

## Message from the Director General

Dear Members,

As I write this editorial, amid severe drinking water crisis in many parts of the country, we all do hope and pray that this year's monsoon will bring very good rainfall. However, while awaiting the same, analysts expect RBI to continue to keep policy rate unchanged in the next policy meeting to be held on June 7, 2016.

Coming to Chamber activities, the 180th Annual General Meeting of Bombay Chamber of Commerce & Industry was held on 13th May, 2016 at Taj President, Mumbai. The AGM was presided by Chief Guest, Dr. Urjit Patel, Deputy Governor, Reserve Bank of India and Guest of Honour, Mr. C. P. Sharma, Chief Commercial Manager, Western Railways Additional Secretary, Govt of India. The Chamber, playing the role of "Corporate as a Citizen", collected INR 94.43 lakhs from members to pay to Shri S.K. Sood, General Manager, Central Railway towards the Central Railway's initiative for drinking water transportation from Miraj to Latur via the "JALDOOT" train. The Distinguished Chief Guest of the event, Dr. Urjit Patel, called Bombay Chamber "The Chamber with Conscience" for taking such initiative. The Guest of Honour, Mr. C. P. Sharma, spoke about the "Initiatives of Transformational Impact in Indian Railways" whereas Dr. Urjit Patel, as Chief Guest shared his research based findings on the "Evolving Backdrop for Monetary Policy" with invited participants at the event.

In the last month, based on industry requirements, we organized several events such as workshops on Customer Relationship Management using Digital Signals, Mobile Technology, Cloud Security, etc. In the current month we will conduct some knowledge sharing sessions on HR Risk Management, Mobile Banking Payment, Mastering Export Documentation and Training on 360 Degree Leadership, etc.

In addition, Chamber is also organizing Workshop on "Ind AS" (Indian Accounting Standards) as the Ind AS implementation exercise needs to establish sustainable processes and companies need to carefully plan for their implementation strategy.

I do hope you, dear member, find all our activities stimulating. You are requested to share your feedbacks and suggestions on our initiatives and future course of action.



Vijay Srirangan

## Chamber Happenings

### An Overview on Competency Mapping

The HRM Committee of Bombay Chamber organized the captioned event with keynote speaker Mr. Ryan Barretto with objectives to understand the fundamentals of competency management, the process of competency mapping & profiling and accomplish the integration of competency profiling to HR applications.

### Managing & Retaining Key Customers

HRM Committee of Bombay Chamber organised the workshop to cover management of key customers; spotting high growth potential accounts & mastering the tricks of relationship and retention marketing.

### Workshop on Customer Relationship Management using Digital Signals

UKIERI Project team organized the workshop as most of the companies follow various ways to acquire and/or retain customers; very few realise how customers can actually help them manage their business well. Innovation in products/services, market expansion and diversification of services all can be supported by interaction with customers and now a

days this interaction is prominently carried through digital media.

### Workshop on Mobile Technology - From CEO's Perspective

The IT Committee of Bombay Chamber organized the workshop with speaker Mr. Rohit Onkar to disseminate knowledge of the different types of apps available. Topics discussed were mobile usage trends, process of developing an app, operating systems, different stores for app hosting, et.al.

### Workshop on Cloud Security

The IT Committee of Bombay chamber organized the event to help participants understand Cloud Security issues and how to address them. The topics discussed includes cloud architecture, security considerations for IaaS, PaaS and SaaS, managing cloud computing security & Risk, et.al.

### 'NPA's in Trade Credit,: Stressed Situation' REASON & SOLUTION to Banks & Industry

The Banking, Finance & Economic Affairs Committee organized the event as Trade

## Press Release

Bombay Chamber of Commerce and Industry has presented a Cheque of INR 94.43 lakhs to Shri S.K.Sood, General Manager, and Central Railway at its 180 th Annual General Meeting on May 13, 2016 and later INR 62.30 lakhs towards the Central Railway's initiative for drinking water transportation to Latur via the "JALDOOT" train.

Bombay Chamber members responded generously to a request to support this novel initiative of the Union Railway Minister, Shri Suresh Prabhu and the Chief Minister of Maharashtra, Shri Devendra Fadnavis for meeting the immediate need of the citizens in this drought hit area.

Bombay Chamber's Managing Committee Members, Mr. R. Mukundan, Immediate Past President, Mr. P.R. Ramesh, President, Mr. F.N. Subedar, Vice President along with other members decided to support this initiative; and accordingly an appeal was made to its Members to contribute to support the initiative of Indian Railway for supplying drinking water by train. The Chamber received excellent response from Members about 40 organisations (some with employee contributions) participating. It was able to accumulate ~ INR 1.6 crore.

This has enabled more than 35 million litres of water to be transported by 600 wagons (one 50 rake train per day for 14 days) and distributed to the people of Latur (population ~ five Lakhs).

## Chamber Happenings *contd....*

Credit ecosystem is paramount to both Industry and Banks: the session is conceptualized to address the Payment and Credit Flow Crisis in Trade Credit System reasons that give way to Trade Credit gaps and results to Non-performing Asset or NPA. Eminent speakers Shri N S Venkatesh, ED & CFO- IDBI, Shri M. P Baliga, Programme Director, CAFRAL, Reserve Bank of India, Shri B. L. Chandak, DGM, SIDBI and Ms. Veena Sivaramakrishnan, Partner, Juris Corp. discussed issues related to 1) TC Ecosystem and the systemic financial contagion 2) Industry requirement on fundamental provision and expectation from Credit Institutions 3) SDR Strategic Debt Recovery & JLF, legal aspects/implication in consequence of NPA.

### Certificate Course on 'Leadership & Accountability'

The ETDP wing of HRM Committee organized the captioned event with Dr. Lata Shetty, Director, Mainstream Training Centre as keynote speaker. The event focused on (1) To sensitize participants about how critical is accountability in leadership for success at a personal, departmental and organizational level. (2) To help them acquire the attitude to come out of the victim feeling to what I can do to achieve their goal; that is to move from Below the Line to Above the Line of OZ leadership model in a practical way. (3) To sharpen their skills to understand when they operate from a victim cycle and to get out of this phase to become accountable for their own and their departments' and organizations' success or failure.

### Workshop on Mastering Export Documentation

The Shipping & Logistics committee of Bombay Chamber organized this full day workshop to help to understand step by step procedures of Export documentation and familiarize participants with various policy changes that impact exporters and support systems. Various case study and practical exercises conducted to enable participants read and manage documentation in a more responsible manner.

## Forthcoming Programme

### Workshop on "Ind AS"

Date: June 8, 2016

Since the Ind AS implementation exercise needs to establish sustainable processes, companies need to carefully plan for their Ind AS implementation strategy which will require a thorough strategic assessment, alignment of resources, effective project management as well as smooth integration of the various changes into normal business operations. In view of the same, the Bombay Chamber, under the auspices of its Taxation & Accountancy Committee, is organizing the captioned Workshop, wherein eminent Speakers Mr. Shrenik Baid, Partner, Deloitte Haskins & Sells LLP, Mr. Sudhir Soni, Partner, Ernst & Young, Mr. Sai Venkateshwaran, Partner and Head - Accounting Advisory Services, KPMG and Mr. Khusroo Panthaky, Sr. Partner, Grant Thornton. will address the issues related to implementation of Ind AS.

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### Seminar on "HR Risk Management – Knowing and Safeguarding Financial Risks"

Date: June 11, 2016

No employer is immune from lawsuits on allegation of wrongful termination, discrimination, sexual harassment claims, damages and interest awarded by Statutory Authorities under ESI, EPF and other enactments. This seminar is a must attend for all HR/Legal Professionals. The seminar shall help to understand and mitigate litigation related risks involved that could expose the Company to heavy financial Liability either on account of an employee related litigation or on account of statutory non-compliance.

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### Practical session on "Mobile Banking Payment: How Safe & Secure your Transaction is?"

Date: June 29, 2016

A full day Practical session is conceptualized by the Banking, Finance & Economic Affairs and Electronics, Telecom and Information Technology Committee for Users'/Customers' Protection. This initiative is undertaken as a high priority to address the current concern of customers and bankers on Secure Payment and Funds Transaction.

The objective is to impart the most latest and updated 'practical and important information/training and help enhance knowledge of delegates.

Key Speakers: Shri Brijesh B. Singh (IPS), Spl. Inspector General of Police, (PAW & Cyber Crime & Investigation), Maharashtra Police, Mumbai; Shri R.V. Sangvai, General Manager and Program Director, CAFRAL-RBI; and Shri Sachin Dedhia, Founder & CEO, Skynet Secure Solutions.

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### Workshop / Training on "360 Degree Leadership"

Date: June 28, 2016

The ETDP wing of HRM Committee of Bombay Chamber is organizing the captioned event as Leadership is defined in various ways; one such is focused on creating 'influence'. Unless a person influences the other, he/she won't able to effectively lead the latter into an action or change in the thinking, behavior or development.

Mr. Peter C. Raj, Principal Consultant, CRE Consultancy will share his view on the issues that while many efficient professionals are good in normal work, they still would agree that they are yet to master the art of 'self managing'. This is fundamental before influencing others for a purpose. On the other end, a leader clearly knows the truth that his 'authority' alone cannot help him in mastering the 'power play' to get the work done at ease from others. While it might look possible for him/her to command and demand from others, he/she cannot produce that with complete willingness to oblige or follow, from the part of those around him, including those under him/her. It is an entirely different ball game that one needs to master.

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The Agriculture and Food processing Committee has planned to organize a One day Site Visit to Food Processing Facility for farmers/FPOs at MITCON, Pune in the month of June as an extension of the Seminar Organized on "Entrepreneurial Opportunities in Agro & Food Processing Sector for Inclusive Market Oriented Development" at Pune.

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