | <b>76)</b>  | Marvelaa   |
| <b>77)</b>                               | Top Surveying (India) Pvt. Ltd.  | <b>78)</b>  | AICOSMIA   |
| <b>79)</b>                               | WWSO   | <b>80)</b>  | Weaverbird Engineering & Technology                            |
| <b>81)</b>                               | Buzzaria   | <b>82)</b>  | Adastra  |
| <b>83)</b>                               | Personalive IT Solutions   | <b>84)</b>  | ennovations Techserv Pvt. Ltd.                                 |
| <b>85)</b>                               | Regnant Group  | <b>86)</b>  | IamSMEofIndia  |
| <b>87)</b>                               | Parashvanaath Insurance Solutions                                      | <b>88)</b>  | G Next Media Pvt. Ltd.   |
| <b>89)</b>                               | The NorthCap University  | <b>90)</b>  | Al-Azhar Technocrafts (P) Ltd.                                 |
| <b>91)</b>                               | Quality Services & Training Pvt. Ltd.                                  | <b>92)</b>  | Satyug Darshan Technical Campus                                |
| <b>93)</b>                               | Solution Platter   | <b>94)</b>  | Power2SME  |
| <b>95)</b>                               | NSE Emerge   | <b>96)</b>  | BRICS International Forum                                      |
| <b>97)</b>                               | BRICS CCI  | <b>98)</b>  | CMAI Association of India                                      |
| <b>99)</b>                               | Indian Startups  | <b>100)</b> | Swan Industries Pvt. Ltd.                                      |
| <b>101)</b>                              | Combustion Research Associates   | <b>102)</b> | City Union Bank Ltd.   |
| <b>103)</b>                              | Securico Electronics India Ltd.  | <b>104)</b> | Change Alliance Pvt. Ltd.                                      |
| <b>105)</b>                              | Bayer Vapi Private Limited   | <b>106)</b> | Bayer BioScience Private Limited                               |
| <b>107)</b>                              | Bayer CropScience Limited  | <b>108)</b> | Bayer Seeds Private Limited                                    |
| <b>109)</b>                              | Mytrah N4 Electric Pvt. Ltd.   | <b>110)</b> | Jaipuria Institute of Management                               |
| <b>GOVERNMENT, PSUs &amp; AUTONOMOUS</b> |  |             |  |
| <b>111)</b>                              | Ministry of MSME   | <b>112)</b> | DC-MSME, New Delhi   |
| <b>113)</b>                              | Directorate of Industries, Uttarakhand                                 | <b>114)</b> | Office of Development Commissioner (Handicrafts)               |
| <b>115)</b>                              | Bridge and Roof Co. (India) Ltd.                                       | <b>116)</b> | HEC Ltd.   |
| <b>117)</b>                              | State Bank of Hyderabad  | <b>118)</b> | The Institute of Company Secretaries of India                  |
| <b>119)</b>                              | RITES Ltd.   | <b>120)</b> | Haryana Power Generation Corporation Ltd.                      |
| <b>121)</b>                              | Central Bank of India  | <b>122)</b> | Cochin Special Economic Zone (CSEZ)                            |
| <b>123)</b>                              | Indian Institute of Public Administration                              | <b>124)</b> | Regional Centre for Biotechnology                              |
| <b>125)</b>                              | State Bank of India  | <b>126)</b> | DGS&D  |
| <b>127)</b>                              | SIDBI  | <b>128)</b> | Oriental Bank of Commerce                                      |
| <b>129)</b>                              | NSKFDC   | <b>130)</b> | GAIL Training Institute  |
| <b>131)</b>                              | NLC India Limited  | <b>132)</b> | National Highways & Infrastructure Development Corporation Ltd |
| <b>133)</b>                              | Indian Railways Institute of Signal Engineering and Telecommunications | <b>134)</b> | Unique Identification Authority of India (UIDAI)               |

## EXPECTED PARTICIPATING ORGANIZATIONS

---

- Maruti Suzuki India
- Escorts Group
- Eicher Motors
- Balmer Lawrie & Company
- Central Warehousing Corporation
- National Aluminum Company Ltd.
- Coal India Ltd.
- BSNL, MTNL
- HLL Lifecare Limited
- Bharat Heavy Electricals Limited (BHEL)
- Hindustan Aeronautics Limited (HAL)
- Indian Oil Corporation (IOCL)
- HECL
- ACC
- Hindustan Unilever
- Ultra Tech Cement
- JSW Steel
- Ambuja Cements
- Dabur India
- Tata Chemicals
- Mahindra & Mahindra
- (IPCL)
- Federal Express
- Ordnance Equipment Factory
- Small Arms Factory
- LS Cables
- Bunge India Ltd.
- Sumi-Motherson Group of Companies
- Ceat Tyres
- Hero Group
- Larsen & Toubro (L&T)
- Tiger Logistics
- Controller General of Accounts
- Cement Corporation of India Ltd.
- National Thermal Power Corporation Ltd.
- GAIL
- Directorate General of Supplies and DISPOSAL (DGS & D)
- Bharat Electronics Limited (BEL)
- ONGC
- Bharat Petroleum (BPCL)
- EESL
- Shree Cement
- Tata Consultancy Services
- Essar Oil & Essar Steel
- Steel Authority of India (SAIL)
- HDFC Bank
- Tata Motors
- Tata Steel
- World Bank
- IRCTC
- Blue Dart Express
- Bayer Material Science
- Field Gun Factory
- Hindustan National Glass Ltd.
- Pragati Power Corporation Ltd
- Modi Group of Companies

## PROGRAM FACILITATOR'S

---



**Mr. Rajesh Batra**  
Head-Centre for MSME  
Indian Institute of Corporate Affairs  
(Ministry of Corporate Affairs)

Rajesh Batra is currently responsible for several development activities through Capacity Building measures by taking serious initiatives in Entrepreneurship Education, Information, Research and Consultancy, Collaboration for Policy Facilitation, professional endeavors for institutional strengthening, Sector guidelines and advocacy to develop best practices for SMEs.

He has long experience of dealing with promotion, development and financing of Micro, Small and Medium Enterprises as well as Agriculture Rural Industries segments, SME competitiveness enhancement and institutional strengthening. Over the last 25 years, he has worked extensively in the Policy development work, Business Strategy, Project Management, Imports, Program management, Procurement & Logistics / Supply Chain Management (SCM) and Business development. He was appointed Sole Arbitrator under the Arbitration & Conciliation Act 1996 by the Chairman-cum- Managing Director of NSIC Limited for adjudication of disputes and differences between NSIC Ltd. and Private Business units. Besides, as a member of core team, he worked closely to lead / oversee the matters related with large scale implementation of Activity Plan / Programs including govt. grant monitoring and administration under the Centrally Sponsored large Schemes of Govt. of India.

Rajesh has done his masters in commerce and postgraduate management courses in the areas of Foreign Trade and Marketing. Currently, Rajesh is with Indian Institute of Corporate Affairs (IICA) as Head, Centre for MSME since 25<sup>th</sup> April 2014. He is working very closely with the industry and with different GOI offices at the Ministry level, State bodies, industry associations/chambers of commerce, entrepreneurship development institutes, SMEs, national and international supporting partners and banks/financial institutions to ensure capacity building at both ends: at the government level as well as at the industries. He gets invited to speak and chair sessions by organizations such as Ministry of MSME and its constituent institutions, Industry Associations and other leading Institutions as well as for select interaction meeting.

Before joining IICA – an autonomous institution under the Administrative Control of Ministry of Corporate Affairs, Government of India, he was working as Dy. General Manager with India's apex SME development organization – The National Small Industries Corporation Ltd. (NSIC) – The Premier Mini – Ratna Government of India Enterprise under Ministry of Micro, Small & Medium Enterprises.

## PROGRAM SPEAKERS

---



**Mr. Rajeev Bhargav**  
CA

Rajeev is a Chartered Accountant from the Institute of Chartered Accountants of India, an Associate of the Institute of Company Secretaries of India, Law Graduate and Post Graduate in Commerce.

Rajeev is a practicing Chartered Accountant in Delhi and has expertise in Corporate Taxation, Company Law and foreign exchange laws. He is providing consultancy to many reputed companies on various aspects of Taxation and Compliances. He has keen interest in mentoring startups and entry level businesses by handholding them in managing their initial challenges and helping a number of entry level businesses under virtual CFO model. Rajeev is an active speaker on various matters related to Compliances and is also associated with Indian Institute of Corporate Affairs as Guest Faculty for its Seminars.

He is having over 12 years of experience in various aspects of Finance & Compliances. He has exposure to manufacturing and service industries across all size of companies. He has worked with organizations like Itron (USA), Maccaferri (Italy), s.Oliver (Germany) and Orient Craft prior to founding his CA Firm 'R Bhargav & Associates'.

---

The success of our various programmes and workshops owes to the active participation of various stakeholders such as Ministry & its constituent institutions, Central & State PSUs, DC-Handicrafts, DC-Handlooms, DC-MSME, NSIC, Ministry of Science & Technology, BSE-SME, National Stock Exchange, Department of Industries & Commerce of various State Governments, Financial Institutions, MSME Associations, International Organizations like ZDH/SEQUA, GIZ, UNIDO, IGEP Foundation etc.

Indian Institute of Corporate Affairs (IICA) through its Centre for MSME, is an approved implementing agency with the Ministry of MSME for “Implementation of the Scheme – Building awareness on Intellectual Property Rights (IPR) for Micro, Small and Medium Enterprises” (a Component of National Manufacturing Competitiveness Program).

Our Workshops are designed to be very limited, to allow for close interactions among the participants and allow focus on individual queries as well.

Some of the feedback we have received on the recent workshop (conducted between July 2015 - December, 2016) is given below:

- The workshop is very beneficial – **VLCC Personal Care Ltd.**
  - Workshop is good – **Visa Info World Pvt. Ltd.**
  - Very well organized session - **Manav Rachna University**
  - Very well organized - **Amity University, Haryana**
  - All session of the workshop is interesting and useful – **Unicon Human Power Pvt. Ltd.**
  - First Train-The-Trainer Program for Ministry of MSME Officers - Overall feedback of the Five – Days Train-The-Trainer Program on “Strategic Management of IPR with higher focus on Industrial Design & Trademarks” (05 - 09September, 2016)” conducted at IICA,Manesar in terms of parameters such as course structure, agenda, contents, quality, support of trainer, environment and infrastructure of IICA has been received excellent & outstanding from the delegates.
  - Session on “ERP” was found most interesting & brilliant – **DGS&D, Goodie International Pvt. Ltd., MSME-DI-Ahmedabad**
  - Session on “Six Sigma” was found most interesting & brilliant – **Bovian Health Care Pvt. Ltd., MSME-DI-Mumbai, Goodie International Pvt. Ltd.**
  - Session on “Just in Time” was found most interesting & brilliant – **Yamuna Cable Accessories Pvt. Ltd., MSME-DI-Cuttack, Goodie International Pvt. Ltd.**
  - Session on “Important issues of Exports” was found most interesting & useful – **Bridge & Roof Co. (INDIA) Ltd., Rangsutra Crafts India Ltd**
  - Session on “How to reduce dependence on few major customers and expand customer base” interesting & useful – **IAC Electricals Pvt. Ltd., Devans Modern Breweries Ltd.**
  - “I really appreciate your leadership and the kind of efforts you are putting in at the Centre for MSMEs, IICA, in designing & delivering high value knowledge support/services to the SME sector and its stakeholders. I have gone through the programme Contents of your Workshop on Financial Management, and I find it really practical & tremendously helpful for its target audience, specially SMEs” - **UNIDO**
  - “We found IICA’s training module to be comprehensive and well designed” - **GIZ**
  - Session on “Globalization and Foreign Exchange Issues” was found most interesting & useful - **Udaipur Chamber of Commerce and Industries (UCCI), Central Bank of India**
  - Session on “Working Capital Management” & “Governance & Taxation System”, MSME Finance was found most interesting & useful - **Federation of Madhya Pradesh Chambers of Commerce and Industry, M.P. Small Scale Industries Organization (MPSSIO)**
  - All sessions were found most interesting & useful - **Mohali Industries Association**
  - Session on “Goods & Service Tax” was found very useful -**Indian Industries Association**
-