



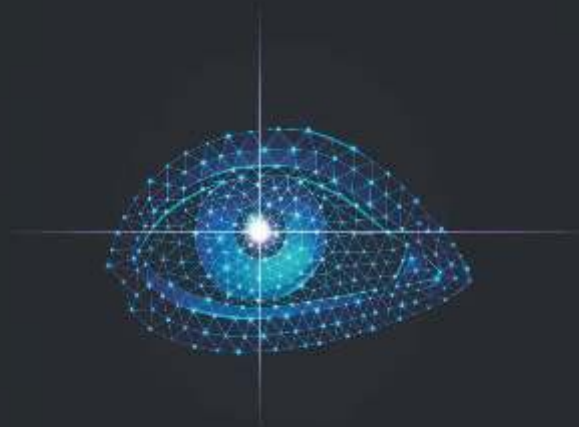
BANGALORE CHAMBER OF INDUSTRY AND COMMERCE

e-Synergy

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**Journey of Excellence
Continues 2023-2024**



MISSION

Namma Karnataka -
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BCIC Office Bearers

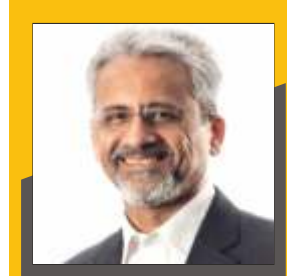


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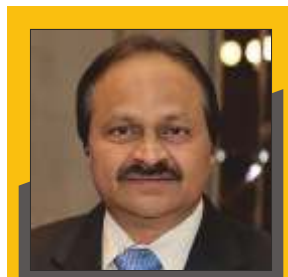
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Strangers in office !

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We've seen 'em around yet they're strangers,
Occupying spaces in the same office as ours.
Working under the same roof for a while now,
Though their job roles are different from ours.

I speak of organisations that've grown so large,
Where you see more people than one can count.
While each of them may be playing their part,
If one's a colleague or not, is tough to recount.

One does want a company to flourish 'n' grow,
But not at the expense of spirit of kinship?
Why can't we find a method in this madness,
So that we 'know' who else's onboard our ship.

I know it's much easier said than done,
But in every office such a culture must persist.
Where strangers don't stay strangers for long,
And where company's growth 'n' kinship coexist!



Dr. Krishna Kumar N G

Author, Business Coach
Mentor and Trainer

Business Growth Consultancy Services

Die Empty - Unleash Your Best Today

We all work our back off, jumping from one project to another. Sometimes working mindful but most other times working aimlessly.

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"Die Empty - Unleash you best work every day" is a beautiful novel written by Todd Henry, around 2013. In this article I am attempting to summarise some concepts postulated by Todd in his book.

Todd, starts his book citing the example of an artist and designer, Candy Chang. She writes on outside of one of the walls of her abandoned house "Before I die, I want to _____". She waits in anticipation to see what the locals would fill it up with. Well, she did not have to wait for too long. Passersby and residents started filling up the blank space.

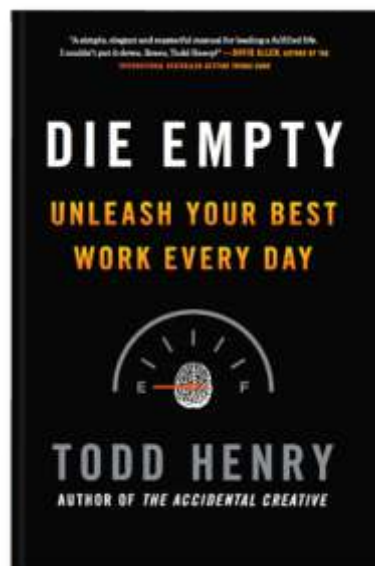
Before I die, I want to **sing to a million people**

Before I die, I want to **write a book**

Before I die, I want to **tell my mother I love her**

Before I die, I want to **understand**

Chang's project became a phenomenon, it went viral and people across the states learned about this. They started creating something like this in their localities. We all agree that death is the only certain. You cannot cheat it. It is hovering on us



constantly. When will it happen, we do not know. Our days are finite.

We all work our back off, jumping from one project to another. Sometimes working mindful but most other times working aimlessly. Are we achieving what we have set to for ourselves. Are we sure we know what we have set as goals and work to achieve it, is what we want? How many times did you not wonder that you wished you did some work rightly earlier, you have a dream work but did not do it, regretted that you lost an opportunity to achieve something

while you had the time, the energy, the favourable environment etc. As Todd says "it is easy to get lost, and wake up many years later in a strange land asking yourself, "Who am I, how did I get here, and how do I go back?" It happened to you did it not?

The only way to avoid this scenario is to instil consistent practices into your life that keep you on a true and steady course. An ounce of preventative discipline today is worth a pound of corrective action later, says Todd.

I am printing here Todd's own words

"In my first book, The Accidental Creative, I recounted a meeting in which a friend asked a strange unexpected question: "What do you think is the most valuable land in the world?"

Several people threw out guesses, such as Manhattan, the oil fields of the Middle East, and the gold mines of South Africa, before our friend indicated that we were way off track. He paused for a moment, and said, "You are all wrong. The most valuable land in the world is the graveyard. In the graveyard are



buried all the unwritten novels, never-launched businesses, unreconciled relationships, and all of the other things that people thought, 'I'll get around to that tomorrow.' One day, however, their tomorrows ran out." {Extract from the book}

It is a profound thought I hope you will agree. In the recent past we lost many young people who were good athletes, CEOs of promising multi-million-dollar companies, many actors, like Puneet Rajkumar and some of them



survived a scare like in the case of Nithin Kamath of Zerodha.

Die Empty does not mean that you die working day and night aimlessly to achieve something which matters little to you in true terms, while you are slowly getting away from your loved ones because of your work. As you chase your passion and purpose you should not lose sight of the people around you who are supporting you, who care and share their affection with you. There will be a

sort of constant tug of war going in your mind. What should be your priority. What should I chase and what should I leave. Tough choices to make.

You are capable of more, and that your best work is still ahead of you. All the positive thinking in the world will not amount to anything without decisive action. If you do not act, you are robbing yourself, your peers, your family, your organization, and the world of a contribution that only you can make. The cost of inaction is vast. Do not go to your grave with your best work inside you. Choose to die empty.

The average man does not know what to do with his life, yet wants another one which will last forever.
- ANATOLE FRANCE

In his commencement address to the Stanford University class of 2005, the late Apple co-founder and CEO Steve Jobs exhorted graduates with this:

"I have looked in the mirror every morning and asked myself: 'If today were the last day of my life, would I want to do what I am about to do today?' And whenever the answer has been 'No' for too many days in a row, I know I need to change something."

He continued, "Remembering that I will be dead soon is the most important tool I have ever encountered to help me make the big choices in life. Because almost everything - all external expectations, all pride, all fear of embarrassment or failure - these things just fall away in the face of death, leaving only what is truly

important. Remembering that you are going to die is the best way I know to avoid the trap of thinking you have something to lose. You are already naked. There is no reason not to follow your heart."

So what?

When you are long gone, what will be left behind is your work.

In physics, work is the energy transferred to or from an object via the application of force along a displacement. In its simplest form, for a constant force aligned with the direction of motion, the work equals the product of the force strength and the distance travelled. Wikipedia

Your body of work comprises the sum total of where you choose to place your limited focus, assets, time, and energy.

Every night when you go to bed and lay your body, does the thought cross your mind that the work you have done today is fully satisfactory?

Work is central to the human experience. Even though work sometimes feels like one massive, bonded intermingling of tasks, discussions, and meetings, it can be deconstructed into three different forms:

Mapping, Making, and Meshing.

Mapping is fairly straightforward. It is planning, plotting your objectives, and setting priorities. It is the "work before the work" that helps you ensure you are spending your focus, time, and energy in the right places.



Making is actually doing the work. It is creating value of any kind, including executing tasks, making sales calls, designing, writing, engaging with your direct reports, and tackling your objectives.

Meshing involves all of the "work between the work" that actually makes you effective. It is composed of activities that stretch and grow you, such as acquiring and developing new skills, reinforcing or enhancing your knowledge, cultivating your curiosity, or generating a better understanding of the context for your work.

Depending on how disciplined you are about engaging in the three types of work, there are four profiles you can fall into: Developer, Driver, Drifter, Dreamer.

Mapping + Making + Meshing = Developer

The Developer is constantly weaving together available resources and opportunities to create value. He does not work frantically, but instead works with urgency and diligence, making plans and then executing them, learning from his actions, and then redirecting as needed.

Mapping + Making - Meshing = Driver

The Driver is extremely focused on results, and spends most of his time planning and checking tasks off lists. He is obsessed with today's results, but does little to increase his platform for future effectiveness.

Making + Meshing - Mapping = Drifter

The Drifter greatly enjoys the process of Making, and loves to develop his skills and engage his curiosity (Meshing), but is a poor planner (Mapping). As a result, he frequently bounces from project to project and goes wherever his latest whim carries him.

Meshing + Mapping - Making = Dreamer

The final combination is the Dreamer. He is obsessed with ideas and personal growth (Meshing) and strategic plans (Mapping), but lacks the conviction, courage, or work ethic to put his plans in motion (Making).

Keeping aside the three types of works and four profiles, what we see is that we slowly drift into complacency and mediocrity. We lose track of what we set out do. Mediocrity means dangerous slipping destructive points. Todd, has come out with seven [7] deadly sins of mediocrity.

- ABCDEFG

1. Aimless
2. Boredom
3. Comfort
4. Delusion
5. Ego
6. Fear
7. Guardedness

EMPTY

This is a five-step process you can follow to scan your life for potential

action points, and position yourself to do work, you will be proud of later.

E - focus on your code of **ethics**; review everything, how will you apply your ethics, what are the potential pitfalls.

M - focus on **mission**; how will you know you have succeeded? What do you want to do that you are not doing; what needs to go away?

P - focus on **people**. Look at people you interact with and how you will enhance the relationship.

T - focus on **tasks**; what absolutely must get done and schedule on calendars.

Y - focus on **you**. How are you developing yourself?

Ask - What did you fail at this week? This is your driver of growth.

Find ways to add value to the market and to the lives of others.

When you stop challenging yourself, you stop growing.

Eventually, your life will be measured by what you gave, not what you received. Everyone wants you to contribute. Spend your life building a body of work you will be proud of. Plant seeds every day that will yield a harvest later.

Choose to Die Empty.



Manoj Bansal
Managing Partner
Indcap Advisors Pvt Ltd

SME IPO - All you need to know

SME IPO- Objectives, Advantages, Process, etc. - Know how SME's can use this platform to raise capital and get listed on the stock exchange

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Every company whether big or small needs finance and investment for businesses and expand their operations. One such avenue that has gained significant attention in recent years is the SME IPO (Small and Medium Enterprises Initial Public Offering).

An SME IPO refers to the process by which small and medium-sized enterprises offer their shares to the public for the first time on a stock exchange. SME IPOs are specifically designed for smaller businesses looking to raise market capital and provide retail investors an opportunity to invest in these promising ventures.

We all know small businesses are the backbone of the economy. If supported well, these can have a tremendous positive impact on the GDP of an economy. But it is often realised that these small companies usually face difficulties raising funds and accessing capital markets.

Hence, SEBI brought the concept of SME IPO, wherein various relaxations are given to small and medium-sized companies to raise funds smoothly. The focus is given



to firms that do not have high profitability or net worth but wish to enter the capital markets and trade on platforms like NSE EMERGE and BSE SME.

The SME IPO has a smaller issue size than a typical corporation's IPO.

Also, India has the largest SME base in the world after China.

Since its establishment, 397 companies have successfully listed on NSE Emerge, raising an impressive fund total of over 7,800 Crores till 2023.

It is noteworthy that SME cos listed on NSE Emerge platform hit Rs 1 lakh crore Market - Cap in Dec 2023.

Objective of a SME IPO

- Business expansion
- Repay debts
- Fund research and development

Advantages of SME IPO

- **Access to Capital:** One of the main advantages of an SME IPO is the opportunity for small and medium-sized enterprises to raise substantial capital. By going public, these companies can attract investments from a wider range of investors, including institutional and retail investors.
- **Enhanced Visibility and Credibility:** It provides companies with increased visibility and credibility in the market. The listing on a recognized stock exchange not only establishes the company's reputation but also enhances its brand value, making it easier to attract customers, suppliers, and business partners.
- **Liquidity for Shareholders:** Another crucial benefit of SME IPOs is that they offer liquidity for existing shareholders, including promoters and early-stage investors with an exit opportunity, SME IPOs allow these stakeholders to unlock the value of their investment, diversify their portfolio, and

potentially realize significant returns on their holdings.

- **Growth Opportunities:** Going public can unlock a plethora of growth opportunities for SMEs. Increased access to capital and improved financial visibility can enable companies to expand their operations, undertake mergers and acquisitions, invest in new technologies, and explore international markets. Furthermore, publicly listed entities may also attract strategic investors and partnerships, facilitating further growth.

While SME IPOs offer several advantages, there are also certain improvements they need to do after going public:

- **Regulatory Compliance:** Publicly listed companies face increased regulatory requirements and compliance obligations. SMEs must build the necessary resources and systems to meet these obligations like proper financial reporting, disclosures, and corporate governance standards.
- **Market Volatility:** Stock markets are volatile, and the share price may fluctuate significantly. SMEs need to be prepared for such market ups and downs.
- **Investor Relations:** SMEs must establish effective investor relations practices like open communication, regular updates, addressing investors' concerns, etc.

In India, there are around 3,00,000+ SME. Out of these 3 lakhs, only 750+ approx. companies are listed and Market cap of these listed SME is →1.50 lakh crore. Total funds raised by them- just over 10,000+ crore and SME's migrated to main board- 250+ and Average valuation per company- 100+ crore



Procedure for the initial offering

Let's see the process of listing in detail.

1. The process of listing shares of small and medium-sized enterprises starts with the selection of a SEBI Registered category 1 Merchant Banker. Example- Indcap Advisors Pvt Ltd (www.indcap.in) is such a SEBI registered merchant banker. The merchant banker will go through the financials of the enterprise in detail & will also assist in deciding the IPO size, the price of stocks etc. Merchant bankers may also be known as an underwriter.
2. The next step includes due diligence of the financials to ensure that all the information is true and correct.
3. Now, it's time to hire different people to assist in the process. This includes bankers, market makers, registrars, etc.
4. The firm will then begin to prepare DRHP (Red Herring Draft Prospectus) is the mission statement of the company. It helps investors decide whether to buy the company's IPO as it has detailed information about the company performance and its expectations for the future.
5. Once the DRHP is ready, it needs to get reviewed by the stock exchange. The stock exchange will go through it in detail and give feedback. If there are any revisions, the company has to make the changes and get final approval before the issue begins. In the case of a normal IPO, the review is done by SEBI and not by the stock exchange.
6. After the approval of the stock exchange, the DRHP will be available to the public. The company will start deciding the price of stocks with the help of bankers' underwriters.
7. It is finally time to open the issue of the decided date. All the marketing and advertising will take place to attract investors to it. Stocks will be sold as a lot to investors, and the issue will be closed after a certain date.
8. The shares will be allocated to the investors who applied, and once it is done, they will be traded on BSE SME and NSE EMERGE. After that, the buying and selling of the stocks will happen freely.

Now let us see the Eligibility Criteria for such a listing of SME



Particulars	BSE SME	NSE Emerge
Post issue Paid up Capital (FV)	25 crores	25 crores
Net Worth	At least 1 crore for preceding 2 full financial years	It must be Positive
Net Tangible Assets	At least 3 crores in the last preceding financial year	-
Existence	Company / Partnership/LLP - combined track record of 3 years at least	Track record of at least 3 years
EBIDTA	Positive for 2 out of 3 latest financial years	Positive for 2 out of 3 latest financial years
Others	Should not have been referred to BIFR or should not have a winding up petition against the company	Should not have been referred to BIFR or should not have a winding up petition against the company

Let us now see the lifetime performance of SME IPO over the years. The below table shows the status of gain/loss of various SME IPO – issue price Vs Current price as on date.

Gain/Loss	IPO Count	Percentage of Total IPOs
NA	89	9.32%
< Issue Price	368	38.53%
0% - 100%	206	21.57%
100% - 200%	107	11.20%
200% - 300%	46	4.82%
300% - 400%	27	2.83%
400% - 500%	25	2.62%
500% - 600%	11	1.15%
600% - 700%	14	1.47%
700% - 800%	6	0.63%
800% - 900%	8	0.84%
900% - 1000%	5	0.52%
> 1000%	43	4.50%
Total SME IPOs	955	100%

The above is just the eligibility criteria. We must note that there is a difference between “eligible” and “capable”. Hence even if a company fulfils the above criteria might not qualify as capable for an IPO. The same depends upon the business fundamentals, industry, top line, future prospects, etc.

Now, let us discuss some points which must be carefully considered before investing in a SME IPO:

- Evaluate the Company:** Thoroughly research and evaluate the SME planning to go public. Look into its financial health, business model, growth prospects, competitive landscape, and management team.
- IPO Pricing and Valuation:** Examine the IPO pricing and valuation of the SME. Assess whether the offer price is reasonable compared to the company's financials, growth potential, and industry benchmarks. Be cautious of highly overvalued IPOs, as they may carry greater risks.
- Industry and Market Outlook:** Evaluate the industry in which the SME operates and assess its growth prospects. A favorable industry outlook can increase the chances of success for the SME.
- Financial Stability:** Examine the financial stability and sustainability of the SME. Review its debt levels, cash flow, and ability to meet its financial obligations.



SME IPOs present a promising opportunity for investors if properly evaluated and invested upon. It also provides small and medium-sized enterprises to raise capital, enhance visibility, and unlock growth opportunities. By going public, SMEs can tap into the financial markets, access a diverse range of investors, and propel their businesses to new heights.



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Understanding SAP - a brief introduction

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SAP is one of the world's leading producers of software for the management of business processes. It is the market leader in enterprise application software, helping companies of all sizes and in all industries run at their best. At its core, SAP integrates various business functions into a single unified platform, facilitating streamlined operations and data-driven decision-making for organizations of all sizes. According to recent studies 77% of the world's transaction revenue touches an SAP system. SAP has approximately 269 million cloud users currently, more than 100 solutions covering all business functions, and the largest cloud portfolio of any provider.

As per official SAP site SAP.com - SAP helps companies and organisations of all sizes and industries run their businesses profitably, adapt continuously, and grow sustainably. The company develops software solutions that are used by small businesses, midsize companies, and large corporations. With standard applications, industry solutions, platforms, and technologies, every business process can be mapped and designed. The software collects and processes data on one

platform, from raw material purchasing to production and customer satisfaction. SAP solutions can be installed "on premise" at a user's location(s) or used from the cloud, helping companies analyse and efficiently design the entire value chain. SAP solutions can also be used to create forecasts, such as when a machine needs to be repaired or how revenue will develop in the next half year. In addition, SAP



helps customers seamlessly link operational data on business processes with experience data on emotional factors such as purchase experience and customer feedback. This enables companies to better understand and respond to their customers.

After providing a brief introduction on SAP - its time to understand some basic terminology, mostly people get confused with different terminology being used.

ERP - ERP stands for "Enterprise Resource Planning." ERP software includes programmes for all core business areas, such as procurement, production, materials management, sales, marketing, finance, and human resources (HR).

SAP ECC - is an ERP solution provided by SAP. ECC stands for ERP Central Component and ECC is a term confined to SAP only. ECC is a component of SAP's ERP software package. While it's not mandatory, SAP has announced that it will end support for SAP ERP ECC 6.0 in 2027. It's advisable to plan for migration to SAP S/4HANA to continue receiving updates and support.

HANA - HANA is an in-memory, column-oriented, relational database designed to handle both transactional and analytical workloads. It's a foundation of S/4HANA, speeding up processes by holding the entire dataset in memory.

S/4HANA (S/4) - S/4HANA is SAP's next-generation ERP business suite, built on the HANA in-memory database. It offers real-time analytics and simplifies the IT landscape by integrating different business processes.



SAP S/4HANA can be deployed on two delivery platforms:

On-premise for maximum control, and in the cloud for fast time-to-value. Both have their pros and cons. Although, there is one more option: a hybrid delivery model that supports both on-premise and on-cloud scenarios.

SAP S/4HANA on-premise edition is an internal platform, located on your servers, maintained by your company. SAP upgrades are released annually but have to be implemented and tested by your team.

SAP S/4HANA Cloud edition is Software as a Service (SaaS) hosted on SAP's servers and is maintained by SAP. Software upgrades happen quarterly. The cloud version is available to enterprises in both private and public editions

S/4HANA Private Cloud -

S/4HANA Private Cloud is an option where S/4HANA is hosted on a private cloud infrastructure. This is typically chosen by companies that want the flexibility of the cloud but with more control over data and systems.

S/4HANA Public Cloud -

S/4HANA Public Cloud is the SaaS version of S/4HANA, maintained by SAP. It's

chosen by companies that want a quick, standardised implementation with regular updates and no hardware maintenance.

If you plan to go for Cloud addition - following two options can be selected as required-

Grow with SAP - SAP offering targeted at small businesses that are ready to implement a full-scale ERP system to enable further growth. It consists of ready-made solutions, services and procedures to implement SAP S/4HANA Public Cloud.

Rise with SAP - SAP offering targeted at businesses that run an ERP system (be it SAP or not) on premise and want to move to the Cloud.

Additionally, there are three different approaches of implementation -

SAP Greenfield Implementation -

SAP Greenfield is the implementation of SAP S/4 HANA without taking over existing system structures. The system is completely new. This involves risks - but above all opens up opportunities. The advantages of Greenfield are that companies migrate in one step to a leaner and company-wide uniform IT system that is close to the SAP standard. This increases flexibility. At the same time, operating costs are reduced. However, existing additional developments from the previous ERP world cannot be adopted. Often, however, this is no longer necessary because SAP S/4HANA already contains many functions in the standard version.

Brownfield implementation -

Brownfield implementation in SAP is an upgrade of existing SAP systems with the aim to leverage current data and configurations. This is suitable when a company wants to bring their existing ERP system into the HANA database. In such a case, the initial system is the basis for the transformation. Existing processes and individual developments are transferred to the new system - and with them existing legacy, such as developments that have become obsolete or old code. The heterogeneity and complexity of the old system is thus largely preserved.

Bluefield implementation -

Bluefield implementation is an approach allowing companies to migrate to S/4HANA selectively, combining new innovations while preserving existing business processes. It's like moving to a new system without discarding what already works.

Summary

In case you are using different third party systems for catering specific need, Yes, SAP S/4HANA can be integrated with various third-party systems and applications through APIs and connectors. This integration allows businesses to streamline their processes and data flow. While SAP S/4HANA is often associated with large enterprises, SAP offers solutions for SMBs as well. These solutions are tailored to the needs and budgets of smaller businesses.





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Enhancing Manufacturing Efficiency with Advanced GIS Solutions

Manufacturing seeks efficiency and better decisions. GIS technology provides tools for insights, streamlined processes, and growth.

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Manufacturing industry is continually seeking ways to enhance operational efficiency, optimize supply chains, and improve decision-making processes. Geographic Information System (GIS) technology offers a powerful suite of tools that can revolutionize various aspects of manufacturing operations. By leveraging GIS solutions, manufacturers can gain deeper insights, streamline processes, and drive growth.

▪ **Facility Location and Optimization:**

Choosing the optimal location for manufacturing facilities is crucial. GIS technology can analyze various factors such as proximity to raw materials, transportation networks, labor markets, and regional regulations. By visualizing and analyzing spatial data, manufacturers can identify ideal locations that minimize costs and maximize efficiency. This spatial analysis helps in making informed decisions about site selection, expansion, and consolidation of facilities.



▪ **Supply Chain Management:**

Effective supply chain management is essential for manufacturing success. GIS solutions provide real-time visibility into supply chain operations, enabling manufacturers to track the movement of raw materials and finished products. By mapping supply routes and identifying potential bottlenecks, GIS can help optimize logistics, reduce transportation costs, and improve delivery times. Additionally, GIS can assist in risk management by identifying vulnerable points in the supply



chain and suggesting alternative routes or suppliers.

▪ **Environmental Compliance and Sustainability:**

Manufacturing organisations are increasingly focusing on sustainability and environmental compliance. GIS solutions can help monitor and manage environmental impacts by providing tools for tracking emissions, waste management,



and resource usage. By visualizing environmental data, manufacturers can ensure compliance with regulations and identify opportunities for reducing their environmental footprint. GIS can also support sustainability initiatives by helping manufacturers plan and implement green practices,

such as energy-efficient facility layouts and sustainable resource sourcing.

- **Market Analysis and Competitive Intelligence:**

Understanding market dynamics and competitive landscapes is crucial for strategic decision-making. GIS technology enables manufacturers to conduct comprehensive market analyses by integrating demographic, economic, and spatial data. By visualizing market trends and consumer behavior, manufacturers can identify new market opportunities, optimize product distribution, and tailor marketing strategies to specific regions. Additionally, GIS can provide insights into competitor locations and activities, helping manufacturers stay ahead in a competitive market.



- **Workforce Management:**

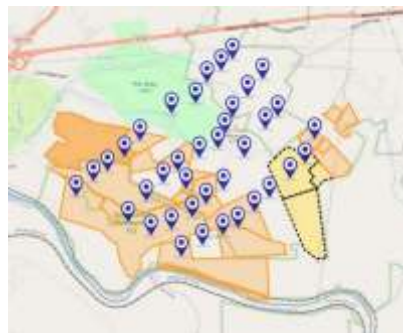
Efficient workforce management is essential for maintaining productivity in manufacturing. GIS solutions can analyze workforce distribution and demographics to help manufacturers plan recruitment, training, and retention strategies. By mapping the locations of employees and potential hires,

manufacturers can identify areas with high talent availability and design effective commuting and relocation plans. GIS can also support emergency response planning by visualizing workforce locations and ensuring employee safety during crises.



- **Maintenance and Asset Management:**

Effective maintenance and asset management are critical for minimizing downtime and maximizing the lifespan of manufacturing equipment. GIS technology can provide spatial insights into the locations and conditions of assets, enabling proactive maintenance and timely repairs. By integrating GIS with asset management systems, manufacturers can schedule maintenance activities based on spatial data, reducing the risk of unexpected breakdowns and ensuring optimal performance of machinery and equipment.



- **Customization and Personalization:**

In today's market, customization and personalization are key differentiators. GIS solutions enable manufacturers to analyze spatial data related to customer preferences and regional trends, allowing for the production of customized products tailored to specific markets. By understanding the geographic distribution of customer demands, manufacturers can adjust their production processes and inventory management to meet local preferences and increase customer satisfaction.



- **Indoor Spatial Solutions**

In addition to the aforementioned benefits, advanced indoor spatial solutions offer capabilities for optimizing indoor spaces within manufacturing facilities. From facility planning and space management to employee wayfinding and asset tracking, these solutions provide comprehensive tools for enhancing operational efficiency and employee productivity. By visualizing indoor spatial data, manufacturers can optimize floor layouts, streamline

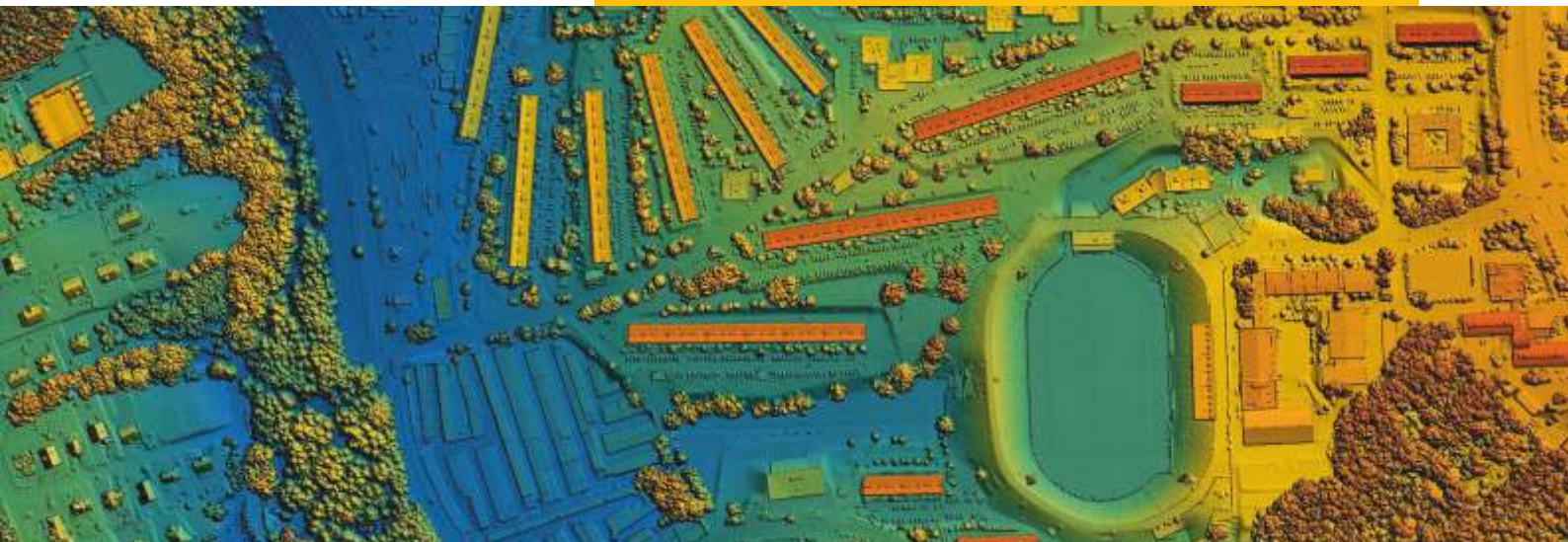


workflows, and improve resource allocation within their facilities.

Conclusion

GIS technology offers a wide array of benefits for the manufacturing industry, from optimizing facility locations and supply chains to enhancing production planning, environmental compliance, and market analysis. By leveraging GIS solutions, manufacturers can gain valuable spatial insights, improve operational efficiency, and drive strategic growth. In an increasingly competitive market, the ability to visualize and analyze spatial data is a powerful tool that can significantly enhance manufacturing performance and profitability.

At EDS Technologies Pvt Limited, we're dedicated to providing user-friendly GIS solutions, including advanced indoor spatial solutions, that drive growth and efficiency. With over 30 years of experience and a commitment to innovation, we are well-equipped to help manufacturers leverage GIS technology to achieve their goals. Contact us today to learn more about our solutions and how they can empower your business through the power of spatial data.





Arunakar Mishra
MD & CEO

Genser Aerospace & Information
Technologies Pvt Ltd

Simplified Grants for Indigenous Development of Civil Aircraft

Indians and the world do not fly in Indian designed & developed aircraft; simplified grants and funding may help private initiatives in this field

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India's early lead in aviation; late starters edged past

India took an early lead in aeronautics by establishing an aircraft factory in 1940 by the visionary Shri Walchand Hirachand with the support of the Maharaja of Mysore, Rajarshi Jayachamraj Wodeyar; quickly followed by setting up of aeronautical department in IISc in 1942. Design, manufacturing, MRO of aircraft started in all earnestness and continued even after takeover of the aeronautical entity by the Government. But somewhere along the way, we slowed down and the world edged past. Embraer (Brazil) started in 1969, is today the third largest commercial aircraft producer after Boeing & Airbus. The late starter - China - has made huge investments in half a dozen commercial aircraft programmes.

Druv & Tejas

While we have created globally acclaimed marvels in defence aerospace - Druv and Tejas, our achievements in the area of commercial aerospace, have not been so promising.

India's Commercial aircraft / aeroengine for the world ?

When aviation in India is growing at one of the highest rates in the world, the share of passengers flying in Indian designed and produced aircraft is almost nil. Should country of India's size and potential, with an early aerospace industry set up, not have commercial aircraft, designed and made in India for the world, even in 21st century? This question has been asked at many forums and the answer has never been 'no'. But when do we start in a substantial way and the answers to that have been: "if not now, when".

What is holding us?

High technology - high investment- high risk - long gestation, lucrative alternate higher ROI businesses, existing global players' barriers, difficult access to existing test



infrastructure (crucial for Aircraft Development projects) to those who go past these hurdles to develop aircraft.

What is required?

- Government sector efforts (HAL Dornier/NAL Saras/RTA 70/90 Project definitions etc.) have to be complemented by many private fast paced aircraft development initiatives.
- Earmark 10,000 cr for indigenous development of aircraft/aero-engine/systems in private sector.
- Funding schemes like Fund for Industrial Research Engagement (SERB-FIRE) led by Science and Engineering Research Board (SERB) is tedious and provide amounts too meagre for Aircraft Development Projects; needs a fresh look.
- During VAIBHAV(Vaishwik Bharatiya Vaigyanik) Summit of Pravaasi and resident Indian scientists in Nov 2020, the need for aircraft structural/systems testing facilities in private

sector was emphasised. Needs to be progressed vigorously.

- Immediate term support required for aerospace product development initiatives by Indian companies (only pre-requisite being application # to DGCA for Type certification & DOA (Design Organisation Approval):
 - A simplified Funding for testing using a multiplier of 2 or more to "the amount to be paid directly to government labs or CSIR test facilities (or recognised private sector /academic labs of repute like IISc/IITs/NITs)- the base amount going to the lab and additional over the base amount (as per multiplier) going to the industry members concerned.
- State Level and Central Level "Commercial Aircraft / Engine /


Systems advancement commissions" to continually monitor and support commercial aviation product initiatives, the key supports being:

- Seed Money of at least 20% of Prototype/certification phase cost to be paid as equity to Industry member concerned to show government commitment to the initiative; to be recovered (or continued as equity as long as desired by Govt), if product is successful and enters into service.
- Allocation of land adjacent to airports for integration / testing/certifications.
- Other support as evolved by the commission

An Example project needing support: Prototype phase: Rs 600 Cr; Full Project cost outlay: approx. 3000 cr.

A 2+7 seat business jet RAJAS (rhyming with other Indian aircraft: Tejas, Saras, Tapas.) with twin turbofan engines, 11000 lb "All Up weight" 0.79 Mach speed, 2250 NM range for travel in SAARC countries from any point to any point and similar range in any continent with power by wire and partial Fly by Wire Controls, is noiselessly being designed and developed for over 7 years by Genser Aerospace under the aegis of "Mission Aerospace Foundation of India " under guidance of leading Indian experts; with preliminary design done, full scale mock up done, wind tunnel test at IISc done, all systems supply partners identified, few critical components under manufacture at various facilities of Indian supply chain , including at HAL Kanpur. Needs 30 months to First Flight. It will also have defence version.


COMMERCIAL AERO-ENGINE DESIGNED & DEVELOPED IN INDIA FOR THE WORLD IS NEXT IMMEDIATE FRONTIER



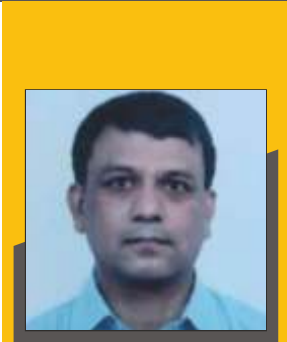
Architecting Indigenous Development of a Light Business Jet

The only business jet development programme in Asia

GLJ3X1
 2+7 seat
 Twin Turbofan
 AUW 4990 kg (11000 lb)
 2250 NM
 Max Cruising Speed 0.75 Mach, 41000 ft
 FBW Controls , Partial FBW (pitching axis)
 Certification to FAR 23 Normal Category



ON PATH TO ATMANIRBHARATA IN CIVIL AIRCRAFT



P V Krishna Mohan

Executive Council Member
Each One Educate One Foundation



EACH ONE EDUCATE ONE Foundation

The Each One Educate One (E1E1) Foundation is a For-Impact NGO that offers the Gift of Quality Education to needy and under privileged children and youths (girls & boys) residing in rural India; irrespective of their caste, creed, colour, race, religion, gender or geography. The initiative is an endeavour of the alumni of the Sri Sathya Sai educational institutions to collectively pay it forward through the sponsorship of the education and associated residential needs of the students enrolled in our educational institutions.

VISION:

A world where every child has access to free-of-cost, quality, values-based, holistic education.

MISSION:

To serve as a global platform for like-minded individuals, institutions & corporates to participate in giving every child access to quality, values-based, holistic education.

ATTRIBUTES OF OUR EDUCATION MODEL



The E1E1 Foundation along with its sister charity - the Prashanthi Balamandira Trust (PBT), is headquartered in Muddenahalli, a village in Chikkaballapura district of Karnataka state. PBT and the E1E1 Foundation are sister charitable institutions founded with the objective of serving the cause of quality education for underserved children and youths residing in rural India. The two trusts work hand-in-hand, operating on the founding principle: "Education is the fundamental right of every child and should be made available & accessible free of cost".

While PBT is largely focused on setting up the projects, infrastructure & facilities from scratch for the educational institutions and the hospitals, the E1E1 Foundation is focused on fulfilling the operational expenditure of all the education projects. PBT continues to establish and operate all the educational campuses & infrastructure for the schools and the university and the E1E1 Foundation, manages and administers the educational scholarship programs and sponsorships for all the students.

The educational sponsorships for the rural underprivileged students in all the 29 campuses are administered through the E1E1 Foundation's Edu-care scholarship programs:



Our Presence Today

3000 STUDENTS

Sri Sathya Sai Loka Seva Gurukulam Schools

2400 STUDENTS

1796 780

Sri Sathya Sai University for Human Excellence

600+ STUDENTS

• Arts, Science & Humanities

124 236

• Nursing & Allied Health Sciences

38 78

• Vocational Skills Training & Development Centre

25

Sri Madhusudan Sai Institute of Medical Sciences & Research Medical Education (MSRS)

64 38

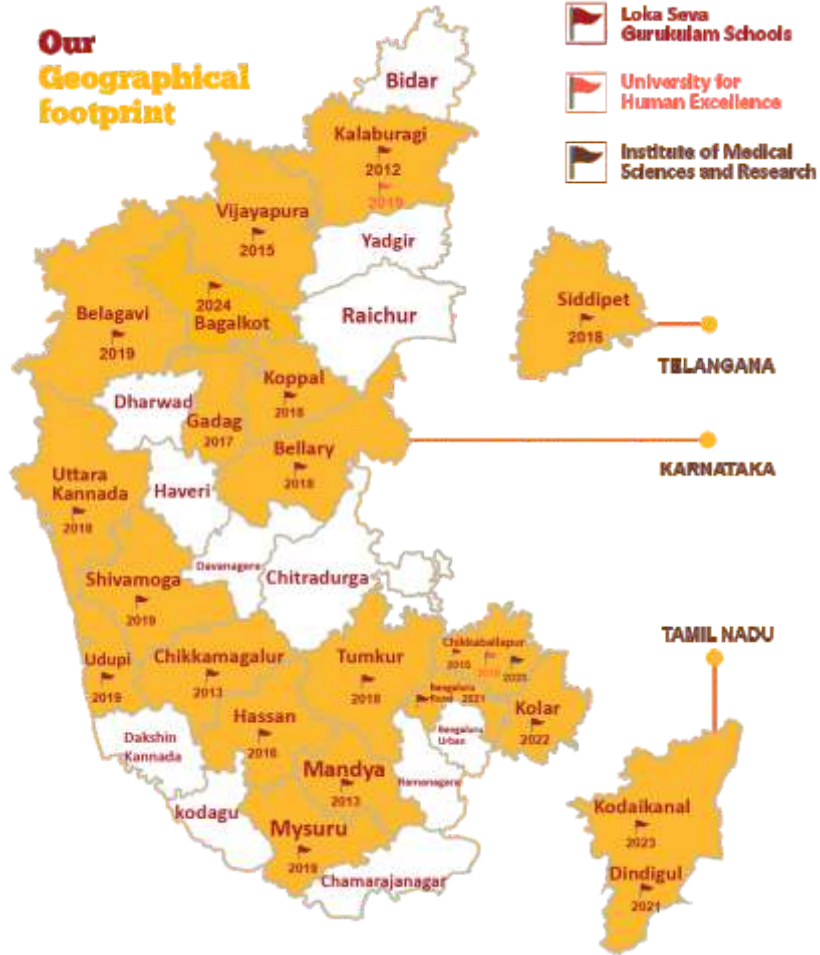
29 CAMPUSES

25 School Campuses (8 for Girls & 17 for Boys)

4 University Campuses (1 for Girls, 2 for Boys & 1 Co-Ed)

21 DISTRICTS
3 States

Our Geographical footprint



Loka Seva Gurukulam Schools

University for Human Excellence

Institute of Medical Sciences and Research



Sri Sathya Sai Loka Seva Gurukulam



Sri Sathya Sai University for Human Excellence



Sri Madhusudan Sai Institute of Medical Sciences and Research

2400

The schools operate under the name, Sri Sathya Sai Loka Seva Gurukulam, imparting Higher Primary, Secondary & Higher Secondary education to - 2400 students every year.

600

The University operates under the name, Sri Sathya Sai University for Human Excellence imparting Higher Education to - 600 students every year. The university is headquartered in Kalaburagi - a Niti Aayog designated aspirational district.



OUR EDU-CARE SCHOLARSHIP PROGRAMS

PBT in collaboration with its sister Trust - The Each One Educate One Foundation, offers the following Scholarship / Fellowship programs to support the education of its students from Grade 6 in school to their Graduation, Post-graduation, Medical Education & Allied Health Sciences education in the University.

In the last 9-10 years, our Edu-care programs have cumulatively enabled the education of over 18000 students (~6000 girls & ~12000 boys), thanks to the support and generosity of like-minded individuals from across the world and corporates in India.

Scholarship / Fellowship Program	Sponsorship for	Sponsorship for a Student / Year
Each One Educate One Program (VI to XII Grade)	Education Costs, Accommodation, Food and other Essentials expenses for poverty-stricken and needy beneficiary students	INR 100,000
Each One Higher Educate One Program (Undergraduate, Postgraduate and Doctorate Programs)	University Education costs, Accommodation, Food and other essential expenses for needy beneficiary students	INR 250,000 (UG) INR 350,000 (PG) (Includes Stipend)
Each One Medical Educate One Program (MBBS, Nursing & Paramedical courses)	Medical Education costs, Accommodation, Food & other essential expenses, for the needy beneficiary students	INR 200,000 (Nursing & AHS) INR 800,000 (MBBS)
Skill Development Program (Electrical Technologies, Flow-Piping & Plumbing)	Skill Development Education costs, Accommodation, Food & other essential expenses, for the needy beneficiary students	INR 150,000

SELECTION & SCREENING OF BENEFICIARIES

The beneficiaries for these educational programs are drawn from socio-economically disadvantaged, marginalized rural communities who can neither afford nor access quality education in their remote rural geographies.

Admission committees from our campuses visit the surrounding villages within a radius of approx. 100 - 150 kms of the campus location, to identify needy children from the poorest of the poor families. They invite their parents / guardians to visit the campus for an understanding & appreciation

of our institutions, before admitting their children.

Some criteria used to screen and admit such needy beneficiaries are:

- Type of Accommodation (Rented /Owned, Kacca/Pucca)
- Basic Amenities (water, sanitation, electricity, cooking gas/fuel)
- Financial Condition (No. of Bank accounts, Loans, Asset holdings, Source of Income)
- Family Condition (No. of Dependents, Health-related issues, Physical handicap, No.

of Earning Members) Nature of occupation

- Land holdings, assets etc.
- Verification through District Block Office / Village Panchayat records.

WOMEN EMPOWERMENT

In India, literacy is defined as anybody above the age of seven being able to read and write in any language.

While the literacy rate of women is 64.6%, yet, only 13% of all Indian women have more than a primary education and only 1% of them have college education.



64% Literacy Rate of Women

13% Indian women have more than a Primary Education

1% Have College Education

What are the challenges to GIRL CHILD EDUCATION in India?

Girls in India face discrimination both inside their homes and outside in their communities



Poverty | Distance from home | Poor sanitation | Lack of security | Lack of funding | Too few female teachers | Early marriage, child labour, trafficking & exploitation

How is our model of education making a difference?

It is not by accident that our Inspiration - Sri Sathya Sai Baba - chose to establish a women's college as His very first educational institution, way back in 1968. Taking that legacy forward, today we have 8 campuses including a University campus



exclusively for girls with over 1000 girls being educated totally free of cost.

Key features of our Girl Child education initiative:

- Location of campuses deep in the rural hinterlands particularly favourable for girl children
- Fully residential campuses exclusively for girls
- Modern infrastructure and facilities
- Qualified female staff
- Continuity from secondary school to university education
- Stipend during internship & post-graduation
- Mitigation of social evils - early marriage, child labour, trafficking & exploitation
- Radical shift in perspective within the child's family and community

When you invest in girl child education in our institutions, you invest in an entire family. To begin with, the parents don't have to worry about feeding and clothing their children, leave alone educating them! After their education, the children become independent and not only give back to their families but also pay it forward to their younger sisters & brothers! Thus begins a virtuous cycle that can be sustained and perpetuated when more and more of us join hands to do this together.

IMPACT

- In our university, girls outnumber the boys by 2:1
- 7 out of 8 gold medalists were girls at the first convocation of SSSUHE held in July 2022
- The very first batch of 22 girl students completed their post graduation in the year 2022-23



T : +91 93049 73146
E : krishnamohan.pv@e1e1foundation.org

A/c Name: Each One Educate One Foundation
Bank Account # 50200028012321
IFSC Code: HDFC0002583

Overview of BCIC



BANGALORE CHAMBER OF INDUSTRY AND COMMERCE

Namma Karnataka

The Gateway to Future India

- Promoting Trade and Industry in Karnataka since 1976
- Apex organisation of large and medium industries
- An amalgam of Domestic, International and wholly owned subsidiaries of foreign companies
- Facilitating and promoting business contacts and networking



INDUSTRY AND GOVERNMENT FORCES MEET TO PARTNER PROGRESS

We have presently a membership of 880+ companies representing various sectors of Industry such as - Manufacturing, ITI/ITES Biotechnology, Engineering, Consultancy and Legalfirms etc.

BCIC plays an active and important role in promoting trade and investment in the State and has an excellent domestic and International network with MoUs with the leading Chambers of Commerce across the globe. Being the apex Chamber of Commerce in Karnataka, BCIC organises Seminars / Workshops and Interactions with Senior Government Officials both from the Centre / State on critical issues concerning trade and industry from time to time.

BCIC - Partner in Progress

- Outreach
- Government Interaction
- Eminence
- Special Projects
- Governance and Member Services



MoUs with Foreign Trade Offices/Associations/ Universities and Colleges

- BCIC and The Association of People with Disability (APD)
- BCIC - Brigade Skill Development Academy
- BCIC - MS Ramaiah Institute of Management
- BCIC - Institute of Indian Interior Designers,
- Bangalore Regional Centre, Bangalore (IID)
- BCIC - Best Cluster of Indian Institute of Science
- BCIC Tokyo Office MoU: BCIC, Japan External Trade Organisation, Toyota Tsusho India Private Limited, Inter Trade K K, India Research Institute Pvt. Ltd
- BCIC and Bangalore International Mediation, Arbitration and Conciliation Centre (BIMACC)
- JSS Science and Technology University, Mysore



Industry Focus

- Aerospace and Aviation
- Agro and Food Processing
- Automotive
- Banking, Financial Services and Fintech
- e-Commerce, Retail, Logistics & Warehouse
- Infrastructure: Energy, Environment and Water
- IT & Cybersecurity
- Pharmaceuticals
- Real Estate
- Semiconductor, Electronics and Telecom
- Start-Up
- Tourism, Hospitality and Facility

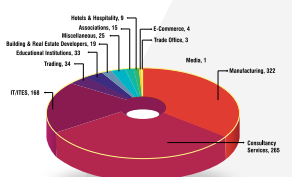


Our Offices (Domestic and International Office)



Cross Section of Our Members

INDUSTRY CLASSIFICATION



Start-up Hub Programs and Activities

- Fireside chat with eminent entrepreneur
- Mini Conference - Thematic Start-up conference Technology Commercialisation
- BCIC Annual Start-up Award 2022-23
- Start-up Conclave
- Series of Start-Up Showcases



Major Summits and Conclaves

- BCIC Economic Analysis Research Report
- Report on Direct Tax Administration and Capital Gains Tax Regime
- Direct Tax Recommendations-Policy Paper
- Approach Note to Transfer Pricing
- Human Capital Index in Karnataka
- Co-existence stakeholder model for effective healthcare delivery in the backdrop of pandemic
- Chief Financial Officers - handbook
- Synergy
- Annual Report



Policy Advocacy and Government Interaction

- Request for easing the pain points of industries operating at Chikhalapallura District
- Request for exemption on levy of road tax, registration fees on purchases of all forms and types of EVs up to March 31, 2030 and to extend the benefits of Karnataka Electric Vehicle and Energy Storage Policy, 2017.
- Matters requiring attention for enhancing Customer experience of using Indian Railways for Bangaloreans
- BCIC Policy Paper in Relation to Income Tax Matters
- BCIC Pre-Budget Memorandum 2023-2024 on Customs
- Recommendations on Direct Taxes- both at Policy level and Tax Administration level.
- Note on Difficulties faced by LLPs with MCA V3 system
- Request to expedite the construction work at Bengaluru-Mysuru Expressway
- Request to empanel BCIC to support Govt. in Infrastructure planning and management in times of distress, caused due to flooding



Research Report and Publications

- BCIC Economic Analysis Research Report
- Report on Direct Tax Administration and Capital Gains Tax Regime
- Direct Tax Recommendations-Policy Paper
- Approach Note to Transfer Pricing
- Human Capital Index in Karnataka
- Co-existence stakeholder model for effective healthcare delivery in the backdrop of pandemic
- Chief Financial Officers - handbook
- Synergy
- Annual Report



Membership Privileges

- Thought Leadership**
 - Dissemination of Industry best practices
 - 27 Expert committee - Workshops, seminars, Industrial site visits, training and skilling
 - Access to resources and opportunities
- Industry Voice - Business Support and Advocacy**
 - Strong advocacy with Union and State Governments
 - Representation to Government in consultation with Industry to support Ease of Doing business
- Foreign Collaboration**
 - Collaboration with Foreign Embassies and Trade Offices
 - Regular interaction with foreign offices for opportunities and hassle-free business interactions
 - Regular hosting of trade delegations from abroad and facilitate business delegation visits to foreign countries to business expansion
- Networking, Outreach and Visibility**
 - Networking opportunity with Thought Leaders and Professionals from Large, Medium, Small Industries, Educational Institutions and Government organisations
 - Networking events to exchange and validate innovative ideas with Industry professionals
 - Foster collaboration with members for expansion/ business interests



Women Empowerment and Leadership and Start-up Awards

- 1st Edition of BCIC Emerging Star Awards on February 5, 2021
- BCIC Women Leadership Award 2020-2021 on August 19, 2021
- 2nd Edition of BCIC Emerging Start-up Summit and Awards Ceremony on July 19, 2022
- 2nd Edition of BCIC Women Leadership Conclave and Award Ceremony held on August 5, 2022

MISSION
Namma Karnataka- Gateway to Future India

VISION
Look Beyond

Together We Should

Our Industry Focus



- Agri Business and Food Processing
- Automobiles and Components
- Apparel and Readymade Garments
- Aerospace and Aviation
- Electronics Energy Environment
- IT/BT
- Tourism
- Machine Tools
- Human Resource
- Startups/Innovations
- Real Estate
- Pharmaceuticals
- Precision Engineering
- Telecommunications
- Consultancy
- Women Entrepreneurs
- BFSI

BCIC has developed excellent and extensive contacts with Foreign Embassies and Trade Offices in India and counterpart Associations in other countries.

Partners and network

- Key Departments of Union and State Governments
- State owned Corporations
- Industry Associations and Chambers of Commerce in India and abroad
- Foreign Embassies, Consulates and Trade Missions
- Trade and Investment Promotion Organisations in India and abroad Financial Institutions

Expert Committee:

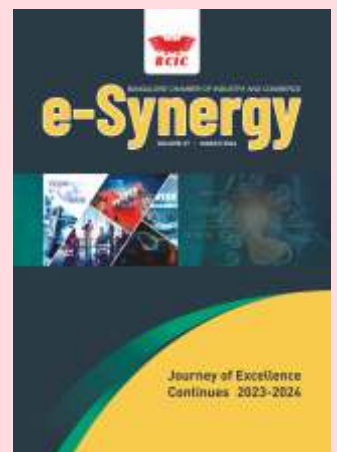
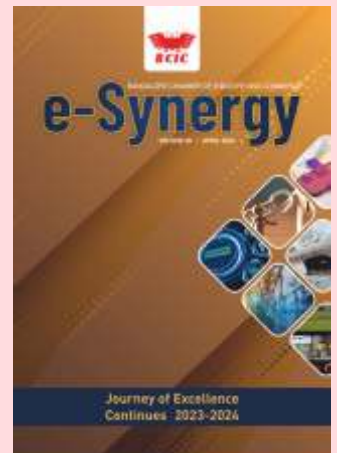
- Aviation and Aerospace
- Agro and Food Processing
- Banking, Financial Services and Fintech
- Corporate, Economic Affairs and Legal
- CSR & Societal Branding
- Direct Taxes
- Ease of Doing Business Council
- Environmental, Social, and Corporate Governance
- e-Commerce, Retail, Logistics & Warehouse
- Human Resources & Women Leadership
- Healthcare, Wellness and Regional Culture
- Hospitality, Tourism & Travel
- Indirect Taxes
- Industry 4.0
- Industry-Institute Interface and Edutech
- IT & Cybersecurity
- Infrastructure: Energy, Environment and Water
- International Business
- Leadership Forum
- Manufacturing
- MSME
- Publications and Corporate Branding
- Real Estate
- Semiconductor, Electronics and Telecom
- State Coordination
- Start-Up
- Start-Up Hub

The Functions of BCIC are driven by exceptionally-enabled Apex Advisory and Expert Committees comprising of senior Industry representatives from Core Sectors.

Expert Committees

Our Expert Committees are Chaired by senior Representatives who are experts in their respective industry segments

BCIC Publications: Connecting with Members



1

View of Library at BCIC



Sl. No.	Category	No. of Books
1	Management	175
2	Economics	94
3	Fiction	48
4	Non-Fiction	107
5	Science	5
6	Wellness	14
7	Digital Technology	3
8	History	14
9	Travel & Tourism	4
10	Law & Policy	9
11	Politics	6
12	Engineering	1
13	Start-Up	2
14	Manufacturing	4
15	Information Technologies	12
16	Taxation	50
17	Human Resources	29
18	Miscellaneous	67
	Total	644

644

No. of Unique Books

809

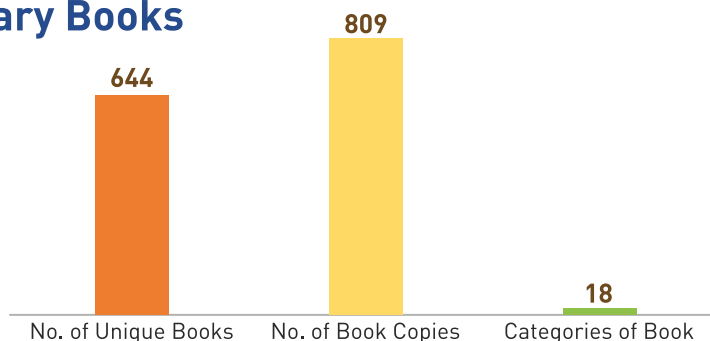
No. of Book Copies

18

Categories of Book

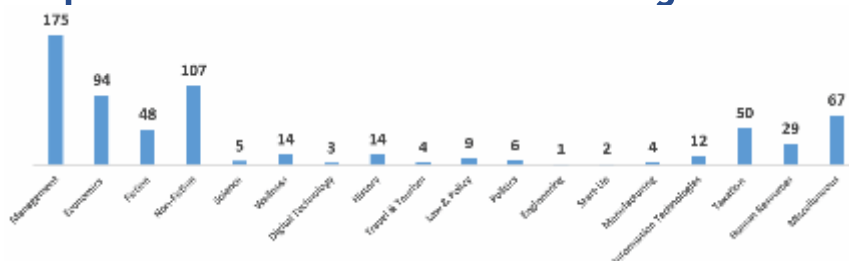
2

Highlights of Library Books



3

No. of Unique Books in indexed in 18 categories



4

Scan below QR Code to get Library Books issued



<https://members.bcic.in/>

5

Write on Email ID: admin@bcic.in for any clarification and support



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START-UP AND INCUBATION CENTER : MG Road, Bengaluru

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