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From the President's Desk

Dear member,

I am privileged and proud to present you annual report of our chamber on the eve of our golden jubilee. We are entering into 50th year of our formation and its time for celebration. This year when our team took over we had a good meeting in MAHYCO in Jalna and formed 10 point agenda for the year. After getting this agenda in front of us we all started working on the same. In the beginning we have given thrust on connecting with the people in governments, decision makers and influencers.

In very short time due to legacy of the chamber we could connect them properly. This year we have good reforms of GST and to accept, be aware, know and implement GST, E-way bill was a wonderful journey for all the stakeholders. We have established GST cell with help of Mr. Gautam Nandawat, Mr. Umesh Sharma, Mr. Nilesh Kapadia and Mr. Aalhad Deshmukh who did excellent work and helped stakeholders for a smooth sail. We conducted lot of programs for this with Mr. Gupta, Mr. Prasanna Datar from GST authority.

We were able to maintain electricity rates stable with efforts in MERC in various cases with special efforts from Hemant Kapadia, Vinod Nandapurkar, Omprakash Rathiji and Raghunath Kapatiji.

We went to Mumbai several times to meet the key officers ACS Industries, Development Commissioner, CEO MIDC, GM DMIC to resolve the issues of our region and members. Few are sorted out and other are in process. Drainage Cess and Gram Panchayat tax are discussed rigorously and we were able to create consensus amongst all



industrial associations to come together and fight. We had organised hunger strike for this as well and series of meetings

We have completed Kranti Chowk monument with a giant National flag this year and dedicated to city at the hands of Hon Governor, with special efforts by Mr. Ram Bhogale, Mr. Mansingh Pawar.

We were able to initiate MAGIC our incubation center at the hands of Hon Professor M. M. Sharma, Professor G D Yadav & Professor A B Pandit. Team delivered good programs including start up weekend, Design Thinking workshops and mentoring sessions. We successfully created co-working spaces for startups in our office and 4 teams are selected with the process and offered space.

We could align with national mission on skilling and start up with our MAGIC and skill Hub team. I must mention support from GIZ in both the initiatives through all their national and international leaders visiting us. Special support by Mr. Tasvvar Ali and Mr. Ravishankar for hand holding and intelligent input. We have signed various MOUs for both initiatives with institutes of repute and authorities to take these topics to next level in coming years.

Our team is satisfied with the work in completing and publishing member's directory and amended constitution. We are happy to do few works on



maintaining our office building and upgrade it from internal and external looks.

We are proud to have a best initiative of brown field cluster under leadership of Suresh Todkar and we could have ground breaking ceremony at the hands of Hon Industry Minister, Hon Speaker and our MP to bless this first in the country project. With all processes team has started the construction work and will be ready by next year for use.

I am proud to be a part of discussions on television live on GST with Hon MoS Finance , & other experts on economy. I tried my level the best to present and discuss our chamber's views on the topic.

Our chamber got an opportunity to lead the Marathwada pavilion on ambitious Magnetic Maharashtra event in Mumbai inaugurated by Hon PM. Here we got good opportunity to interact with senior officers in various ministries of state and central to promote our region and activities. MIDC and AURIC city gave us enough participation to interact and convince investors to come in DMIC. The example of HYOSUNG is prominent and few are in process.

As the chamber is entering into its Golden Jubilee year our entire team worked hard to get connected with all 8 districts of the region where we say we are apex body of industrial associations. We truly connected all the districts and many local organizations to help them solve the local issues and educate on state and national issues. We went to Latur and Nanded to meet these associations and get connected with them.

Our team is instrumental in signing various MOUs with various institutions to take the activities ahead.

We have signed MOU with University, National institutes, SPL IG Police , GIZ etc.

We have several delegations and international connect during this year from Germany, Korea , Japan, USA, Czech Republic, Canada, Ghana etc. Chamber has signed MOU with Association Of Ghana Industries for bilateral trade and a delegation

of 11 members are visiting Ghana from 2 to 7 July under leadership of Mr. Ram Bhogale. We are sure delegation will explore business opportunities in Ghana and we have a strong relationship with AGI.

This year we have tried to appreciate our members by organizing event “ DARE TO DREAM “. A true professional work conducted by keystone from Bangalore and sponsored by SAP where in we could able to brand CMIA to a greater level and national level. The connect with Key stone will bring us many more such ideas which will be better for our members to learn new technologies and knowledge.

The options of stock exchange for MSME is yet not accepted in our region , we have tried to by arranging 2 programs with SME exchange and Panthomath. This option will be really good for MSME in near future.

I must put on records the support and confidence shown by all past presidents, patrons, office bearers and Executive Committee members. I need to put a thanks to Mr Gautam Nandawat ,Mr Bagga ,Mr Munish Sharma specially.

How can I forget the immense and continual accompanying, guiding force for me for entire year by my friend and Past President Mr. Ashish Garde.

Untiring efforts of entire staff of CMIA office is the key factor of the year. Must mention 24 x 7 support by Mr. Vinayak Joshi

I take this opportunity to thank my family, partners and employees of my organization without their support I would not do what I have done in the chambers presidents role.

I wish all the best for new team and happy golden jubilee year for all the members and associates.

Prasad Kokil

President

28 June 2018

From the Editors' Desk

Dear Readers,

It gives us great pleasure to bring you the special issue of CMIA Pulse proudly sharing views of various members of Chamber of Marathwada Industries & Agriculture (CMIA) on a major change in Indian Business Landscape. Goods and Services Tax brings our nation together in a unique way. It is noteworthy that the “Co-operative Federalism” aspect of our constitution and our polity was on proud display where in spite of belonging to different parties across political spectrum, in spite of having divergent interests and positions, a common ground was reached after “Amrit Manthan”. Yes, the deadline for launch was postponed, yes, the rules were tweaked a few times soon after launch but is this not representative of a vibrant and functional democracy?

The special issue of CMIA Pulse aims to explore and bring to light Here, we have made efforts to bring in opinions from a cross section of business segments such as Tax Professionals, Industries – Small, Medium and Large, Charitable and “Not For Profit” organisations, Educations institutions etc. It would be interesting, dear reader, to note how the same change is perceived so very differently by persons from different business segments.

Besides GST, we have a special section on MAGIC, a magic wand to enhance the spirit of entrepreneurship in Marathwada region.

This issue also has annual Report of the Chambers.

We would like to place on record our gratitude and heartfelt thanks to busy professionals and managers and leaders of various businesses who contributed wholeheartedly to bring out this issue. Thanks are also due to office bearers of various organisations based in Aurangabad who came forward to express views of their members.



Shirish Tambe
Editor, CMIA Pulse

Our journey with CMIA as interns is truly indescribable right from the first day. We were excited to know that we were getting an excellent opportunity to meet eminent personalities from different fields and have an interaction with them. In this tenure, we learnt innumerable perks which we were very new at, right from seeking permission for the interview up to publishing the interview in the magazine. We acquired some brilliant communication, writing and editing skills in this period. These skills will surely be very helpful and useful to us in the future. These learnings are not only limited up to our professional avenues, but will also ensure that we become better in every aspect as a human.

We are extremely happy about the fact that we were guided by Prasad Kokil Sir and Shirish Tambe Sir who guided us through our journey as interns with a prestigious organization. We thank them for everything they did to ensure we learn a lot as interns during the tenure.

A very big Thank You!

Adinath Prayag
Arihant Sankhala
Saket Kulkarni

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CMIA Office Bearers 2017-2018



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Major Transformation in Taxation System



A Historic moment in Nation's History

On 1st July 2017, a major reform was announced in Indirect Taxation System by bringing in GST as One Nation One Tax



Opinion of Key Stakeholders

The GST was implemented and thereafter registration of GST was started and it was thus made sure that every member should get the registration done. In Maharashtra maximum registrations of GST were done from Aurangabad division.

To overcome the problems faced by the businessmen, Union Home Minister Hansraji Ahir had come down to the ground level where we presented the problems faced by the businessmen

GST was started with turmoil of misconceptions and lack of understanding. The registrations of about 17,000 traders, small businessmen and others were rejected in whole Maharashtra & remaining many other didn't even get registration also.

This was technical error, improper technical specification, no technical updating etc. So businessman faced many problems from start of the decision itself like there were too many different categories imposed for the classification of taxes. It was started with very strict decisions this also make the businessmen afraid of doing any further business.

For the same, it is suggested that government would have implemented it in steps by steps. There a variety things on which there was no tax but now GST has been implemented on the same, for example on clothes.

It is highly recommended for government that they should revise the reforms brought in it and should re-implement it from 1st April so that the people may become familiar with the system.

There were about 14 changes suggested by the business community out of which 10 are brought in the system by the government & on 3-4 there will be a brief discussion and if they are also brought in, it will be an appreciable move.

As said by

Ajay Shah,

President of Aurangabad Zilla Vyapari Mahasangh.

Before the implementation of GST, there was state Tax imposed in every state, so traders used to submit the returns in six months or quarterly, but it is a complete different process in GST as people now have to give their returns thrice a month such as GSTR 1, GSTR 2, GSTR 3,. Traders are not punctual as they to face many problems from there purchasers or sellers so it is quite difficult for them. But after GST there is lot of pressure, work & many new clients. But now in latest meeting it has been declared that 3 returns into 1 return & penalty of Rs 200 per day as been changed to Rs 50 per day.

Anything which is implemented newly will give some trouble as it was implemented with all of sudden with new rules & regulations. But government is bringing changes according the problems faced by the people's is good for long term process. Petroleum & wine till date are kept out of GST, hope it will also change. Everything will be as before & normal after six months as people will get clearer about it. The only thing is that return should be once in month and should not be on the basis of turnover. It should be quarterly or in a 5 months

After GST implementation & there is also shortage of accountants.

Illegal and unaccounted work will decrease & it will be for in the interest of common man.

People now have much clarity about it.

Implementation must have been little but strong. Regular changes will deteriorate the government. Returns should be in time, Summary detail should be in place of whole complexities.

There were multiple laws before but now there is only a single law, firstly there was no awareness about Service Tax or Excise but it is more for GST.

Illegal and accounted work will decrease & it will be for the interest of common man. People now have much clarity about it.

As said by

CA Alkesh Rawka,

Accounting professional and Chairman of ICAI- Aurangabad



The government along with Infosys - the in charge of the entire system must come up with a better, reliable and sustainable system.

With advent of GST the different taxes have faded out including excise tax, manufacturing tax and sales tax. The GST is unique and a better taxation system but the implementation seems to have a

variety of flaws.

The respective problems the traders, businessman and manufacturers are facing are mostly related to the technological system, the system is difficult to accept understand and use which leads to engrossment of the businessmen towards the system or the software.

The initiative has one of the objectives to bring the people evading tax under the tax net.

The big corporate houses which have paid and are paying the taxes on time do not face any problem. The small traders or vendors face the problems because of the demonstration effect in which they are unwilling to pay taxes.

The late fees terminology itself deprives the people of their appeal right where they can explain their reasons for no returns.

The chaos is present in the country due to the haphazard implementations. The number of notification itself speaks that a lot of amendments have been made.

The government along with Infosys - the in charge of the entire system must come up with a better, liable and sustainable system.

The long term effect of gst is that inflation will go down and corruption will be reduced. We need to boost the agricultural sector as well as other sectors such as real estate, manufacturing and many more. There is a need for sustainable development in both phases

as said by

CA Alope Singh.

Interview with CA Gautam Nanadawat

Adinath: The implementation of GST had lack of clarity due to speedy and sudden implementation which led to a chaos among the common people which in return increased the work as well as increase a bit of confusion among the accounting professional. What was the immediate effect of the tax system?

A. He suggested a method of running a test by the government on how the entire tax system would work before actually launching it on the 1st of July by the help of several organisations working within the states instead of suddenly launching the entire tax system. After that that could see whether the tax system is working or not.

Saket: Many businessmen are facing problem under the Anti profitably law under GST and are still confused on how to fix the prices of the goods as the law states about low tax benefit for the consume. What should be done?

A. He pointed out that its very difficult to implement the anti profitably law as there is a huge number traders in the market. But it has it's own benefit since a car dealer will experience the difference and benefits that he would get at the earlier tax rates as compared to the present tax rate and the seller can decide the benefits that he or she is getting for his input services. There are two different segment namely manufacturing and trading segments and he feels that the manufacturers should not be harassed.

Adinath: Don't you think that the government passed the law in a hurry with an image set in mind that every man has tried escaping tax?

A. He does not doubt the intention of the government and he does not blame every man for few corrupt people in the system. He believes that the system in the long run is very effective. The implementation had a errors where they could have used 2-3 tax rates instead of using so many and then these tax rates should have been unifies ultimately to one or two tax rates as prevalent in European countries. Due the federal format of the government and for the pressure from the state governments, a compromised version of GST was introduced to us which is our present GST.

Saket: Many of the reforms and laws are very ambiguous which are difficult for the traders to understand and place their products under the given category. What could be done?

A. He gave an example of 1956 where amendments were very minimal and talking of 2013, all the business introduced then went through a huge list of amendments. The rules itself gives power to people to amend them and bend it whenever needed. The GST tax system also works in a similar way which is not a very healthy system. We should have limited powers and less amendments and the rules should be available to be changed at frequent period of time as it was create a lot problems in the minds of traders and professionals. Already the law has 140 notifications and a huge number of amendments would not be very healthy. The government must make sure that the amendments are well thought, clear and must work for a long period of time. The government must go for minimal and definite changes for the long run .

Adinath: What do you have to say about the reverse charge mechanism that has come up recently?

A. The reverse charge was already present under the service tax rule. The notification when introduced had the heading as Relief for the SME sector and later the government said that it is applicable to all sectors including large scale. This kind of confusion is not very healthy. A definite benefit is that a database is being created for the unregistered dealer who may probably at a later stage want to increase their business over the limit of 20 lakhs. The reverse charge mechanism has dual purpose firstly, the creation of database which over a period of time comes under the tax net and the government will be able to catch the unscrupulous people who escaped tax after crossing the limit of 20 lakhs and secondly, the straining of working capital from consumers of the unregistered dealers.

Saket: What do you have to say about the agricultural sector that is kept under the radar of GST?

A. The traders including pesticides, fertilizers etc are mainly kept under the radar of GST and not the farmers.

Adinath: The increase number of returns that is 3 returns per month that is 36 returns per year had increased the number of equipments required for small traders. What do you have to say about that?

There is a continuous struggle between the centre and state and the state always demands for their share of the taxes and thus SGST was created.

A. Rather than including 36 returns the government initially should have gone for 4 returns only for all the people as this could ease the situation. The return should have been allowed to be filed on quarterly basis initially till the process is fully settled in the system. Later monthly returns could be introduced. The money needed by the government should have been asked on a monthly basis and returns on a quarterly basis.

Saket: As GST is known as one nation one tax, there rises a question about the bifurcation of CGST and SGST.

A. There is a continuous struggle between the centre and state and the state always demands for their share of the taxes and thus SGST was created. It is a compulsion today because of the present political scenario of the country which again shows poor implementation. A segregation should have been made on certain criteria like population of the state, industrialization etc whereby different weight ages could have been given and the revenues should have been collected on it's basis.

Adinath: How do you see the long-term economic development of the country under this tax system?

A. A stable and good growth is assured under this tax system. The country is facing the short term effect of the tax system. Initially it is going to take some time for the traders to know and understand the present tax system completely but once that stage is gone stability will prevail in the country with fast growth. The growth and progress will not be hampered with the introduction of GST

CA. Gautam Nandawat,

Director CAGNA

This interview was conducted by Adinath & Saket, Interns at CMIA



Government has brought this tax system keeping in mind that middle class will get most of the benefits out it.

Basically, GST on the most necessary or lifesaving medicines should be revised by government in fact these medicines should not be levied any tax because they are among the most necessary things required.

The medicines or medicinal equipment where GST has risen but it has not made any huge effect on the prices medicines the price hike is marginal.

The general thing is that when tax has been increased on essentials ultimately it will effect on the pockets of patients. But when it comes to those hospitals or individual doctors who were getting away from paying tax will be captured by GST and ultimately government will collect more revenue. When it was the case of insurance of any patient all the records were made official but otherwise they were not brought on any official record which will not be the case anymore which I think will be a massive benefit for government.

The immediate effect of the new system will somewhat trouble the patients but when we think about long term effects it will surely be beneficial for country as well as for the patients. The tax system will be revised at regular intervals then we hope to see many changes in medical sector.

Government has brought this tax system keeping in mind that middle class will get most of the benefits out it. Government has kept an eye on those are still finding ways to get out this and making changes in the system so such things would be prevented in future.

The distinctive feature of this government is that they are pro actively working on the problems of the country. In India where we have large population transparency is not possible without technology. Government has approached with a tendency of transparency with technology which I think should be appreciated.

Medical services are most necessary services and people should for free or minimal charges on medical services. This will take time but demand will be accepted by and we might have free or minimal charge medical services in India.

In my view GST is better than any other tax system in terms of transparency, growth in all sectors and very importantly growth and development of our country.

Dr Anant Pandhare- Hedgewar hospital

Small scale industries or small traders work on contractual basis so they have to include GST in their bills as well as in their profits or income. Tax slab is a thing which can be brought on same percentage for both small scale as well as large scale industries, every industry should be levied same tax percentage which will ease our work. Due to different tax percentage on every raw material our cost price has increased and profits are gone down but still which is a short term effect and with passage of time it will be recovered.

CGST and SGST are beneficial for both the governments as both state as well as central governments collects their revenue.

When implemented GST was very complex system to understand and due to complexities confusion took place between suppliers and manufacturers which resulted

GST has helped us in less paperwork and hassle free tax returns. GST will definitely help in growth of small scale industries in long term.

in no production until first month. Many suppliers faked that the prices of raw materials have increased and sold their goods at higher prices which turned out to be a fraud. But after a short period of time when confusions were solved production started.

GST has helped us in less paperwork and hassle free tax returns. GST will definitely help in growth of small scale industries in long term.

Mr Anil Wagh

Director of Tiny industries co-operative industrial estate limited

“GST is not just a simple taxation system but will also help us fight corruption and black money. It will also help us introduce a new type of governance.”

– PM Narendra Modi



The new system has many complexities which have resulted in lack of clarity between customers and tour planners.

The implementation of GST (goods and services tax) has led to confusion in every business sector. Speaking as a representative from tourism industry I must say that the tourism industry has

been drastically affected by GST, as in our country most of the population is middle class which are choosing not to plan a tour which usually they do occasionally or seasonally. Planned Tours have gone down by 80% and thus travel industry is facing lot of trouble. People are choosing not to travel because tour rates have increased but that is a myth because the hotel rates have increased by small margin which are payable and when it comes to higher class they do not care about the price hike as much as middle class people do. The new system has many complexities which have resulted in lack of clarity between costumers and tour planners.

Talking about long term effects of GST it is very beneficial for government as they will recover more tax. And when it comes to growth in tourism sector it may slow down for a while, but it will always continue grow by a healthy rate when costumers will get a clear idea about the new system and surely they will accept it. Government could have percolated it properly and could have simplified it more so it could have been easy for traders as well as consumers but they have not done it up to the mark. Still GST is a really a good decision taken by government which will help in growth of Indian economy.

As said by

Ashutosh Badwe

Founder Pushpak Overseas and tourism

“Scope of GST is unlimited to financial system, India will now move in a new direction.”

– PM Narendra Modi

The segment which I represent is micro, small and medium enterprise which is an ancillary unit in an automobile industry. Value addition in such industries is low thus; GST has impacted this segment in cash flow because in case of our segment turnover is much more than the value addition. The other sectors in this segment are tool manufacturers or equipment manufacturers who also got affected because GST is also being levied on advanced capital goods. Another sector facing the same the problems are new entrepreneurs or manufacturers.

GST has bought uniformity in taxes with respect to taxation we are getting benefits while competing with other states. Due to uniformity in taxes the interstate competition has come down and now we can easily trade anywhere in the country.

Due to transition phase we might have been facing problems in this financial year but in near future everything will be on track.

This is the transition phase from which we are going through problems will arrive but government could make it more consumer friendly to reduce all the confusion among manufacturers and consumers. Government should come up with betterment in software

and guidelines. For entrepreneurs the system is time consuming, government should revisit and immediately work on betterment in these issues this will give entrepreneurs more time to focus on their growth rather than dealing with these issues.

GST is the best ultimate solution for the tax system keeping implementation aside government working on every bit and improvising the system on regular basis. Due to transition phase we might have been facing problems in this financial year but in near future everything will be on track. GST will never effect growth of an industry or either it will boost, taxation system will not mobilise growth.

As said by-

Mr. Sunil Kirdak

Past President MASSIA (Marathwada association of small scale industries and agriculture)



My view on GST is that it has been implemented forcefully on the people, which can be seen in today's date. Ruling government did a fine job by having approval of all the political parties and taking decision with least oppose. But when you say one nation tax then decision with minimal opposition all the products or commodities should be covered under it but why do we have some exceptions such as petroleum and alcohol industry. The cess has been exempted-on automobile industry which is affecting its growth, the industry which generates more employment should be levied less GST but the actually those industries are levied more GST. It has been approximately 3 months since GST is being implemented which is still a very short period of time but I do not see a single step towards growth.

As working in a private education sector the all kind of fees is cost base still all the educational equipment or essentials are also being levied 18% to 28% GST which is resulting in high education expenses thus students would have to pay more for these essential. Government has considered Education as service essentials or a product but it is an essential part of social ecosystem.

The immediate effect of the GST is that the all kind fees are raised by a big margin. The other educational services which were tax free now they are also exempted GST which is causing increase in the cost of education.

Ultimately the private education sector has been affected a lot by implementation of GST. Government should make some necessary and immediate changes to make education less cost base.

As said by-

Dr. Ulhas Shiurkar-

Director of Devgiri institute of engineering and management studies (DIEMS)

“GST is one of the most significant tax reforms in the history of India”

–Then Finance Minister Arun Jaitley

GST is the first step towards the concept of one nation one tax. GST links the back end and front end those are consumers and sellers. The major triumph of the GST is that it has brought all the unorganised sectors into organised economy. It is disciplinary tax system. Keeping records of purchases and sales have become mandatory now. If we look at the situation of unorganised sector they are worried and are facing the more resistance than any other sector. This will reduce the ratio of corruption as most of data will be on record.

Government is working on remedies in the system and by due course of time the tax system will be more improvised. Government has introduced CGST and SGST replacing excise and sales tax; so the structure of taxation system remains the same which can be improvised for the betterment of taxation system. Government must work on the input credit tax law. Digital matching of sales and purchases should be bought in operation as early as possible which could be the most important factor in the new taxation system.

There was time period after implementation where production drastically went down but after a short period of time everything came back to normal. Talking about today's scenario two major sectors of our country automobile and real estate are mounting after a setback

Implementation of GST has not made any difference to B to B type industries. Intention behind implementing this new is tax system is to raise the revenue and compliance which has been applauded by everyone. Long term effects of the GST would be very beneficial for every sector if the government works more on betterment of the tax system.

Forceful implementation was the only way to bring in such a huge reform and I think that government did their job quite well. As being responsible citizen of our country we must also cooperate with government and be patient. GST is the best taxation system if it practically be brought on the government's vision of one nation one tax. With this we will come to par with the world by GST. Digitalisation brings in objectivity which has been aimed by the government in well being of nation.

As said by –

Mr. Umesh Dashrathi,

Former president of CMIA and MD at Rucha group of industries



Government is still trying to make it more convenient for all the sectors and definitely they will look after the educational sectors for its betterment and easy functioning.

Being in a governmental education sector GST has majority impacted our sector. The services we provide are accommodation, house keeping, transportation, educational equipment, security and many more. We have to pay GST on all of these services which has created a lot of problem for us. Fees are not raised as it will impact the students' pockets so ultimately the university is bearing the extra load which this new tax system has created. The university has got no grant from the government to deal with these economic problems. Governmental education sector is under a serious crisis and government should look for the remedies as early as possible.

GST has bought not much positives for our sector. When we thought of raising the fees it spread a lot of disappointment among the students. Governmental educational organisations are not for profit organisation thus; they should be exempted from taxes. If the taxes are implied they must not harm students in any way. Government must think student centric and make their decisions accordingly.

This is too early to take out any conclusions out of the decision or implementation. Government is still trying to make it more convenient for all the sectors and definitely they will look after the educational sectors for its betterment and easy functioning.

As said by-

Dr Walmik Sarwade

Professor

Dr. Babasaheb Ambedkar Marathwada University

GST is an effort to cover all the professionals from every sector under a single tax. GST saves the consumers from cascading effect of tax, which is a really good concept but it has arisen the complexities in the tax system to which consumers are not used to. The unorganised sector will face lot of problems as they will be trapped under the taxation system which will ultimately result in increased revenue for the government.

GST is best reform in tax system till now which will make ease in doing business.

When you look at manufacturing sector we have been providing correct information and data all the time so it was never been a problem for us. GST is quite beneficial for us because it has made returns filing easy. We are getting the credit for services which we have been providing, which was not case before; thus it is ultimately resulting in our cost prices dejection.

In GST we have to upload the data and information on web portal, here people from every sector are facing problems because the web portal is unable to accept such a huge amount of data and is taking too much time, but these are some temporary problems which will be healed in near future. When you practically upload the data and information on web portal all the data and information is readily available to the government which reduces the unwanted involvement of officials.

Due to complexities the businesses got affected for a short time. It took some time for everyone to get accustomed to the new system such as generating invoices or knowing the HSN codes but these problems are obvious because we are going through such a huge reform.

If the tax compliances will raise it might result in increased revenue for government and many projects or development schemes will get enough fund. The glitches in implementation were expected it is impossible for any system or reform to be implemented without any glitches. It took me no surprise to see so many glitches in the system when it was implemented.

In my view GST is best reform in tax system till now which will make ease in doing business. GST has bought benefits for all the sectors if they try to understand it. In future government will be providing us with more facilities in every sector through authentic data and information.

As said by-

Mr. Ram Bhogale – Past Chairman, MACCIA

Founder - Bhogale Coating and Paints PVT. LTD.



Being from the impact sector I specifically do not get any inputs or reviews from the citizens but we have been discussing GST a lot. In impact sector we are facing problems after implementation of the new tax system. Government could have made it less complex by putting the system in the simplest way so everybody could have understood it. I found the new tax system a little problematic, I would have appreciated it if there were some formal ways to explaining the new tax system in a simpler way to all the citizens. How I see GST is that we are paying the same amount of tax what we were paying before but now we are paying it in a single packaged manner which will save our time. Problem is the lack of information and lack clarity. The people who don't have access to information for them this system is similar to nightmare.

GST has impacted every sector but I would like to tell you more about recycling sector especially formal recycling sector the tax is not being not exempted on municipal wastes but it is being exempted on recyclable wastes. The new tax system has measured every recycling sector on a single scale which is disastrous for the local scrap recyclers or small scale recyclers.

As a representative from impact sector GST has affected impact sector also. Working in non-profit organisation our most of the income is collected from funds and GST is has also been exempted on our funds and NGO's income. Government should look after these problems and take an immediate action in betterment of impact sector and NGO's.

GST is a great tax system although but it could have been more common man centric. Indian population is common man dominated the government could have made it more easy to understand and to practice.

As said by-

Natasha Zarine-
founder of Civic Responsive Team

Basically it is a very good initiative by the government of India. The primary aim being bringing in one nation one tax system and GST can be a positive move. The tax, according to me must be revenue neutral. Although, the government has portrayed it as being revenue neutral but it will be difficult to prove it. The other point mentionable is the compliance side of the tax; what is the ease of doing the compliances, how the process can be made better and so on. In the earlier regime, the variety of taxes brought in a variety of incentives and schemes. My institution is an approved 'SCIRO'- Scientific and industrial research organisation. This has enabled the institution of exemption excise duty and import duty on the equipment and apparatus bought in for research and development purpose. The exemptions were made to promote R&D in the country. Now, under GST it is very unclear whether those exemptions will be given or not. So far, no circular or GR has come in to declare the

Education being an important part of the social ecosystem, good schemes are required which the government can easily bring in with a good revenue thus helping in better social skills and better nation.

exemptions or incentives for the SCIROs and research organisations. The clarity is coming in, but the process is slow and it's recommended that the process becomes bit faster.

The immediate effect on educational sector can be considered negligible, although the effect is taking place. A variety of allied services required by an institute such as security, housekeeping and many more. The cost incurred to get these services; after the implementation of GST has increased which thus reflects in the tuition fees of the institution. The per capita cost has increased which ultimately the students have to pay. Those allied services are very important for any institute, whether it be a small one or a big one and the government should rethink of exempting the GST for these services in educational institutes as it keeps adding cost and results in increasing the fees.

As for the long term, the GST will surely bring a positive change in country as GST promises better and effective tax collections which would thus result in better revenue for the government. Education being an important part of the social ecosystem, good schemes are required which the government can easily bring in with a good revenue thus helping in better social skills and better nation.



As far as educational institutes are concerned there are no practical change and the financial burden or load burden towards the institution has not changed much. Earlier service tax was paid by the institution and now GST is being paid by them to the government. The rate of GST is 18% that is being currently paid by educational institutes. The field of education did not have any direct impact of the service charges but other things required within the institution for the annual growth one of them being furniture is being heavily taxed at a rate of 28%. Earlier tax charged on GST was 12.5%. Now the scenario tells that the tax is extremely high and furniture is not a luxury at all.

It is very widely used both in rural and urban areas. In India still 70 % of household does not have basic furniture but at the same time furniture is an important part of infrastructure industry. The educational institutions have been mostly exempted from the heavy taxes. Gst was being planned for many years, so it was not suddenly implemented. There will be issues regarding the implementation initially but the government is trying to make the necessary changes. The maximum GST charged worldwide is 14%. Here in India its double. Government needs to find different ways to charge extra tax rates from high income earning people. The way GST was presented to the business world was not right because the advanced receipts needed to be charged as per GST. Initially it was very difficult for people to understand. Cities like Aurangabad had CA'S to clarify the doubts whereas in rural people it was a difficult to decode GST because of the lack of technology friendly people and lack of English grammar knowledge to interpret the law. It was generalised for the whole population without keeping in mind the different segments as everyone is not very used to the different kinds of online payments. Certain product categories had various issues regarding the tax rates.

The major problem was scaring of the business community. The main agenda of the government was to provide ease of doing business which didn't gel well with the business community. We need to think as one country whole and the challenge for the government is how easily they are able to bring it in front of the business world. One or two years people will get comfortable with GST which will lead to development.

The country must compliment each other and GST is a must for a developing country like India needed for the overall growth and development of the country. as said by

Mr. Ranjit Kakkad

Founder M.D, Next Furniture Solution

Before the implementation of GST but people would not provide service tax on the regular basis, but now there is compulsion for GST. Government has imposed 18% GST on logistics which does bring a large difference for us. If we want the benefits of GST one should be GST registered otherwise they would not avail with the benefits of GST. DTDC is 100% GST compliant from its first day of process of registration. Government was working from long time to implement this decision for that we were also ready. We also helped people to understand that those who are registered with Service Tax should get registered with GST. It was mandatory too.

When it started there were so many clashes, there was no business for whole month of its implementation, we also did our billing till 25th June then after that its billing was done with GST from 1st June. To explain it to the customers, it was very necessary for us to understand it first completely.

People started courier services for whole month then we explained them the one who are GST registered will get their benefits from bank.

Decision was not like implemented in a day but it was known to the people before it was implemented. I think it was correct decision but government would have done it in steps would have provided ease for everyone. Loss of it was only short term but benefits are for long term.

Sushil Katrale

Channel Manager & Channel Head,
DTDC Express Ltd.



The GST has been brought up by annulling a variety of taxes such as the excise tax, sales tax and many other taxes.

As many returns of the clients which are filed from my office, it is observed that the turnover has increased of majority of clients. The effect of the implementation GST on my clients' businesses can be described as growth in business. It can be said that recorded turnover is increased by about 25%. Also as more transactions are recorded in the books, more the income recorded for the owner.

As an accounting professional the work load has increased considerably which is but obvious as a new tax system has been introduced which will take some time for the clients to understand and analyse. New circulars are coming on a daily basis which we pass on to the clients and educate them with the same.

The very positive effect of the GST is that the government has started collecting more revenue on a regular basis. The government is able to achieve their goal of collecting more revenue and that is a good point to be noted.

The problem which every industry and sector is facing is of the administrative and technical aspect of the GST. One of the major problems faced by every professional is the software used by the government. The software is really very stiff and hard to handle. Also corrections are not welcomed in the software which is causing a major trouble for first time users.

The unorganised sector which largely consists of small traders has a resisting psychology towards the GST. This is because lack of understanding and knowledge in the unorganised sector. Also lack of resources such as accounting professionals, updated software's and technical staff has added the problems for the small traders.

The government could have revised the flexibility of the software by providing a more user friendly and easy to use software. A step by step upgrading of the software from a flexible level to the current stiff software could have worked as a boon to a number of professionals who are new to the computer ecosystem.

As said by

CA Umesh Sharma

Input Credit under GST – Some Aspects

CA Atharvesh Nandawat

The Goods and Service tax is one of the biggest fiscal reforms in India since Independence with the objective to streamline India's complicated indirect taxation. Change is definitely never easy. While every small or large business entity is busy in complying with GST regime, professionals are also engaged in discussions to assess the effect of GST on their transactions under various categories.

Very often, we believe the employer-employee relationship to be beyond the purview of indirect tax. The company, we figure, is only a juridical person and operates through the acts of its employees. So, the employee and the company should not be treated as different persons to charge tax on every transaction between them. But some of the entries in the GST law tend to defy this logic.

Schedule 3, of the Central GST (CGST) Act 2017 deals with activities or transactions that shall not be treated as supply. One entry specifies "services provided by an employee to the employer in the course of or in relation to his employment".

So, the consideration paid by an employer to the employee — i.e., salary paid for rendering services in the course of employment — would not be taxable under GST.

But here are some of the teething troubles which are taking its own time and shape while implementing this unified tax system. The examples below aim to highlight if they form "supply of service" from an employer to employee:

Transaction	Nature	GST Liability on Company	Input Tax Credit to Company
Medical Insurance for Employee and their Family.	No charges recovered from employee.	No GST liability if the same is covered in terms of employment.	No credit available to company as supply made directly to employees.
	Partial Charges recovered.	Liable for GST (to the extent of charges recovered).	ITC available.
Health Check-up Facility	Annual health check-up for employees	No GST liability if the same is covered in terms of employment.	Taxes paid in relation to health care services are not eligible for credit and need to be expensed out.
Free Food.	Free food on occasion of events and festivals	Liable for GST if not covered under the terms of employment.	Tax paid on outdoor catering would be available as credit IF Company discharges GST on outward supply to employees else the same shall be considered as cost.
Subsidised Food Or Subsidised price to employees on regular working day (CANTEEN FACILITY)	No charges recovered	No GST liability as the same is covered in terms of employment	No input tax credit available.
	Charges recovered	Treated as outward supply thus GST shall be charged on price.	Input tax credit available.
Bus / Car pick up and drop facility (home to office and back)	Company provides free of cost cab facility	GST liability shall arise since the same would be treated as supply of service.	Tax paid on bus /cab would be available for input tax credit.
Mobile handsets given to Employees.	Company provides mobile handsets to its employees.	No GST liabilities since such benefits are extended by Company to employee	Taxes paid on procurement of mobile handsets would be available as credit (Invoice to be in the name of Company).
Mobile phone Entitlements	Employees are eligible to claim reimbursement of mobile phone bills.	No GST liability on Reimbursements.	Not applicable since invoice would not be in name of company
Company car given to Employees.	Company provides car to its employees for both personal and official purpose.	No GST liability on car provided to employee (part of employment contract)	No ITC will available on the GST paid.
Long Service Awards.	On Completion of specified years-gifts or money in payroll.	No GST liability since such benefit is extended by Company to employee	NA
House lease	Company offers house	Not applicable since rent	NA
	Company offers house lease facility to specified employees where company pays rent	of residential property is exempted from GST.	
Employee Welfare (Off -site)	Company allocates amount for recreational activities like offsite, town hall etc.	No GST liability	Tax paid on procurement of goods/ services in relation to off-site will be available for tax credit, provided specifically restricted. Eg food and beverages are not available for tax credit.



- To Sum up it may be observed that anything covered in the terms of service employment will NOT BE LIABLE TO GST and also no tax credit will be available on such transaction.
- To avail input tax credit company need to make sure that their employees carry company's GSTIN during official tour.
- The GST paid on Stay charges are allowed as Input tax credit provided GSTIN is given to the hotel stayed in.

Input Tax Credit (ITC) being the backbone of GST and a major matter of concern for the registered persons, conditions for eligibility to ITC. These rules are also quite particular and stringent in its approach. Here are items on which ITC is not allowed.

Sr. No.	Items on which Input Tax Credit is Not Allowed
1.	Motor vehicles and conveyances except the below cases a) Such motor vehicles are further supplied (sold). b) Transportation of passengers. c) Used for imparting training and skills. d) Transportation of goods.
2.	Food and Beverages, Outdoor catering, Beauty treatment, Health services, cosmetic and plastic surgery. *If goods and services are taken to deliver same category of service or as a part of composite supply the credit will be available.
3.	Club membership.
4.	Rent a cab, health insurance except: a) Government makes it obligatory to provide its employees. b) If goods and services are taken to deliver same category of service or as a part of composite supply the credit will be available.
5.	Travel benefits extended to employees on vacation such as leave or home travel concession.
6.	Works contract service for construction of an immovable property (except plant & machinery or for providing further supply of works contract service).
7.	Goods and/or services for construction of an immovable property whether to be used for personal or business use.
8.	Goods and/or services where tax has been paid under composition scheme.
9.	Goods and/or services used for personal use.
10.	Goods or services or both received by a non-resident taxable person except for any of the goods imported by him.
11.	Goods lost, stolen, destroyed, written off or disposed of by way of gift or free samples.
12.	ITC will not be available in the case of any tax paid due to non-payment or short tax payment, excessive refund or ITC utilized or availed by the reason of fraud or willful misstatements or suppression of facts or confiscation and seizure of goods.



Recent Amendments

Exemption for purchases from Unregistered dealers:

- Registered person need not pay CGST and SGST on any supplies of goods or services received from unregistered person. This exemption effective from 13 October 2017 upto 31 March 2018. Notification 38/2017-Central Tax (Rate) dated 13 October 2017
- Registered person need not pay IGST on any interstate supplies of goods or services received from unregistered person. This exemption effective from 13 October 2017 upto 31 March 2018. Notification 32/2017 dated 13.10.2017 – IGST Rate

Exemption from payment of GST on Advance received

- Supplier of goods is not liable to pay tax on receipt of advance in case his aggregate turnover is below Rs. 1.50 Crore in preceding year or likely to be below said limit for newly registered person. Hence registered Supplier of services is liable to pay tax even on advances received irrespective of amount of turnover. Notification No. 40/2017 – Central Tax dated 13th October 2017.

Composition Scheme

- Tax payer for opting composition scheme can file intimation in any month up to 31st March 2018. The composition scheme would be effective from subsequent month of filling declaration in FORM GST CMP -02. After that statement in FORM ITC-03 declaring stock as on the date of switching composition scheme needs to be filed within 90 days from the effective date of composition scheme opted. Notification 45/2017-Central Tax dated 13th October 2017.
- In case person opting for composition scheme in mid of the quarter, the said person should file the GSTR 4 for the period when opted for the composition scheme. For the remaining period prior to opting for composition scheme the returns as applicable should be filed. Notification 45/2017-Central Tax dated 13th October 2017
- Composition dealer will not be required to report inward supplies from registered dealer for the quarter of July 17 to September 2017. Notification 45/2017-Central Tax dated 13th October 2017.

Invoice Amendment

- Invoice-cum-bill of supply can be issued in case single supply which includes taxable as well as exempted goods/ services when made to unregistered person. Notification 45/2017-Central Tax dated 13th October 2017.
- Monthly invoice can be issued by Insurance / NBFC / Banking / Financial Institution. Notification 45/2017-Central Tax dated 13th October 2017.

GST Registration

- Service providers providing interstate supplies of services and having aggregate turnover upto Rs. 20 lacs or Rs. 10 lacs in case of special category states are exempted from obtaining GST registration. Notification 10/2017 dated 13.10.2017 – IGST.
- More items are added in the list of products for which Persons making inter-State taxable is exempted from obtaining GST registration having aggregate turnover up to 20 lacs. Notification 32/2017 dated 13.10.2017 – IGST Rate.

GST return Format Amendment

- Reporting column for Cess amount paid on Exports, Supplies to SEZ and Deemed Exports has been added in Table 6 of GSTR-1 and GSTR-1A. Notification 45/2017-Central Tax dated 13th October 2017.

The Govt has issued numerous Notification/circulars for carrying out the amendments in the provisions of GST Act and as such the readers are advised to refer the latest amendments before taking any decision. You may also visit our web page or write to us for any updation.



E-way Bill in Easy Way

Dr. Deepak R. Gupta, Superintendent (GST)

(This article by the author is based on personal opinion for education purpose only. For further clarification, please refer to GST Act and rules.)

GST Electronic Way Bill i.e. E-Way Bill (EWB) has been implemented in India from 1st April 2018 for inter-state movement of goods and from 1st June, it has been made applicable for all movement of goods. By 16th June 2018, all 36 States / Union Territories including Maharashtra have made EWB applicable for movement of goods within their territory. This article is an attempt to explain EWB provisions in a layman's language in Question – Answer form for its better understanding.

1. What is EWB and why it is required?

Ans: EWB is a document required for declaring movement of goods from one place to another. The movement may be either (i) from supplier to recipient; or (ii) from manufacturer to job worker and vice versa; or (iii) between two premises of same businessman; or (iv) for any other purpose. In short, if goods are moved from one place to another for any purpose like supply, other than supply or inward movement from unregistered person, EWB has to be generated.

2. What is EWB applicability and who should generate it?

Ans: EWB is to be generated by every registered person causing movement of goods of consignment value (inclusive of GST) exceeding Rs. 50,000/-.

3. What is meant by the phrase 'person causing movement of goods'?

Ans: Normally, delivery is given by supplier either at premises of the supplier (i.e. Ex-works delivery) or door delivery to recipient's premises. In case of delivery ex-works, the possession of goods is given to the recipient at supplier's gate itself and the recipient arranges for transportation. However, in door delivery option, the supplier arranges for

transportation upto recipient's premises.

4. Whether to and fro movement of goods between registered supplier and unregistered recipients also warrant EWB?

Ans: There can be four situations for movement of goods:

(i) Registered supplier to registered recipient: EWB may be generated by either of them depending on terms of delivery i.e. the person causing movement of goods is responsible for EWB generation.

(ii) Registered supplier to unregistered recipient: EWB to be generated mandatorily by registered supplier in case of door delivery terms. However if movement is caused by unregistered recipient (i.e. Ex-works delivery), he may generate EWB voluntarily.

(iii) Unregistered supplier to registered recipient: In such supplies, the movement of goods is deemed to have been caused by registered recipient and he is required to generate EWB irrespective of terms of delivery.

(iv) Unregistered supplier to unregistered recipient: In such transactions, though EWB is not mandatory, it can be generated by either of them on voluntary basis.

5. Is there any commodity for which EWB is not required?

Ans: Normally EWB is not required for goods which do not attract GST. In addition, there are few GST taxable items for which EWB is not required. These are LPG cylinder, kerosene oil, postal baggage, currency, jewellery, precious stones, corals, used household articles etc.



6. *Is there any distance exemption for EWB?*

Ans: No such distance exemption clause in EWB provisions. Any direct movement of goods between supplier and recipient warrants EWB, irrespective of distance. However, for movement of goods from supplier's premises to transporter and from transporter's premises to recipient, part B is not mandatory, if the said distance is below 50 km.

7. *What is validity period of EWB?*

Ans: For non ODC cargo, the validity is one day for every 100 km. or part thereof. However, in case of ODC cargo, one day is given for every 20 km. or part thereof. Validity starts from part B updation (i.e. vehicle number entry) and first day lasts till 12 midnight of next day.

8. *Can EWB once generated be edited or modified or updated?*

Ans: No changes can be done in part A (i.e. consignment details) of EWB once generated. However, part B (i.e. vehicle details) can be updated any number of times within validity period. However, in case of wrong details fed, EWB can be cancelled by generator within 24 hours.

9. *What is difference between cancellation and rejection of EWB?*

Ans: EWB can be cancelled by generator within 24 hours; whereas it can be rejected by recipient within 72 hours or validity, whichever is earlier. If recipient does not reject EWB within 72 hours, it would be treated as deemed acceptance by him.

10. *Is there any need to generate EWB even for consignments below Rs. 50,000/-?*

Ans: For consignments even below Rs. 50,000/- EWB is mandatory in case of inter – state movement of (i) goods being sent for job work and (ii) handicraft goods.

11. *What are the penalty provisions, if a person does not generate EWB?*

Ans: As per section 122 of CGST Act, non carrying

EWB number along with consignment / conveyance may result in penalty of Rs. 10,000/- or tax evaded, whichever is higher. Similar provisions are under SGST Act also. There is a provision for detention and seizure of goods and conveyance under section 129. Similarly, confiscation can also be done under section 130.

12. *Are EWBs going to be checked?*

Ans: Person in-charge of conveyance need to carry either EWB or EWB number along with consignment. An officer empowered by Commissioner may intercept and check EWB on transit checks posts.

13. *How to generate EWB?*

Ans: EWB can be generated online on <https://www.ewaybillgst.gov.in>. In addition to web, EWB can be generated by SMS, Android App, APIs, bulk utility, etc.

GST FACTS

- India's GST is based on the Canadian model.
- GST in India was made on the recommendation of Vijay Kelkar Committee.
- The first state which implemented the GST was Assam.
- Amitabh Bachchan has been made the brand ambassador of GST.
- GST has been implemented under Article 279 of the Indian constitution.
- GST Council was formed by the President of India in September 2016.
- During passing of GST bill in parliament; 336 votes casted in the favour of GST bill and 11 votes were against it

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MAGIC

Marathwada Accelerator for Growth
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Marathwada Accelerator for Growth and Incubation Council

CMIA's ambitious project

“Marathwada Accelerator For Growth and Incubation Council (MAGIC)’ is initiated with the objective of addressing the needs of Start-Ups and catering to needs of young, budding, talented entrepreneurs of Marathwada Region.

To create a world class startup infrastructure CMIA (Chamber of Marathwada Industries and Agriculture) has taken the many new initiative. CMIA is working closely with German Government Development agency (GIZ) and with its support, recently started the Startup accelerator and incubation services under the banner of “Marathwada Accelerator for Growth and Incubation Council (MAGIC)”. MAGIC is created to support the new entrepreneurs for achieving the better growth and inculcate the entrepreneurship zeal among young graduates to work for finding the solutions for social issues, which further can be develop as a startup

Seventeen Design Principles for Early Startups

Today's Startup ecosystem is progressing not just in terms of product development and distribution but also in the field on design. A few years ago, Indian startups were associated with speed, agility, efficiency, and passion - but not design. However, things have changed for the better and design has become an important part of India's product development process.

One of the key methodologies that has led to this inclusive design culture has been the rising popularity of Design Sprints.

In a nutshell a design sprint is a structured, wholesome brainstorm session which combines design thinking with the essence of agile development. Instead of simply assuming your users need a product or feature and investing time and effort into building it, releasing it and iterating till people are happy, design sprints can be used to quickly ideate, prototype and test before building.

Design is all about adding value in the best possible way. The headline of this piece was designed to get your attention. Now, let's deliver some value. Here are our learning from design sprints, workshops, and our own experiences:

1. ABCD (AnyBody Can Draw) - Seriously. I'm one of those people who ended up dropping a career in medicine as an option only because I sucked at drawing. Sketching rough patterns help convert your vision for what the product must look like into something your teammates can understand. After all, a picture is worth a thousand words. Turns out even people who're as bad at drawing as I am can be useful in a design sprint. Everyone can sketch something that could potentially lead to great ideas.

2. Know your users - Most founders build products to solve problems they themselves face. However, the products they end up building may not be used exclusively by people like them. There is also the possibility that the product solves a problem those building it have not faced themselves. Putting a name, description and need to your user categories will help you stay focused on what truly is important and what isn't.

3. Why > What or How - One of the best things we learnt while doing persona research was the importance of asking "Why?" Every time you think a feature or product you set out to build would be something its intended user would actually use, start asking the simple question "why?" Repeat this process five times and you'll arrive at the core of user psychology. It is magical.

4. Record everything - Every activity that is a part of your design sprint or brainstorming session should be recorded in one way or another. If you have a wall full of post-it notes, take pictures. If you're interviewing a user, ask for their permission and record the conversation preferably on video. Revisiting your sprint can often help you stumble upon something you missed completely or gain a new perspective.

5. Time restrictions work - Think about it. Although we hate deadlines, they serve as powerful motivators. This works wonderfully during a design sprint. One of the activities we had was called "Crazy eight." Each participant was given exactly 300 seconds to sketch 8 crazy screens (of your app/website.) These led to some of the best designs.

6. Flat is phat - (phat = pretty hot and tempting) - Design sprints flatten out the team. One of the key aspects of a design sprint is the importance it gives to each team member's ideas. Practises like Zen voting where all the team members silently vote on ideas with no knowledge about who came up with those ideas help level the playing field and take away inhibitions.

7. Focus is golden - While asking a lot of questions, talking to a lot of users and testing multiple iterations can open your eyes to a whole bunch of uses cases for your product, it is important to never lose focus of the core issue it is trying to solve. The easiest way to do this is by knowing what your user's ideal journey should look like while using your product. Once you have that golden path figured out, it is easy to build other paths around it.

8. Your buddy is a tool - Did you chuckle? It's true. You know it. Design sprints require you to use verbs you probably haven't used previously "storyboard" "prototype"



and “wireframe” are three such verbs. Each of these functions can be performed efficiently and with ease, using a plethora of tools - free and paid, available online. Spend some time looking for the right tools and you’ll save a lot of time while building your product.

9. Three’s not a crowd - While you may not be able to share a pizza amongst yourselves, teams of three or more excel at brainstorming and design sprints. The number of ways in which a single screen can be designed is influenced by the number of participants in your sprint. Involving most of your team including members who may not have anything to do with the ‘product’ side is a great idea because of the perspectives. A design sprint is a great chance to bring the team up to speed and function like a family and an army at the same time.

10. Have fun - Seriously! Having fun while conducting a design sprint, brainstorm or any internal meeting is a great way to ensure that your ideas are out of the box. Your creative juices get flowing when you’re having a good time. Sketching, brainstorming and competing with yourself to come up with the most creative solutions to a problem ought to be fun for it to be successful. Besides, you’re more likely to make a habit out of something that is fun.

11. Step into the user’s shoes and forget your titles- While working on the design of a product or service, it is important to shed all the titles one identifies with. The only way to design well is by having a single-minded focus on the user and that is done by putting oneself in the user’s position. Describing a user scenario gives you an idea of when the user will come across your product. For the persona described, answer questions like who, what, where, when, why, and how often the product will be used by the user. Standing in the user’s shoes, you will empathize with the user and this is the key to a great product.

12. Talk to your users - It is a natural human tendency to build solutions based on a set of assumptions we believe to be true. However, the best approach is to actually hit the streets and talk to one’s users. No change should be incorporated without testing out one’s assumptions first.

13. Brainstorming sessions matter - Especially at product startups and small teams, brainstorming can lead to

some of the best designs and ideas. A flat organization leads to free flow of ideas and you never know which one of these ideas ends up delighting your users. Invest some time in this important process before jumping into ‘build mode.’

14. Comfort is key - Be it internally while brainstorming with your team or during usability tests and interviews, the comfort of all the participants is of utmost importance. Making sure that an interviewee, teammate, or tester is at ease will lead to better feedback and ideas.

15. The 6Ds of the ImaginXP design process - Deliver, Discover, Define, Dream, Design, and Develop. These are pretty self-explanatory, but this order lays the foundation for a good design process and adherence to it can help any young organization save a lot of time and other resources.

16. If everybody is part of your target market, nobody is part of your target market -

Products and services are built for specific sets of users and creating user personas can help with design as well as market positioning. Framing a persona helps you determine who you are designing the product for and whether the product is worth taking forward. Defining the persona’s demographics, behaviour, and other details help you mould your product into the perfect product for your user.

17. Document and measure everything -

Peter Drucker famously said “What gets measured gets managed” and it certainly holds good in the context of good design. Recording, reviewing, and collating the information from the user interviews is critical.



*Never give up on a dream just because
of the time it will take to accomplish it.
The time will pass anyway.*

~ Earl Nightingale



Establishing Entrepreneurial Ecosystem in Tier 2 City Engineering Campus

By Dr. Nitin Kulkarni, Director, KLE-Centre for Technology Innovation and Entrepreneurship.

With changing winds on globalization, leading slowly in to protectionism, countries like India have a greater challenge ahead of them. With the past 2 decades, India found its strength in engaging her young talent meaningfully in the field of IT and ITeS and thus reaping the benefits of globalization. Young graduates were hired in large numbers from campuses like never before during these hay days of IT business. India also got used to bountiful harvesting of IT jobs be it in India or abroad. With the recent tighter visa norms, work permit restrictions, protectionism, the dream of young engineering aspirant to be gainfully employed seems threatened. The fact that hundreds of thousands of jobs being created annually might soon seem like a thing of the past. But just like anything else, all good things must come to an end and that is when Innovation kicks in.

How do we manage the reduced job opportunities? How do we engage our young talent to a better and productive use such that the demographic dividend that India enjoys in seeing 50% of the population being below the age of 28, is driving India to a newer heights? It seems, channelizing their intellectual ability to drive innovations and in turn create value laden products and services seems the only way!

With majority of the Indians hailing from lower-to-upper middle class and for whom being employed is the sole goal of life, this shift in the paradigm is hard to emulate. It is in the interest of the vast number of graduates coming out of India's universities and keeping the future of the country in mind, Innovations at the campuses must be encouraged, nurtured and productized. This requires campuses to dawn a different role as an enabler. One such successful model for a tier 2 city in India, Karnataka – Hubli, possibly can help other aspiring institutions to take this on without reinventing the wheel.

Background: KLE Technological University, formerly known as BV Bhoomaraddi college of engineering and Technology, was established in the year 1947. Over the past 70 years, it has been providing quality engineering education to the young talent across the region. Many noteworthy alumni have been a part of the nation building initiatives who, in their young age, walked through the corridors of this institution. However, with changing times, institution grew and currently has more than a dozen of UG and PG programs running. Over 5000 students study at this institution with a dream to be the best engineer.

In 2012, one of the survey conducted by this institution revealed that over 98.5% of the engineering graduates migrate

to metros or tier 1 cities of India seeking jobs. When the study was extended to other non-technical graduates, a whopping 90% were found to do the same. Now, with all the best talent gone, Hubli-Dharwad, continued to suffer with their development plans and implementation. One other aspect of this study claimed that, had there been an opportunity to work in Hubli-Dharwad, many of the young graduates would take it up, provided the job provides similar opportunities as in the Metro organizations and financial compensation is competitive in comparison with these organizations.

This study led to the formation of a think tank consisting of academia and industry to arrive at possible action plan. With the evident challenges of the tier 2/3 cities, there was a need to design and strategize a campus entrepreneurial ecosystem that could house high tech start-ups and thus provide jobs for young graduates. The Center for Technology Innovation and Entrepreneurship (CTIE) came in to being in 2012. The objectives of the CTIE is to set up a platform to,

1. **Develop entrepreneurial thinking and liking in the mind of students**
2. **Excite students to take on socially relevant challenges and help build solutions**
3. **Develop ability to build business around tech. solutions**
4. **Engage entrepreneurially aligned people to come together to be a part of the business ecosystem**

Engineering campuses need entrepreneurial ecosystem as a test bed to put their innovative technology ideas to work. The ecosystems allow entrepreneurially aspirant students and graduates to test their ideas and assumptions. Though most of the start-ups end in failures, the ecosystem provides a strong mentor base and support, making failures a part of the learning process.

Engineering institutions are also a great place to start business ecosystems because, they provide for most of the startup requirements like-access to working space, labs, library, students and faculty, thus making it a lucrative destination.

KLE Technological University realized the potential of setting up an entrepreneurial ecosystem in 2012, a formal launch was made with many eminent industry and academic personalities as its governing board members. CTIE –Centre for Technology Innovation and Entrepreneurship was started



with a vision 'To be a Pioneer, Foster, Enable and Grow the Innovation and Entrepreneurial Ecosystem in Tier-2 Cities'.

CTIE, in collaboration with department of Science and Technology (DST) and MSME, Government of India, has taken on a mission to connect students, businesses and community to drive local entrepreneurship. CTIE's technology focus and build-up of mentoring resources has helped young entrepreneurs to incubate their ideas at CTIE. Over 18,000 sqft of incubation space is being offered at no cost to the incubatee, which is by far the largest an educational institution has given away in the region. An additional 12,000 sq. ft. Tech Park houses revenue earning ventures graduating from CTIE on commercial terms.

CTIE Strategy:

To help build up a technology entrepreneurship ecosystem, CTIE followed a two pronged approach as shown in Fig no. 1. The first is to encourage external entrepreneurs with a good business plan and cultural fit to start their business on KLE Technological University campus. This enabled quick ramping up of companies with commercial interest that served as a beacon to engage students in a variety of collaborative activities. Alumni of KLE Technological University responded to this call effectively and many businesses made CTIE as their home. Simple and no-strings-attached policies of CTIE helped to attract serial entrepreneurs and young engineers to build their ventures.

The second path focused on building the pipeline of eligible students who are open enough to experience career of an entrepreneur. A good mix of credit based and non-credit activities were undertaken as a part of this approach. The second path focused on building the pipeline of eligible students who are open enough to experience career of an entrepreneur. A good mix of credit based and non-credit activities were undertaken as a part of this approach.

CTIE two pronged approach towards building entrepreneurship

The entrepreneurship interventions designed at KLE Technological University focused mainly on,

- 1. Building entrepreneurship culture on campus**
- 2. Opportunity identification and technology solutions**
- 3. Commercialization strategies**

These are achieved using a 7 step Strategic Development Framework for New Ventures model. The model aims at empowering students to experience all that a real entrepreneur experiences but in a less intimidating and more supportive environment.

KLE Technological University's initiatives to drive through the 7 stages of Strategic Framework are designed to ensure students move from one phase to another at their own pace. This self-pace setting increases the comfort level and reduces anxiety in the mind of students.

To enable, empower and educate young students, many interventions have been implemented. Over the last 6 years, these have grown manifolds. Some of them are,

PUPA - It is an Accelerated Entrepreneurial Experience for students. Under this program, students are encouraged to take up any product idea, build it and sell it. All participating student teams are given seed funding to develop and build their product. This event is open for all engineering and management students in the region. PUPA has a time line of 6 weeks and at the end of it, teams would demonstrate their products and share their experiences with local community invitees.

PUPA aims to harness the raw energy and enthusiasm of students, and to connect intellectual ideas to monetary gains. It also helps develop team participation, negotiation skills, thinking out of the box, facing ambiguity, and eventually, selling a product! This program has grown 20X in the last few years.

Ideation Camps: Intel Youth Enterprise program is a globally accepted workshop format for developing and scaling ideas. The program consists of an ideas framework that helps participants, through the stages of ideation, validation, development and lastly, testing in a real world environment. All through the workshop, there are Buddy sessions, energizers, peer-coaching, mentoring and many such fun and exciting activities. Student teams make B-plans and present them to win cash prizes.

Butterfly: It is a business plan competition open for all students of KLE Technological University. The pitch contest is held with external entrepreneurs as judges. Selected business plans are qualified to take part in CTIE capstone project track for one year. During this one year, students are expected to conduct literature survey, and competitive analysis of the proposed solution. Eventually they make the proof of concept ready for field demonstration. Since 2015, 5 start-ups have come up from the Capstone project track!

Global Entrepreneurship and Innovation: This is a multi-disciplinary and multi-cultural team activity, where in students from KLE Technological University and University of Massachusetts come together to build a business model for a chosen technology solution. The two week residential course emphasizes on literature survey, global business standards and regulations, competition evaluation, financial and market viability of the chosen solution. Students develop a business



model and eventually pitch it to an external jury panel. Teams comprises of students from engineering, business, economics, health sciences and nursing. Since 2014 the emphasis of this program is on a multi-nation experience, wherein students from Japan, China, Thailand and Guyana, US and India have taken part. Till date over 300 students from KLE Technological University have graduated out and remarkably many have started their ventures at CTIE.

Where is CTIE today?

Today, CTIE, A Technology Business Incubator, is considered as one of the successful Tier 2 campus entrepreneurship model. It is been studied by many institutions across India and is being replicated in many institutions.

- **KLE CTIE till date has incubated over 67 start-ups with over 9 started by students**
- **Currently 37 ventures are in the incubation at various growth stages**
- **2 companies have valuation of over INR 100Cr.**
- **Five of the start-ups are have women founders**

Conclusions:

The Entrepreneurship initiatives at KLE Technological University, has really changed the entrepreneurial landscape of Hubli City. The outcomes are impressive in both quality and quantity. KLE Technological University campus now has a changed culture where in more and more students are willing to come forward to experience entrepreneurship on campus. They have also realized the connection between entrepreneurial thinking and its implications in successfully getting placed on campus. This culture has helped in creating technology entrepreneurship with a growth rate of over 1000% in just 72 months.

These successes point to the fact that, entrepreneurship skills can be learnt and acquired through well designed entrepreneurship program. Integrating Entrepreneurship education not only results in tech start-ups, but also promotes entrepreneurial culture. This culture can blossom into investable start-ups that have a positive impact on the local / national economy.

Two Start-ups partnered with KLE Tech Univ. Faculty

Magveh Energy Recovery Systems Pvt Ltd

Founder: Prof. Aditya M Deshpande

Magveh Energy Recovery Systems is focused on development of Suspension Energy Recovery System (SERS) for commercial xEV's which harnesses the energy dissipated from the motion of vehicle suspension system. A significant amount of energy is produced from constant road vibration through which vehicles undergo in all operating conditions,

be it speed breakers, during cornering, braking, potholes etc. This energy can be stored and used to power xEV's providing better efficiency.

The company has identified its target market as hybrid & electric commercial vehicles. These will include light and heavy duty commercial vehicle categories such as electric trucks, electric buses, electric mini-vans etc. The fleets of electric commercial vehicles are already established in countries such as USA, Canada, and China. As per Indian government's FAME (Faster Adoption and Manufacturing of Electric & Hybrid Vehicles) policy, the market will soon expand for electric and hybrid vehicles. Few Indian cities such as Mumbai & Delhi already have hybrid & electric buses in their fleet. Launch of hybrid/electric commercial vehicles from well-established automotive companies such as Ashok Leyland's Versa and Hybus electric buses, Tata Motors Ace electric, Mahindra e-Supro pick up van and many others are just entering the market.

Extremz Biosciences Pvt Ltd.

Founder: Dr. Jayachandra S Yaradoddi

Extremz Biosciences is a KBITS funded Startup Company, registered on 9th June 2017 and incubated in CTIE, KLE Technological University, Hubli. It aims to carry out research activities in India or elsewhere related to Biosciences and Biotechnology, establishment of Model Biotech Startup, development of Economical Biodegradable Plastic and Biotech based products, Commercial production of Biodegradable plastic, Biopolymers for medical applications, taking up outsourced biotechnology research and related work & to develop, manufacture, formulate, process, refine, reprocess, export, import all kinds of enzymes, antibiotics, medicinal preparations, drugs, chemicals, natural chemical products & allied goods having industrial value as well as societal benefits & to carry on business of production of beneficial microbial solution for treatment of all kinds of waste, take up turnkey projects for plastic, water & waste treatment, take up operation & maintenance of biodegradable plastic, erection & marketing of bio-gas plants and marketing of machinery and equipments for plastic and waste treatment and to export, import, manufacture, market or otherwise deal in machinery and equipments used in biosciences and biotechnology sector.

To conduct research and development on various areas in bio-sciences and biotechnology and nanotechnology and to carry on the business in the area of biopharmaceuticals, custom research, clinical research and development, bio-processing, biological and proprietary molecules, microbial fermentation, chemical synthesis and enzymes.



“Indian startups can find solutions to global problems by innovating for Indian challenges” - Amitabh Kant

This article was originally published in YourStory, India’s largest digital media platform for startups and entrepreneurs.

A country’s GDP growth is one of the primary measures to gauge its economic health. And India’s GDP growth, at seven percent per annum, is growing on the back of surge in opportunities and the impetus provided to encourage the growth of entrepreneurship. How does one continue to bring up this number, and ensure that India grows in a healthy and consistent manner over a long period of time, while also working to reduce the vast economic and social inequity that exists?

At the recently-held Kalaari Summit 2018, Imagine Tomorrow, the dynamic Amitabh Kant, CEO of NITI Aayog and the man behind the pathbreaking ‘Incredible India!’ and ‘God’s Own Country’ campaigns, shared his vision for the India of the future. He believes that startups and technology have a very significant role to play in building this India. Here are some excerpts from his talk:

On the paradigm shift brought about by UPI

“Almost a decade and a half back when I was Secretary of Tourism, I was also in charge of the fisheries sector. We wanted to open bank accounts for fishermen and fisherwomen in Kerala, but it was a huge challenge. It took me 11 months to open those accounts. A couple of months back, I was at an Onam celebration at Federal Bank. They opened my account using my thumb impression in 55 seconds flat. So, imagine, from 11 months to 55 seconds — that is the paradigm shift Nandan (Nilekani) has actually led to. He has created an infrastructure which enables us to do this.”

On a robust government-led infrastructural backend that can power global innovations

“Unlike China, where your private data is owned by Alibaba or Baidu, or Google and Facebook in the United States, what distinguishes India from the rest of the world is that we’ve been able to create this unique Aadhaar infrastructure, the India Stack, and the UPI, which is all government-led. On the back of this public infrastructure, you have almost a thousand fintech companies innovating on a regular basis. You have Google Tez, Facebook, WhatsApp, Samsung Pay, all of them innovating for the Indian market. It is because of this phenomenal backend which has been created that you are able to come up with all these innovations in India which will enable them to be carried to the rest of the world.”

On India innovating and finding solutions for the real challenges facing humanity

“While Silicon Valley has the greatest number of innovators, it has the least number of problems. In India, you have all the challenges of the world; therefore, you need all the innovations of the world. And if Indians and Indian startups can find solutions for the problems of India — which are water, cleaning up your cities, converting sewage into energy — with these social innovations you are actually not just finding solutions for the one billion people of India, but you will be finding solutions for the seven billion people of the world.”

On laying an early foundation to build the innovative mindset

“We’ve grown up with the Anglo-Saxon system of education where book learning, examination, passing, is very critical. But one of the things we are trying to do is to disrupt this. In the last one and a half years, we’ve opened 2,400 Tinkering Labs in schools under the Atal Innovation Mission. We’ve provided robots, 3D printers, Internet of Things, to students from Class VI onwards. Our objective is to develop the innovative mindset from Class VI onwards. We are also supporting a vast number of incubation centres across India linked to educational institutes, private institutes as we want students to play around in these incubation centres and come up with innovative products.”

On viewing failure as an essential part of starting up

“We’ve all grown up in a system where a parent or a teacher couldn’t afford to see a child failing. But failure is an inherent part of a startup movement. Indians must start respecting failure. There’s nobody in the world who has not failed; you fail once, you fail for a second time, but the third time you’ll definitely succeed. But we should create an ecosystem which will enable you to move out of the system.”

On the role women entrepreneurs need to play in boosting India’s GDP

“If India’s challenge is to grow with jobs, these jobs will come from young startups, they’ll come from MSMEs. That’s why, along with the big impetus to the startup movement, the government has tried to provide Mudra Loans without any collateral, so that we can create young entrepreneurs. Around 76 percent of these Mudra loans have been taken by women entrepreneurs.”



“In India, it’s very difficult to grow at 9–10 percent per annum. We’re growing at about seven percent plus but the challenge is to grow at even higher rates over a three-decade period. So, women entrepreneurs have to play a key role. In India, women account for just 20 percent of our GDP. The challenge is to take it close to the global average of 44 percent. Therefore, you need to create many women entrepreneurs in India; many startups have to be driven by women.”

On disruptions required in the areas of education, health and agriculture from startups

Education:

“The quality of learning has really fallen in India; 44 percent of the students in Class V are not able to read or write Class II English, 25 percent of the students are not able to read or write their mother tongue and almost 38 percent of Class V students are not able to do simple addition and subtraction. There is absence of teachers and teaching is not fun. How do we use technology to leapfrog in education and how do we improve the quality of learning?”

Health and nutrition:

“Eight crore people in India are below the poverty line because their out-of-pocket expenses for tertiary care are very high. On the health front, I think a huge amount of work has to be done and the only way to make a difference is through startups.”

Agriculture:

“Another issue is how to enhance farmers’ productivity and double their incomes. This morning, I interacted with a number of agricultural startups in Bangalore and I was pleasantly surprised by the extent of technology they’ve used for bringing in farmers’ produce, getting them a higher return, monitoring the crops, analysing them, using artificial intelligence — some of them even used drones.”

“All these are areas which are crying out for disruption. I believe that in several of these areas, we cannot make a breakthrough if we are not able to bring the passion and energy of young startups into this movement. And we need to ensure that we are able to use technology to leapfrog.”

The situation is ripe for Indian startups — now with access to the resources they need to grow and thrive — to rise to the challenge and create real disruption for billion-plus Indians.

Resource Link: <https://yourstory.com/2018/03/india-startups-solutions-global-problems/>

What it takes to thrive: K Ganesh on great ideas, and building successful startups

This article was originally published in YourStory, India’s largest digital media platform for startups and entrepreneurs.

In the world of Indian startups, K Ganesh is something of a legend. His past successes, in conjunction with his wife Meena Ganesh, have given him iconic status, and his current venture GrowthStory has helped script some of the most successful startup stories in recent years, including Portea Medical, bigbasket, FreshMenu, Home Lane, AcadGild, HouseJoy, Social Frontier, and many more.

Ganesh’s myriad experiences and learnings over the years have given him unique insights into the startup arena in India, and what it takes to succeed in the sector. Here are 10 essential lessons from entrepreneurs, distilled from his conversations with YourStory over the years:

Everything starts with a great idea

“Pick a big problem to solve – a big need or a large pain point.”

In an ecosystem rife with conversations about valuation, returns, and scale, we are starting to forget that the first step is an amazing idea, one that solves real challenges. Everything else follows. Ganesh’s own entrepreneurial journey, and as a mentor at GrowthStory, has had great ideas at the core, and the success that followed those ideas has been phenomenal.

Challenge is part of the entrepreneurship game

“Find a new way to change the status quo. Be sure you are willing to commit to entrepreneurship and make the sacrifices needed to be one – remember the quote – no one said entrepreneurship is easy but only that it will be worth it.”

The idea of starting up is glamorous. It is a life free of bosses. But the heightened levels of accountability and personal involvement make this life much more challenging than a regular 9 to 6. According to Ganesh, it is important that one gets into entrepreneurship for the right reasons. It needs to be an informed decision, and entrepreneurs need to deeply understand the sacrifices they are going to have to make. Just like there are no free lunches, there is no such thing as an easy entrepreneurial journey.

There is no guarantee of repeated success

“Each startup is different and past performance is not indicative of future returns – every day the entrepreneur has to face himself/herself in front of the mirror and start afresh. I have been mostly lucky to work with great entrepreneurs, good timings more than any serious planning.”

Consumers are fickle, luck changes (industries do too), and there is always something new on the anvil. Everyone within the startup ecosystem needs to see that success is



rarely replicable. A successful entrepreneurial journey is a combination of constant innovation and value addition, right collaborators and partners, and pot loads of luck.

Funding is not everything

“Companies, which have the right genes, can always raise funding, even in a somewhat tight market.”

Sure, funding fuels growth. But before it happens, what one needs are a good idea and a great execution team. When the two come together, funding and growth follow, even in the hardest of times.

Be prepared for the emotions

“You can never be an entrepreneur without passion and emotional attachment.”

For most founders, their ventures are like their babies. They give birth to the idea, they nurture it, and they bring it up. Then, depending on how things go, sometimes they exit, and sometimes they go on to create great companies. But no matter what the end result, every day of one’s entrepreneurial journey is about passion and emotions. Ganesh likens it to a child’s wedding. Rituals demand that sometimes they change their names, often they start their lives in another home, but they never really stop being your children. The highs and lows of entrepreneurship are similar – you don’t really ever cut the ties, whether you exit or stay on.

One can conclude that keeping a tab on these emotions and using them to one’s advantage, can go a long way in a successful journey.

Money is an important part of the game

“For me, it is very important to build monetization of value in whatever you are doing.”

If a serially successful serial entrepreneur says this, it must be true. Passion and emotions are all very well, but in the end, entrepreneurs are building businesses, generating employment, and have homes to run and bills to pay. No matter how strongly one feels about the idea, without a thought-through business model that ensures income, there is no sustainable business.

Mutual respect is at the core of a successful partnership

“What has worked really well for me and Meena is that our skills are extremely complimentary as well as different. We have a healthy respect for each others’ skill sets and what we bring to the table.”

Ganesh and his wife Meena, a successful business leader and entrepreneur herself, form a powerful team. They have had a series of successes together in their entrepreneurial

journey, and individually in their corporate careers before that. Their skills are diverse and yet, they complement each other. They are also one of the few husband-wife teams who have aced the partnership game. Therein lies the biggest lesson for entrepreneurs, married to each other or not – the need for respect for their business partners’ skills and core competencies.

Perhaps it has something to do with the ability to feed off each other’s strengths and cancel out the weaknesses. Great partnerships ensue when one person brings innovation, big dreams, and vision to the table, and the other brings prudence, practicality, and execution. There is a reason why some of the most iconic brands of our era come from rock-solid partnerships between two people with different worldviews and skills – the Wozniaks and the Jobs, the Hewletts and the Packards, the Ganeshs and the Meenas.

The fun is in the process

“You must enjoy what you are doing. If you are not enjoying, then there is no point to anything!”

If a founder gets into the entrepreneurship game with his eyes solely on the end result, the road ahead is going to be emotionally and physically draining. Ganesh’s advice steers towards finding an idea that you don’t just feel strongly about or one that is most likely to succeed, but also one that you truly enjoy. Entrepreneurship is hard work, and the journey is full of pitfalls and setbacks. If one doesn’t enjoy the work itself, it is going to get that much harder. Success then does not seem as much fun, and failures and setbacks and having to rise from them feels much worse – and it actually is.

Destiny and hard work go hand in hand

“Luck plays an important role, and also, being in the right place at the right time. We often underestimate the role luck plays in success.”

When opportunities present themselves, only some are lucky enough to see them and seize them. Hard work, intelligence, and a great team then ensure that the lucky few persevere long enough to turn the opportunity into a roaring success. Ganesh insists that destiny and hard work go together – one is incomplete without the other.

It is clear that K Ganesh has a practical, middle-path approach to all things entrepreneurship – ideas, money, funding, exits, and more. He balances out the extremes of emotions and financial returns, luck and deliberate action – and that in itself is an essential lesson, in life as well as well as in entrepreneurship.



What it takes to thrive:

K Ganesh on great ideas, and building successful startups

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Mutual respect is at the core of a successful partnership

“What has worked really well for me and Meena is that our skills are extremely complimentary as well as different. We have a healthy respect for each others’ skill sets and what we bring to the table.”

Ganesh and his wife Meena, a successful business leader and entrepreneur herself, form a powerful team. They have had a series of successes together in their entrepreneurial journey, and individually in their corporate careers before that. Their skills are diverse and yet, they complement each other. They are also one of the few husband-wife teams who have aced the partnership game. Therein lies the biggest lesson for entrepreneurs, married to each other or not – the need for respect for their business partners’ skills and core competencies.

Perhaps it has something to do with the ability to feed off each other’s strengths and cancel out the weaknesses. Great partnerships ensue when one person brings innovation, big dreams, and vision to the table, and the other brings prudence, practicality, and execution. There is a reason why some of the most iconic brands of our era come from rock-solid partnerships between two people with different worldviews and skills – the Wozniaks and the Jobs, the Hewletts and the Packards, the Ganeshs and the Meenas.

The fun is in the process

“You must enjoy what you are doing. If you are not enjoying, then there is no point to anything!”

If a founder gets into the entrepreneurship game with his eyes solely on the end result, the road ahead is going to be

emotionally and physically draining. Ganesh’s advice steers towards finding an idea that you don’t just feel strongly about or one that is most likely to succeed, but also one that you truly enjoy. Entrepreneurship is hard work, and the journey is full of pitfalls and setbacks. If one doesn’t enjoy the work itself, it is going to get that much harder. Success then does not seem as much fun, and failures and setbacks and having to rise from them feels much worse – and it actually is.

Destiny and hard work go hand in hand

“Luck plays an important role, and also, being in the right place at the right time. We often underestimate the role luck plays in success.”

When opportunities present themselves, only some are lucky enough to see them and seize them. Hard work, intelligence, and a great team then ensure that the lucky few persevere long enough to turn the opportunity into a roaring success. Ganesh insists that destiny and hard work go together – one is incomplete without the other.

It is clear that K Ganesh has a practical, middle-path-approach to all things entrepreneurship – ideas, money, funding, exits, and more. He balances out the extremes of emotions and financial returns, luck and deliberate action – and that in itself is an essential lesson, in life as well as well as in entrepreneurship.



If you want to reach new heights in life, then, Never hold your head down, never say you can't, never limit yourself, and never stop believing.

Competition For startup Idea

Confederation of Indian Industry (CIIMarathwada Zone) and Chamber of Marathwada Industries and Agriculture (CMIA) hosted a Mega Investment summit called as Invest in Maharashtra, Invest into Marathwada summit (IIM2 Summit) on 8th and 9th September 2017 at Aurangabad. This event was aimed at bringing all leading Investors from the region, Investors from across India and all global Investors, Senior Government officials for interactions on Investment environment and opportunities for further investment in Marathwada.

MAGIC Startup Excellence Solutions for the new age India, the entries were invited in various areas by the students during the Invest in Maharashtra Summit 2017. MAGIC involved in screening the ideas and mentoring process. Ideas which were mentored by MAGIC made their entry into the finals. Projects like Cotton Picking Robot, Trade What You Read and Blumate were awarded first, second and third place respectively.

The top three winners of this initiative were felicitated by CII, CMIA and Govt. of Maharashtra.



Startup weekend

It was the first time that Aurangabad has witnessed a Startup Weekend. An initiative by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), a German federal enterprise that strives towards international cooperation and CMIA's Marathwada Accelerator for Growth & Incubation Council (MAGIC), the Startup Weekend was intended to foster entrepreneurship and innovation in small towns of India.

Around 56 students and aspiring entrepreneurs participated in the intensive three-day workshop from December 1st to 3rd, where they received hands-on mentoring and guidance on how to put their business ideas to work.

The Startup Weekend workshop was conducted by well qualified and experienced trainers invited by YourStory.com. YourStory.com is India's biggest and leading platform for startups and entrepreneurs related stories.

Startup Weekend received a huge response from students, startups and aspiring entrepreneurs from Marathwada Region. Startup Weekend was an activity based learning where mentors and students were involved in group activities throughout the workshop.

At the end participants came with various innovative ideas which were presented to the set of panellists. Top three ideas were recognised and awarded by the Mentors.



Workshop on Design Thinking

CMIA in association with GIZ & DesiCoLab, Pune hosted a Workshop on “Startup Ideas Generation through Design Thinking and Innovation Methods for Aspiring Entrepreneurs” at CMIA, Aurangabad. Main speakers of the workshop were Mr. Santosh Khawale Founder and Director, Desicolab, Pune and Mr. Rahul Kamble Asst. Director-Pep- siCo Global R&D.

Both the experts covered some key aspects such as How to Create Startup Ideas, Concept of Design Thinking, Creativity and Innovation, Disruptive Innovation and 40 Principles of Innovation. 40 students and startups attended the session and interacted with resource person on their ideas.



Lean Startup session

MAGIC organized a lean startup session for boosting startups and to make them aware from further challenges in entrepreneurship. The speaker of session was Mr. Somesh-Baldawa, Digital Transformation, Ally financial, USA.

Mr. Baldawa shed light on some major aspects such as, needs of customers, building a product of customer’s interest and how to decide whether to keep trying or pivot.

While speaking about challenges the startups could face he taken them through a few examples that how successful enterprises innovate new ideas to attract customers.



Workshop on Business Idea Validation and Building Business Models

Marathwada Accelerator for Growth and Incubation Council (MAGIC), Ycenter in association with Dr. Babasaheb Ambedkar Marathwada University (Dr. BAMU) hosted One Day Workshop on Business Idea Validation and Building Business Models for Students, Startups and Faculties in Marathwada Region on 15th June 2018 from 9:30am – 5:30pm in CFART Auditorium, DDUK Dr. BMAU Campus, Aurangabad.

During the inaugural function of the workshop Hon. Vice Chacellor Dr. B. A. Chopde, Prof. M.D. Shirsath Director Incubation Center, Mr. Prasad Kokil President CMIA, Mr. Ashish Garde Director MAGIC and invited speakers Mr. Milind Kank, Mr. Amar Pathak, Mr. Vikramank Singh and Mr. Rohan Goswami were present.

Prof. M. D. Shirsath explained the activities conducted under the umbrella of Innovation and Incubation Center of Dr. B.A.M.U and gave preamble of the workshop. He mentioned lots of students are coming with innovative academic projects that can be commercialized but due lack of knowledge regarding start-up, business policies and mentoring students are not able to commercialize the project and start their own business. The center will help such students to start their own ventures.

Mr. Prasad Kokil, President, CMIA told about Marathwada Accelerator for Growth and Incubation Council, section 8 company promoted by CMIA. Currently MAGIC is incubated 3 startups and mentoring them by providing all the support systems. He also mentioned that students must identify and work on painkiller ideas of the society which has more chances to convert as a viable business models.



Success story of local innovator Namdeo Anerao

To enhance the crop production by way of versatile agricultural machine, a 34-year-old farmer from Maharashtra's Beed district named Namdeo Radhakrushna Anerao has invented a multi-purpose agricultural machine which could satisfy the most of the farmers' requirements. Anerao has named his machine as Samajhdaar Shrikant, it costs around Rs. 56,000 and has three attachments and could be used for multi-purpose agricultural works such as weeding out grass, ploughing, sowing seeds and mixing soil with fertilisers as well as manure. He has also bagged a patent for his product.

While he was working on his innovation MAGIC has supported and mentored him to take his Innovation to the market. Taking the efforts put in by Anerao, his family background and his innovative thinking into account, the Chamber of Marathwada Industries and Agriculture (CMIA) has extended financial support of Rs1 lakh to him under MAGIC initiative and also assured him for further help through MAGIC Interventions.



MAGIC and Dr.BAMU Sign MOU to Boost Entrepreneur- ship in Marathwada Region

MAGIC has signed MOU with Dr. Babasaheb Ambedkar Marathwada University (BAMU) on 6th June 2018 at Dr. BAMU to promote Entrepreneurship and Innovation at academia in the Marathwada Region.

This MoU was initialized by University Industry Interaction Cell and finalized by Incubation Center. This MoU is signed in the presence of Hon'ble Vice-Chancellor Professor B A Chopade, Shri Prasad Kokil, Director MAGIC, Professor MD Shirsat, Director IQAC, Professor W K Sarwade Director-Dept. of Management Studies, Dr. Mazhar Farooque,

Dean-Faculty of Science and Technology, Shri Mahesh V K, Incubation Manager, MAGIC, Shri N M Gajbhare, OSD, University Industry Interaction Cell, Dr. Babasaheb Ambedkar Marathwada University, Aurangabad.



Promoting MAGIC at Magnetic Maharashtra Convergence 2018

MAGIC participated in Magnetic Maharashtra, agenda of participating in the Magnetic Maharashtra Convergence 2018 was to showcase the Marathwada Region and attract Investments in the Marathwada Region to create Aurangabad as a destination for the investment.

Initiative of CMIA setting up MAGIC was appreciated by many entrepreneurs, professionals, experts and Government officials. Over 500 visitors visited MAGIC stall at Magnetic Maharashtra Convergence 2018.



MAGIC – Ycenter MoU

MAGIC and Ycenter signed an MOU to build start-up ecosystem in Marathwada region, Ycenter will be an experiential learning partner for MAGIC with a goal to train the youth and innovators in the Marathwada region. Ycenter will offer its expertise, curriculum and programming through experienced faculty at the Marathwada Accelerator for Growth and Incubation Council (MAGIC).

MAGIC and YCenter will work jointly in creating high impact entrepreneurship workshops and programs for university students, start-ups and entrepreneurs in the 8 districts of Marathwada region. The Objective of this collaboration is to create innovation and entrepreneurial hub in the Marathwada region.

Mr. DhairyaPujara, CEO, Ycenter gave Expert Talk on Making India a Hub for Innovation and Entrepreneurship. More than 60 startups and entrepreneurs attended the session.



Interaction Session with ISBA

Indian STEP & Business Incubator Association (ISBA) is registered as a not-for-profit Society under the Societies Registration Act 1860. Its main objective is “To promote business incubation activities in the country through exchange of information, sharing of experience, and other networking assistance among Indian Business Incubators (TBIs), Science and Technology Entrepreneurs Parks (STEPS) and other related organizations engaged in the promotion of start-up enterprises.”

Dr. RaghunandanRajamani, Executive Director, ISBA, Visited CMIA, Aurangabad and interacted with CMIA Executive Committee and MAGIC Board Members, he shared his experience working with Business Incubators and Accelerators. He also briefed about ISBA and its activities in the country.

He extended his Mentorship and guidance to start Marathwada Accelerator for Growth and Incubation Council (MAGIC) in Aurangabad.



Interaction with Association of Ghana Industries

A delegation of 5 members from “Association of Ghana Industries” visited Aurangabad on 28th March 2018. The Objective of their visit was to explore the opportunities in export of engineering goods, joint venture, technical collaboration and business partnership with Aurangabad based MSMEs. CMIA in association with GIZ hosted the Interactive Session. Delegation appreciated the idea of establishing MAGIC and expressed their desire to work with MAGIC. MAGIC also plans on discussing the problems of the Ghana Industrial sector and coming up with viable solutions for them. MAGIC would be taking special effort in this field to get solutions quickly.



MAGIC's Interaction Session with Academia

MAGIC hosted a Brainstorming Session with representatives of academia to discuss various possibilities to create entrepreneurship eco-system in Marathwada Region at CMIA. Representatives from 13 Educational Institutions participated in the Brainstorming Session.

Objective of the meeting was to bring various stakeholders connected with entrepreneurship on a single platform and build startup eco-system in the Marathwada Region by collective and collaborative efforts.

MAGIC is in the process to create a pool of mentors network across the Marathwada Region from various domains and sectors to support entrepreneurship initiatives in the Educational, R&D Institutions.

Director of MAGIC, executive members of CMIA and management team from various educational institutions addressed the participants.



Selection into MAGIC

MAGIC by CMIA will be providing Incubation Space to the selected/shortlisted startups.

Startups have to pitch their ideas or innovation to the set of panellists, the panellists then will select the top three startup and provide them the Incubation and Co-working space ready to use for the startups with all the basic facilities like Cabin, Internet, Power and other common facilities.

Three student startups pitched their ideas to the panel of mentors and Board Members of CMIA/MAGIC and received constructive feedback and structured mentoring to take their idea to the next level.

NIYO Agrotech - Agri Innovation won the first prize, InnovaG – A System and Device For Reducing Gas Consumption and Mrudnati Services – Underground Waste Management System won the 2nd and 3rd prize respectively.



**Annual report of
CMIA 2017-18**



Blessings from Late Shri. Badrinarayanji Barwale at the beginning of our tenure

Incridable Tooling Solution

To Cater the needs of latest technology IGTR has inducted following high precision CNC machines & 3D manufacturing facility

CNC 5 Axis Mill Turn Model C62 MT & C 32 Make: Hermle



CNC Jia Grinding H 45 Make: Hauser



Range of Adjustment X, Y: 700 x 500 mm.
Vertical Adjustment of Grinding Head: 500 mm
Clearance between upright columns 750 mm
Taper Grinding Max 90 deg
Maximum workpiece Weight: 500 Kg
Integrated Collision Protection

- Induction of the New Technology by way of 5 axis Milling & Turning in single setup for precision inserts & parts
- Fully Integrated Rotary Technology
- Latest controller from Heidenhain with Trochoidal milling.
- Precision contours on CNC operations
- Useful for the critical aerospace parts.
- Traverse path: 1200 x 1300 x 900 mm
- Latest Controller: Heidenhain: iTNC 640
- Max Milling Table Load: 2500 Kg
- Max Turning Table Load: 1500 Kg

CNC Wirecut Cut 400 Sp: Make: GF Agie Charmillies



Biggest Wire-cut Machine in India from Charmillies
Maximum Workpiece Dimensions: 1450 x 900 x 510 mm
X-Y-Z Travel: 800 x 550 x 510 mm
U X V Travel: 800 x 550 mm
Maximum workpiece Weight: 3000 Kg
Integrated Collision Protection

Rapid Prototyping - 3 D Manufacturing Plastic & Metal

EOSINT M 280 DMLS

Build Volume: 250 mm x 250 mm x 300 mm



Features of Technology

- No tooling or part-specific tools required
- No tool path generation
- Metal / Plastic parts created directly in one step
- Simple, fully automatic operation
- Complex geometries such as free-forms, deep slots and conformal cooling channels can be produced without additional effort.

3-D Scanner –COMET L3D-Steinbichler

❖ COMET L3D 5M Technical Data(Specification)

Camera Resolution	2448x 2050
3D Point Distance in µm	field of view : 45/75/250/500
Fastest Measuring Time	2

❖ Major Benefits over Existing Technologies

- Results achieved in less time.
- Over all component Geometry comparison with in 5-micron accuracy.
- Complicated or intricate geometry which are not possible to measure on CMM, now can be easily done.

EOS P 396 SLS

Build volume: 340 x 340 x 600 mm



BLUE-LED
TECHNOLOGY
AFFORDABLE - PRECISE



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P-31. MIDC, Chikalthana Industrial Area, AURANGABAD. 431 006 (M.S.)

Phone : (0240) 2486832. 2482593, 2470541, 2480578 Extn. 207/200 Fax : (0240) 2484028

Cell No. 9372055002, 9175348577

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CMIA President felicitating Mr. Greagor CMORE Automotive GMBH Germany- German Partner of Expert Global (EC Mobility) during the interaction meeting at CMIA



NSE -SME Listing jointly with SEBI, SIDBI jointly with CMIA. Mr. Manoj Kumar, Chief General Manager, SEBI and Mr. Ravi Varanasi, Chief- Business Development Officer, NSE, Mr. Prasad Kokil, President CMIA are seen on the dais



Meeting with the Delegation Iwatani Corporation, Mr. Hiroshi Shibuya, MD and Mr. Kohei Munakata, GM along with Mr. Pritam Chaudhari of Iwatani Corporation also seen Mr. Mukund A. Kulkarni, and Mr. Gurpreet Singh Bagga, Past Presidents of CMIA



Invest in Marathwada CII in association with CMIA & MASSIA Dt. 8/9/2017 From Left CMIA Prasad Kokil, Vice-President Siemens Mr. Avic Roy, CII Western Region Chairman, Mr. Ninad Karpe, Speaker of Maharashtra Legislative Assembly, Hon. Shri Harihbau Bagade, CII Maharashtra State Council Chairman, Mr. Rishi Kumar Bagla, CMIA Past President Mr. Bhogale, Mrs. Mohini Kelkar and CII Regional Director, Mr. Saugat Mukherjee are seen.



Meeting with Mr. Ankur Garg for air connectivity aviation ministry Delhi With CMIA Delegation from Right Mr. Munish Sharma, Mr. Ram Bhogale, Dr. Ulhas Gaoli, Mr. Ashish Garde CMIA Past Presidents along with Mr. Prasad Kokil, CMIA President



Tree Plantation Program under 'Oxygen Rich MIDC' project : Dy. Regional Officer, MPCB Mr. Jayant Kadam, MIDC Executive Engineer, Mr. R.S. Kulkarni, Mr. Anil Patil, Secretary MASSIA, Hon. M.P. Shri Atul Save, CMIA President Mr. Prasad Kokil, MASSIA Vice President Mr. Kishor Rathi, MIDC Regional Officer, Mr. Soham Woyal were present on this occasion. Dt. 5/7/2017



Mahindra and Mahindra Biogas Plant in Waluj MIDC Inauguration Mr.Ram Bhogale, CMIA Past President addressing during this inaugural programme, Also seen MIDC Executive Engineer, Mr.Subhash Tope, Mr.Ravindra Kulkarni, Mr.B.S.Khose, Mr.Sunil Kirdak and other dignitaries were present Dt. 16/3/2018



Padma Vibhushan Prof.M.M.Sharma & Padma Shri, Prof. Dr. G. D. Yadav, Vice Chancellor, Institute of Chemical, Technology (ICT), MUMBAI interacting on 'Accel Marathwada' and 'Development of Marathwada'. Also seen Divisional Commissioner, Dr.P.N.Bhupkar and Principal Commissioner IT1, Shri Shrivastav Dt.14/7/2018



Interaction Meeting of Shendra Industrial area companies. Hon. Shri Haribhau Bagade, Speaker Maharashtra Legislative Assembly discussed Dt. 7/8/2017 Hon.Shri Haribhau Bagade, Maharashtra Legislative Assembly Speaker, CMIA President, Mr.Prasad Kokil, Dr.Ulhas Gaoli, Past President CMIA, Mr.Kamlesh Dhoot, CMIA Hon.Jt.Secretary and industry members



CMIA Hosted Sitaphal(Custared Apple) Parishad Announced by Divisional Commissioner, Aurangabad Dt. 30/10/2017. Divisional Commssioner, Shri P.N.Bhupkar addressing during the programme also seen Mr.Prasad Kokil, President CMIA, EC Member, Mr.B.S.Khose along with other Govt.officers.



Meeting with Commissioner of Police Aurangabad Dt. CMIA delegation welcoming Shri Chiranjeev Prasad, IPS also seen CMIA President, Mr.Prasad Kokil, EC Member Mr.G.K.Sangneria, Mr.Lila of Lilason Group and Mr.Kamlesh Dhoot, CMIA Hon. Jt.Secretary. 31/05/2018



CMIA-GST A.C. GST Mr.Prasanna Datar and Supt. GST were present also seen Mr.Prasad Kokil, President CMIA Seminar on E-way Bill Dt. 07/02/2018



Public Dedication Ceremony of Monumental Flag During this programme, Governor, Hon. Shri C.Vidyasagar Rao , being honoured at the hands of Hon. Shri P.N.Bhapkar, Divisional Commissioner, also seen Hon. Shri Haribhau Bagade, Maharashtra Legislative Assly. Speaker, Hon. Shri Atul Save, MLA, Hon. Shri Chandrakant Khaire, M.P., Hon. Shri Nandkumar Ghodele, Hon. Shri Uttamsingh Pawar, Hon. Shri Imtiaz Jalil, Hon. Shri Sanjay Shirsath., Hon. Shri Raosaheb Danve are seen on this occasion Dt.4/11/2017



Supt . Dr.D.R.Gupta GST Commissionerate addressing during the Seminar on E-waybill seminar organized jointly by CMIA and GST Commissionerate, Dt. 10/5/2018



IT Day Blood donation camp inauguration At Cigma Hospital. CMIA President Mr.Prasad Kokil felicitated to Principal Commissioner I.T. Dt.22.7.2017



Meeting with Hon.Shri Prashant Bamb, appealed to industries to support this mega camp financially.Mr.Prasad Kokil,President CMIA, Mr.Mukund Kulkarni, Past President CMIA, Mr.Kamleish Dhoot, Hon.Jt.Secretary of CMIA and Mr.Bhagwat Karad were present for this meeting Dt. 5/12/2017



CMIA Directory Publication: CMIA's members directory published at the hands of Hon.Shri Subhash Desai, Minister for Industries and Mining at Mumbai. This occasion was witnessed by Additional Chief Secretary, CEO, Development Commissioner and the other officials. Mr.Gautam Nandawat, Mr.Ashish Garde, Past Presidents of CMIA along with Mr.Prasad Kokil, President CMIA were present on this occasion. Dt. 16/01/2018



"Smart Mobility Conference" by NASSCOM in association with CMIA . inaugurated by Dr.Jürgen Morhard, Consul General,Federal Republic of Germany. Mr.Prasad Kokil, President CMIA addressing during the conference also seen from left Mr.Prasad Deore,Director NASSCOM, Mr.Gregor Metanor, M.D. Company CMORE Automotive, Germany, Mr.Juergen Morhard,Consul General of Germany in Mumbai, Mr.M.R.Saraf of EC Mobility and Mr.Prashant Deshpande of Expert Global Dt. 20/03/2018



Seminar organized Commissionerate of Police jointly with CMIA during the Police Welfare week to guide the Police Students for Self Employment. Commissioner of Police and Dy.Commissioner of Police were present along with CMIA President,Mr.Prasad Kokil Dt. 4/6/2018



Hon. Shri Subhash Desai, Minister for Industries and Mining, Govt. of Maharashtra addressing during the CMIA's Energy Conclave 2018 on 'E-Vehicles' jointly organized by CMIA and PES College, Aurangabad. Also seen Mr. Prasad Kokil, President CMIA, Mr. Rahul Deshpande, Convenor, CMIA Energy Conclave and Principal PES College, Dr. Abhijeet P. Wadekar Dt. 16/02/2018



Hon. Shri Subhash Desai, Minister for Industries and Mining, Govt. of Maharashtra "having a close look at an E-vehicle" during the CMIA's Energy Conclave 2018 on 'E-Vehicles' Dt. 16/02/2018



CMIA, MASSIA, WIA and Laghu Udyog Bharti protested by sitting on hunger strike through an agitation at the office of Chief Engineer, MIDC Railway Station so as to attract their immediate attention to this important MIDC issue faced by of industries. Dt. 01/03/2018



Meeting with Shri Rajendra Darda- CMIA team met him. CMIA Past Presidents, Mr.Ashish Garde, Mr.Gu urpreet Singh Bagga along with President, Mr.Prasad Kokil Dt. 21/11/2017



Meeting with Hon.Shri Atul Save,MP from right side, Mr.Hemant Kapadia, EC Member Mr.Ritesh Mishra, Vice President, Mr.Prasad Kokil, President, Mr.Vinod Nandapurkar, Hon.Secretary, Mr.Kamleish Dhoot, Hon.Jt.Treasurer, Mr.Utsav Machhar, Hon.Jt.Treasurer Dt. 8/7/2017



Meeting with Hon.Shri Chandrakant Khaire, Mr.Prasad Kokil, President, CMIA, Mr.RiteshMishra, Vice President CMIA and EC Member, Mr.Ravindra Vaidya Dt. 11/07/2017



Meeting with SGGGS, GECA & BAMU to discuss upon participation of Institutions in CMIA's Deogiri Electronics Cluster . Dr.BAMU, Vice Chancellor, Dr.B.A.Chopade and CMIA President, Mr.Prasad Kokil interacting with representatives of institutions. Mr.Suresh Todkar, Director, DECPL, Mr.Munish Sharma, Mr.Sunil Raithatha, Mr.Milind Kank Past Presidents, CMIA along with CMIA and DECPL Members were present Dt. 13/02/2018



Industry-Institution Interaction Meeting in view of NACC Accreditation of BAMU since industry being the stakeholder. Dr.BAMU, Vice Chancellor, Shri B.A.Chopade addressing the stakeholders. Dt. 05/03/2018



Workshop on Compliance Management organized by CMIA. CMIA Past President, Mr.Ram Bhogale, Dr.U.N.Gaoli, CMIA President, Mr.Prasad Kokil, Dr.Sunil Deshpande, EC Member, Mr.Adwait Kank, Mr.Rohit Dashrathi along with Mrs Pallavi Gokhale and Mr Mahim Chaturvedi who are Partners at Ernst & Young Dt. 2/9/2017



Visit to ICT Site by Padmi Shri Prof.G.D.Yadav Along with CMIA Past President, Mr.Sunil Raithatha, Mr.Ashish Garde, Mr.Prasad Kokil, President CMIA, Mr.B.S.Khose, EC member CMIA Dt. 15/07/2017



Yeshwant Inspirational Talk Series 5th Talk by Padma Vibhushan Prof.M.M.Sharma, Padma Shri Prof.G.D.Yadav, Aastha Foundation, President Dr.Narendra Vaidya, CMIA President, Mr.Prasad Kokil, VC Dr.BAMU, Shri B.A.Chopade, CMIA Past President Mr.Mukund Bhogale were present. Dt. 15/07/2017



CMIA EC Meeting and Meeting of Chikalhana Members at CIPET,Chikalhana Industries to discuss their issues. CMIA President, Mr.Prasad Kokil, Vice President, Mr.Ritesh Mishra, Mr.M.K.Mandal, Manager CIPET, Mr.Nitin Kabra, Mr.Dushyant Patil, Mr.Nilesh Kapadia, Mr.Hemant Kapadia, EC mebers, Mr.Gautam Nandawat, Mr.Suresh Bapna, Past Presidents along representatives of Chikalhana Industries were present. Dt. 19/08/2017



Institute of Chemical Technology Marathwada Campus : Donation of Rs.11,000 Cheque to Maitrayia Mandiyali, Mr.Ajay Kingre for social activityIn the presence of Hon.Chief Minister, and Hon.Shri Raosaheb Danve, CMIA President, Mr.Prasad Kokil handed over this donation cheque.



Formal Inauguration Function of Maharashtra National Law University, Aurangabad, Chief Guest, Hon.Chief Minister, Govt.of Maharashtra Shri Devendra Fadnavis releases a newsletter of the Maharashtra National Law University (M-NLU). Also seen from left Vice Chancellor S Surya Prakash, State legislative Assembly speaker Hon.Shri Haribhau bagade, Justice Vijaya K Tahilramani, acting Chief Justice, Bombay High Court, Justice R M Borde and Justice V K Gangapurwala Dt. 9/12/2017



Director Technical Education, Mr.Abhay speaking during the inauguration ceremony of Industry-Institute Congregation 2018. Also seen Jt. Director, Technical Education, Mr.Mahesh Shivankar, Dr.Vinod Mohitkar,. Dr.Amit Dutta, CMIA Past President, Mr.Ram Bhogale, Mr.Prasad Kokil, CMIA President and Mr.N.Sriram was present on this occasion Dt. 27/04/2018



Meeting of all leading industries associations and CMIA Office Bearers to protest against MIT Incidence- Suicide by student . Mr.C.P.Tripat hi, Mr.Munish Sharma, Mr.Milind Kank, Mr.Umesh Dashrathi, Mr.Sunil Raithatha were present , Mr.Prasad Kokil, President CMIA and MASSIA President, Mr.Sunil Kirdak along with the stakeholders were present for this meeting. Dt. 13/04/2018



Mr.Nitin Gokhale, one of South Asia's leading Strategic Analysts interacting with the industry representatives on the opportunities in defense. Mr.Preasad Kokil, President CMIA seen on the dais. Dt. 14/11/2017



Pre event Press Conference CMIA MAGIC-GIZ Start up Weekend programme at CMIA. Mr.Prasad Kokil, President, CMIA and Past President,Mr.Ashish Garde along with Mr.Tasvaar Ali, GIZ representative addressing the press conference Dt. 14/11/2017



Interaction Meeting with Mr.Kashmiri Lal , National Organizer Swadeshi Jagaran Manch. Mr.Prasad Kokil, President CMIA along with industry association representatives and stakeholders were present Dt. 06/03/2018



Bilateral Interaction Meeting high level German Delegation from GIZ and BMZ during their visit to Aurangabad. Dr.Klein (Head South Asia – BMZ), Dr.Weil Kert(GIZ), Muller – Hofstede(BMZ), Dorasil(German Embassy-Delhi) GIZ Country Director – Ms Julie Reviere and Program Director Mr.Noor Naqschabandi(GIZ), Mr.Chaman Lal(GIZ) Mr. Ashish garde Past president, CMIA, Mr. Prasad Kokil, president, CMIA, Ms.Gauri Mirashi, Mr.Ravishankar of GIZ were Dt. 7/5/2018



Meeting of Marathwada Accelerator Incubation Council (MAGIC) at Marathwada Auto Cluster from right side Mr.Prasad Kokil, President, CMIA, Mr.Umesh Dashrathi, Past President, CMIA , Mr.Ritesh Mishra, Vice President, CMIA, Padma Shri Prof.G.D.Yadav, Vice Chancellor, ICT Mumbai, Padma Vibhushan Prof.M.M.Sharma, Emeritus Professor of Eminence, Institute of Chemical Technology, Mumbai (Deemed University), Prof. A. B. Pandit (FNA, FNAE, FNAsc, FAsc, FMASc) UGC Scientist , Institute of Chemical Technology (ICT), Mumbai, Mr.Mahesh Shivankar, Jt.Director, Technical Education, Mr.Suresh Todkar, CMIA EC Members and Director DECPL, Aurangabad were present
Dt. 15/07/2017



Signing of MOU with NIELIT For Marathwada Accelerator For Growth and Incubation Council (MGIC). Mr.Prasad Laxmikant Kokil President CMIA, Dr.BAMU Vice Chancellor, Dr.B.A.Chopade along with Dr Sanjeev Kumar Gupta Executive Director, NIELIT, Shri S. K. Gera Dean Non-Formal [NIELIT, Aurangabad] Shri Vijay Chandola Dy. Director – Finance [NIELIT, Aurangabad] were present. Dt. 16/09/2017



“Smart Manufacturing: Industry 4.0 - Impact on Shop floor”. NASSCOM-CMIA Mr.Prashant Deshpande speaking during the conference. Mr.Shaffic Ahmed of Sandvik, Mr.Mukund Shah of Badve Engineering Limited, Mr.Milind Kank, Past President, CMIA and M.D.Yeshshree Group and Mr.Tarun Misra of COVACSIS were present dais during the panel discussion. Dt. 26/07/2017



Students Projects on Live Industries Problems jointly with GIZ-MASSIA . CMIA President, Mr.Prasad Kokil interacting with the audience during the programme. Also seen on the dais Mr.Suhas Marendaya, Mr.Ranjeet Mulay, Mr.Tasvaar Ali, Mr.Sunil Kirdak, MASSIA Preesident along with the other dignataries were present. Dt. 8/8/2017



Meeting with School Representatives for appealing students to actively contribute to Monumental Flag initiative. Mr.Anand Pole, Mr.Nilesh Kapadiya along with the school teachers were present. Dt. 23/08/2017



CMIA President, Mr.Prasad KokilChief Guest during the programme By UDAAN Dr.Sarda Dt. 15/8/2017



‘Romancing the Balance Sheet’ by Dr.Anil Lamba at Beej Sheetal, Jalna . Mr.D.B.Soni introducing the speakers. Also seen Mr.Prasad Kokil, President, CMIA and other dignataries Dt. 23/09/2017



Meeting of Jalna Industries at Meta Rolls. CMIA President, Mr.Prasad Koki, Mr.Ritesh Mishra, Vice President CMIA and Mr.Sunil Raithatha were listening to the issues of Jalna Industries.
Dt. 23/09/2017



Lamp Lighting Ceremony of Rotary Jalna Expo 2017. Mr.Prasad Kokil, President CMIA inaugurating the expo at Beej Sheetal Ground In Jalna. Minister, Hon.Mr.Arjun Khotkar, Chairman MAHYCO Mr.Rajendra Barwsale, JMC President, Mrs.Sangeeta Gorantyal, Ex.MLA Hon. Shri Kailash Gorantyal, Mr.Arvind Chavan, Dist.Governor Rotary Club, Mr.Vyankatesh Channa, Mr.Aklank Mishrikotkar, Mr.Sameer Agarwal and others also seen. Dt. 15/12/2017



Participation of CMIA President, Mr.Prasad Kokil participated in Mahacharcha on 'Arthavywashtechhe Nave Parva' by Sahyadri Wahini with Mr.Deepak Kesarkar, Mr.Chandrashekhar Tilak, Prof.J.D.Tandel Dt. 9/11/2017



Meeting with INTACH Belgium representative Mr.Geert Robberech . CMIA President Mr.Prasad Kokil and Past President Mr.Ashish Gade felicitating him during his visit to CMIA on Dt. 5/2/2018.



Mr.Shalabh Kumar, Son of the soil of Haryana , who is considered as close acquaintance of American President, Donald Trump., interacting with the industries in the region about the new technologies in press automation sector and the techniques to increase the productivity, during the programme organized by Modi Innovations pvt.ltd. at Marathwada Auto Cluster 31/01/2018



Meeting with Ms. Simran - South Carolina - Dept of Commerce - USA along with Mr. Tarun Gupta -Director SC -Dept. of Commerce. Mr.Ashish Garde, Past President CMIA along with industry representatives was present for this meeting. Dt. 17/04/2018



Hon. Shri Subhash Desai, Industries Minister Govt. of Maharashtra addressing on the occasion of Foundation Stone Laying Ceremony of Deogiri Electronics Cluster Pvt. Ltd. From left side Mr. Sanjay Keskar, Hon. Shri Chandrakant Khaire, M.P., Hon. Shri Haribhau Bagade, Maharashtra Legislative Assembly Speaker, Hon. Shri Ambadas Danve and DECPL Director, Mr. Suresh Todkar Dt. 16/10/2017



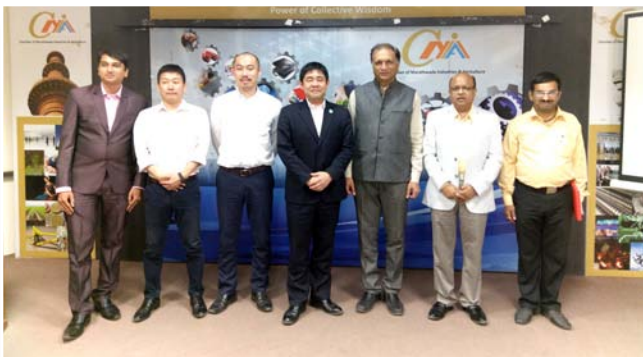
CMIA conducted its EC Meetings at various industry locations to understand the issues of the industries in that location.



Signing of MOU with Association of Association of Ghana Industries (AGI). Dr. Yaw Adu Gyamfi, President, Association of Ghana Industries (AGI), Mr. Prasad Kokil, President CMIA, Mr. Stephen Djaba, Greater Accra Regional Secretary AGI, Cdr. Anil Save, Past President CMIA, Mr. Kamleish Dhoot, CMIA Hon. Jt. Secretary and Mr. Teddy Guh, Business Development Manager, AGI were present Dt. 28/03/2018



Bilateral Interaction Meeting high level German Delegation from GIZ and BMZ during their visit to Aurangabad. Dr. Klein (Head South Asia – BMZ), Dr. Weil Kert (GIZ), Muller – Hofstede (BMZ), Dorasil (German Embassy-Delhi) GIZ Country Director – Ms Julie Reviere and Program Director Mr. Noor Naqschabandi (GIZ), Mr. Chaman Lal (GIZ) Mr. Ashish Garde Past president, CMIA, Mr. Prasad Kokil, president, CMIA, Ms. Gauri Mirashi, Mr. Ravishankar of GIZ were Dt. 7/5/2018



Interaction Meeting with WAKAYAMA delegation to promote economic cooperation between Maharashtra and Wakayama. Dt. 7/5/2018



DARE TO DREAM AWARDS by SAP-Keystone jointly with CMIA. The winners are Abhay Cotex Private Limited, Clad Metal India Pvt Ltd, Jailaxmi Casting And Alloys Pvt Ltd, Khinvasara Construction, Laxmi Metal Pressing Works Pvt Ltd, Metalman Auto Pvt Ltd, R.L. Steels And Energy Limited were felicitated Dt. 27/04/2018



Mr. Vaibhav Kale who has a vast experience in Automobile Sector addressing the Drivers of executives in the industries during the Training for Drivers on Defensive Driving Skills. This programme was very well appreciated and has received overwhelming response. Around 90 participants were present for this programme 9/6/2018



Meeting Committee of Patrons & Past President (CPPP). This meeting was attended by Mr. N. K. Gupta, Mr. C. P. Tripathi, Mr. Gautam Nandawat, Mr. Suresh Bapna, Mr. Mukund Kulkarni, Mr. Arvind Machhar, Dr. Ulhas Gaoli, Mr. Munish Sharma, Mr. Ashish Garde, Cdr. Anil Save, Mr. Ram Bhogale, Mr. Umesh Dashrathi, Mr. Rishi Bagla, Mr. Prasad Kokil, Mr. V. N. Nandapurkar were present for this meeting Dt. 10/03/2018



CMIA organized meeting of industries at Latur for the industries in Latur-Beed-Osmanabad districts to establish their connect with CMIA and to understand their issues



Signing of MOU with Association of Association of Ghana Industries(AGI) . Dr. Yaw Adu Gyamfi, President ,Association of Ghana Industries(AGI), Mr.Prasad Kokil, President CMIA, Mr.Stephen Djaba, Greater Accra Regional Secretary AGI, Cdr.Anil Save, Past President CMIA, Mr.Kamleish Dhoot, CMIA Hon.Jt.Secretary and Mr.Teddy Guh, Business Development Manager, AGI were present Dt. 28/03/2018



International Business Exchange Program with Association of Ghana Industries Connecting Indian MSMEs to create more opportunities in African Market. Dr. Yaw Adu Gyamfi, President ,Association of Ghana Industries(AGI), Mr.Prasad Kokil, President CMIA, Mrs.Mohini Kelkar, Vice Chairperson, CII, Mr.Stephen Djaba, Greater Accra Regional Secretary AGI and Mr.Tasvaar Ali of GIZ Aurangabad were present on this occasion Dt. 28/03/2018



'सीएमआयए'च्या अध्यक्षपदी कोकिल प्रभाकरांनी निवड, बहिर्देशी संस्था...

CMIA, Massia felicitate it director of industries



CMIA to hold seminar on Compliance Management

Compliance, Aug 16 to 17 - The Chamber of Marathwada Industries and Agriculture (CMIA) is organizing a seminar on Compliance Management...

'सीएमआयए'च्या हिरेकरीचे प्रकाशन



उद्योजकांनी विधानसभा अध्यक्षपुंटे मांडल्या समस्या



ऐतिहासिक वारसाचा अभिमान बाळगावा



GEZ, CMIA and Desicolab conduct workshop for new start-ups



डिफेंस क्लस्टरमध्ये ५० कोटीची गुंतवणूक अपेक्षित



सामाजिक दायित्वासाठी



जि-आयफंड-सीएमआयएच्या संयुक्त विद्यमाने 'स्टार्ट-अप वीकर'चे आয়োजन



CMIA to conduct survey of social organisations for capacity building



Rotary Jalna Expo '17 inaugurated



कल्पना तयार करत, वाजारात विकत, जोखीम पत्करत, उग्र तुमत्याव मुद्दित



Japanese team visits CMIA



AMC to form environ



Indian industrialists can excel in press automation: Shalabh Kumar



With 210-ft flag post, city gets rare honour



CSR workshop at CMIA today



₹3,400-cr S Korean text unit to come up at Shen



सीएमआयएने संशोधकांसाठी तयार केलेले मॅजिकल सेटर



CMIA to mentor for state-level



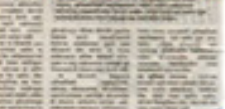
सुविधा क्षेत्रात जर्मनीची गुंतवणूक



'नई तकनीक को महत्व देने की जरूरत'



GERMAN DELEGATION FROM BMZ AND GIZ VISITS CMIA



स्वचा काळजी असली तरी तो माणूसच, अमे रोगीत, भारत जवळचा म्हणून आणल्या उ



ई-वे बिल माल वाहतूकदारांसाठी हितकारी



Entrepreneurship eco-system mooted



प्रयोगशील उद्योजकांचे अ काळीस कर्षासून आले र



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प्रयोगशील उद्योजकांचे अ काळीस कर्षासून आले र





Marathwada Auto Cluster

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BROWN FIELD ELECTRONIC CLUSTER



Deogiri Electronics Cluster Private Limited