



The Institute of Cost Accountants of India

SEMINAR ON
MAKING MSMEs SUSTAINABLE AND COMPETITIVE

19th May, 2015 at New Delhi

COURSE COVERAGE:

Partnering with Large Companies – Governance Issues:

- Financing of Working Capital
- Negotiation Skills
- Responsible Business

Cost Management approaches for MSMEs

- Rationalizing cost of production of goods / services
- Optimizing Supply Chain cost

Associate Partners:



Seminar on Making MSMEs Sustainable and Competitive

OBJECTIVES

MSMEs are the backbone of Indian economy. Their contribution to the GDP, employment and exports is substantial. However, MSMEs have not been able to realize their true potential mainly on account of lack of focus on Total Cost Management. This has resulted in their sub optimal performance. There is an imperative need to bring about cost management culture in MSMEs so that they become competitive and support the goal of faster rate of economic growth of the country. This seminar will be led by Industry professionals and experts who will deliberate on various cost management approaches and tools relevant for the MSMEs with the objective of making them sustainable and competitive.

FOR WHOM

Financial Institutions and Banks, NBFCs, Stock Exchanges, Credit Rating Agencies, Factoring Agencies & Invoice Brokers, Industry Representatives, Technology Providers, Logistics Providers, Manufacturing Units, Service Providing Units, Exporters & Importers, Private Equity Firms & Venture Capitalists, Educational Institutes, Textile & Fashion Units, Food Processing Units, Real Estate Agents, R&D Organizations, Insurance Companies, Consultancy Organizations, Asset and Fund Management Companies, Policymakers & Government Officials, Industrial Clusters, Government Departments, Autonomous Bodies, Insurance Companies and Multinationals, Finance Executives, Non-executives (F&A) of Public and Private Sector Undertakings, will find the seminar rewarding.

MODE OF DELIBERATIONS

- Presentations
- Case studies
- Discussions

FACULTY

The faculty for the seminar will comprise of Industry experts and professionals

VENUE

Hotel The Ashok

Chankayapuri, Diplomatic Enclave,
50-B Chanakayapuri, New Delhi-110021

DATE & TIME

19th May, 2015

12:00 hrs –17:30Hrs

CEP Credit 4 Hrs.
for CMAs

PROGRAMME STRUCTURE

The theme of the Seminar "Making MSMEs Sustainable and Competitive" covers two topical technical sessions:-

Inaugural Session	Cost Management – the Success Mantra for MSMEs
Technical Session I	Partnering with Large Companies – Governance Issues: Financing of Working Capital Negotiation Skills Responsible Business
Technical Session II	Cost Management approaches for MSMEs Rationalizing cost of production of goods / services Optimizing Supply Chain cost

TECHNICAL SESSION I:

One of the key enabler for sustainable growth of MSMEs is their potential and ability to enter into long term strategic business alliances across the value chain with large enterprises. This requires MSMEs to develop a competence and skills of understanding the larger business perspective and ability to effectively negotiate beneficial terms while entering into business relations with big companies. MSMEs must also focus on responsible business practices Viz. Business ethics, corporate governance, professional business culture, focus on environmental and social aspects of business, as these are becoming a strategic plus in business partnerships across the world. The deliberations in this technical session will provide meaningful insights and professional guidance for the MSMEs to foster their sustainable growth by leveraging the potential of business alliances and responsible business.

One of the key constraint faced by MSMEs is the availability and effective management of working capital. Due to paucity and inefficient Management of working capital, MSMEs land themselves into operational hurdles which stifle their sustainable growth. Efficient management of working capital is vital for long term optimization of the operations of the MSMEs. The experts / resource persons in this technical session will delve upon the mechanics of working capital management including working capital cycle and funding.

TECHNICAL SESSION II:

The survival and sustainable growth of MSMEs depends to a large extent on the degree of rationalization of production and overhead costs achieved by the company. If the costs are unreasonable and not tracked properly, it will lead to erosion of achievable margin and will impact the long term sustainability of the company. This technical session will focus on appropriate tracking and management of cost of production of goods and Services including overhead costs so that the costs are aligned strategically to the level of operations of the company.

The key and predominant cost factors impacting MSMEs relate to Inventory and supply chain costs. Effective management of costs relating to flow of material / goods through the supply chain is the key challenge for the MSMEs. This technical session will provide insights into various cost control and cost reduction approaches relevant to the MSMEs.

PARTICIPATION FEE

Rs 1,000 /- (Rupees one thousand only) per company sponsored delegate

Rs.750/- (Rupees Seven Hundred Fifty) per CMA Member

The Cheque/DD to be sent along with Nominations in favour of 'The Institute of Cost Accountants of India' payable at New Delhi, Details for NEFT/RTGS Payment: State Bank of India, Andhra Association Building, Institutional Area, Lodhi Road, New Delhi – 110 003.

• Current A/c. No. 30678404793 • IFSC Code: SBIN0060321 • PAN No. AAATT9744L

(The fee includes course fee, course material, course kit, Lunch, tea/coffee during the seminar).

NOTE :

Pre-Registration and pre-payment is a must.

Delegate fee is Non-refundable or adjustable against any other event of the Institute.

Delegate fee is inclusive of Service Tax. changes in nomination are acceptable.

The programme is Non-Residential.

Outstation participants are requested to get the confirmation from the Institute before proceeding to the venue.

ABOUT THE INSTITUTE

The Institute of Cost Accountants of India (erstwhile The Institute of Cost & Works Accountants of India) is a statutory body set up under an Act of Parliament in the year 1959 to provide training, education and research facilities in Cost & Management Accountancy. The Institute headquartered at Kolkata operates through four regional councils at Kolkata, Delhi, Mumbai and Chennai and 96 Chapters situated at important cities in the country as well as 9 overseas Centers. It is under the administrative control of Ministry of Corporate Affairs, Government of India. The Institute is a member of the International Federation of Accountants (IFAC), the Confederation of Asian & Pacific Accountants (CAPA) and the South Asian Federation of Accountants (SAFA).

REGISTRATION

For further details and Registration please contact :

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