



BOMBAY
MANAGEMENT
ASSOCIATION



10X SCALE UP CONCLAVE

25th Jan 2019
Hotel Trident, BKC
Scale Up for Success



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About Us

Established in 1954, Bombay Management Association (BMA) has pioneered efforts to help enhance managerial effectiveness and improve the standards of Business Management. It is widely regarded as one of the best management associations in India resulting in over 1.5 lakh managers trained with BMA. All India Management Association (AIMA) has awarded BMA as 'Best Local Management Award' seven times since its inception. The membership of BMA comprises of SMEs Corporate, , Entrepreneurs, Individuals and Management Institutes. Seminars, workshops and trainings are organized on various subjects of management by BMA. These subjects address needs of industries such as Manufacturing, Finance, Human Development, IT, Public Sector, Private companies and other industries in the new economy.





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About Conclave



The 10X Scale-up Conclave is a pioneering effort by BMA to connect the entrepreneurs of India with a supportive eco-system of potential customers funders and mentors. Designed for companies ranging from start-ups to SMES seeking to grow, buy and raise further capital in their journey to large scale success, the conclave will provide insights into the art of building successful companies with tips on navigating obstacles and challenges at every stage and capitalizing on opportunities to Grow, Buy and Sell. Featured speakers and panelists will be successful company CEOs and CIOs who support the start-up and entrepreneurial community, advisors who have helped companies navigate all stages of the entrepreneurial journey and successful entrepreneurs who will share their thought processes on the design and implementation of their products and processes for success.

Agenda



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Session	Activity	Speakers
08.30 am 09.30 am	Registration	
Opening Plenary 09.30 am 11.00 am	Welcome Address	➤ Mr. Rakesh K Mehra(Conference Chair)
	Opening Address	➤ Dr. Murtaza Khorakiwala, President BMA and Managing Director, Wockhardt Ltd.
	Innovation Eco-System in India	➤ Mr. Raghunath Mashelkar, Chairman of India's National Innovation Foundation, Reliance, Marico and Thermax Innovation Council. ➤ Mr. Nandan Nilekani, Co-founder Infosys and is the non executive chairman of Infosys
	Scaling enterprises	➤ Mr. Ronnie Screwvala, Founder UTV Group*
	Boosting Start Up Ecosystem- Government Thrust	➤ Shri Satish Gavai, IAS, Additional Chief Secretary Industry, Energy and Labour Department Govt. Of Maharashtra* ➤ Ms. Annie Dube,Hon. Consul General of Canada (Mumbai)*
	10 X Scale-Up Agenda	➤ Dr. Ganesh Natarajan (Conference Co-Chair)
11.00 am to 11.15 am	Tea & Networking break	
11.15 am to 12.15 pm	Fintech and BFSI Four Panelists with case studies of using start-ups	➤ Ms. Renuka Ramnath, Founder & CEO, Multiples Alternate Asset Management P Ltd* ➤ Mr. Rishi Gupta, CEO,Fino Payment* ➤ Mr. Sourabh Chatterjee,President, Head - Technology, Web and Direct Sales, Digital Marketing, Travel at Bajaj Allianz General Insurance Ltd.* ➤ Mr. Rajeev Gupta,CEO, Arpwood Capital* ➤ Mr. Vinod Kumar,Resources Industry Group,Accenture Strategy*
12.15 pm to 01.30 pm	IoT and Industry 4.0 Four panelists with case studies of using start-ups	➤ Dr. Rahul Mirchandani,Chairman & ,Aries Agro Limited ➤ Dr. Anish Shah, Group President -Strategy, Mahindra Group* ➤ Mr. Praful Talera, Managing Director,Dynamic Logistics ➤ Mr. Khaarvel Parakh, CEO, Techombay
01.30 pm to 02.15 pm	Lunch and Networking break	
02.15 pm to 03.15 Pm	Presentations by three featured start-ups who have scaled	Moderated by Dr Uma Ganesh, 5F World co-founder and Chairperson - Global TalentTrack ➤ Mr.Devang Shah, Co-Founder, Bulk MRO Industrial Supply Pvt. Ltd ➤ Mr.Tushar Vashisht, Medical APP/Ms. Falguni Nayar, Founder & CEO, Nykaa.com ➤ Ms.Mini Menon,Co Founder & Editor, Live History India* ➤ Ms. Parul Ganju,Co-founder, Director at Ahammune Biosciences Pvt Ltd*
03.15 pm to 04.15 pm	Grow-Buy-Sell Workshop Part 1 Start-Up to Success	Moderated by Dr Ganesh Natarajan ➤ Mr. Ramesh Mirakhur Growth Advisor Kalzoom Advisors and one entrepreneur who has raised Venture Capital.
04.15 pm to 04.30 pm	Tea & Networking break	
04.30 pm to 05.30 pm	Grow-Buy-Sell Workshop Part 2 Accessing Capital	Moderated by Dr Ganesh Natarajan ➤ Mr. Jaideep Mehta Head of VC Circle ➤ Mr Ramakrishna KV,Chief Executive Officer - Private Equity at Kotak Investment Advisors Limited*
05.30 pm to 06.00 pm	Concluding Remarks and Break	➤ Mr. Sanjiv Bajaj/Mr. R Gopalakrishnan ➤ Mr. Jayesh Rajan /Mr. Harish Bhatt
06.30 pm to 08.00 pm	Building Innovation Eco-Systems Two CEOs and one Celebrity Entrepreneur Followed by Entrepreneur Awards(Debraj Dam & Parakh Khaarvel)	Chief Guest ➤ Mr. Akshay Kumar/ Mr. Amir Khan/ Ms. Juhi Chawla ➤ Mr. Sanjiv Bajaj, Managing Director, Bajaj Finserv Limited* ➤ Mr. Sanjiv Mehta, Managing Director & CEO, Hindustan Unilever Ltd* ➤ Mr. Wayne Leung, Chief Executive Officer at Tappy Tech*
08.00 pm to 09.00 pm	Light Classical Music	
09.00 pm to 10.00 pm	Cocktail & Dinner	

*Subject to confirmation

Distinguished Speakers



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Raghunath Mashelkar



Nandan Nilekani



Annie Dube



R . Gopalakrishnan



Satish Gavai



Ronnie Screwvala

*Subject to confirmation

Partnership Opportunities



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Platinum / Title / Presenting Sponsor Cost – INR 10 Lakhs + GST

- ▶ The Title Sponsor will get the presenter's branding of the event.
- ▶ Corporate films of up to 2 min will be screened on the event day in the venue prior to conclave.
- ▶ The logo or brand of the Sponsor will be placed on the top of all the publicity material designed & distributed for the event.
- ▶ 4 Banners / Standees (provided by the sponsor) will be put up at prominent places at the venue.

Gold / Co Sponsor Cost - INR 7.5 Lakhs + GST

- ▶ Corporate films of up to 1 min will be screened on the event day in the venue prior to conclave .
- ▶ The logo or brand of the Sponsor will be placed on the bottom (left) of all the publicity material designed & distributed for the event.
- ▶ 2 Banners / Standees (provided by the sponsor) will be put up at prominent places at the venue.

Silver / Supporting Sponsor Cost - INR 5 lakhs + GST

- ▶ Corporate films of up to 45 seconds will be screened on the event day in the venue prior to conclave.
- ▶ The logo or brand of the Sponsor will be placed on the bottom (right) of all the publicity material designed & distributed for the event.
- ▶ 1 Banner/ Standee (provided by the sponsor) will be put up at prominent place at the venue.

TERMS & CONDITIONS

- ▶ Sponsorship is offered on a first cum first serve basis
- ▶ There is no exclusivity in sponsorship
- ▶ All sponsorship amounts have to be paid in full, latest by 1st January 2019
- ▶ Cancellation of sponsorship is not accepted
- ▶ Venue and dates may change in response to uncontrollable acts like fire, flood, earthquake, elections, elections, etc.

Fee Structure



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- ▶ Day Session - INR 7000/- + GST
- ▶ Evening Session – INR 8000/- + GST
- ▶ Day & Evening Session – INR 13000/- + GST
- ▶ Discount: 15% for BMA Members and early bird if registration completed before 25th December, 2018 .

Details of Net Banking Amount to be transferred to KOTAK MAHINDRA BANK

Name of Organisation	Bombay Management Association
Name of Bank	: Kotak Mahindra Bank
Branch	: Mumbai - Nepean Sea Road
Address	: Ground Floor, Burhani Mahal, 59, Nepeansea Road, Near Priyadarshini Park, Mumbai 400 006
Bank A/c No.	: 06370010003480
MICR Code	: 400485008
NEFT / IFSC Code	: KKBK0000637
SWIFT Code	: KKBKINBB
BMA DETAILS	
PAN	: AAATB0508Q
GSTIN	: 27AAATB0508QIZO

Partners



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Presented by
Bombay Management Association

9 Podar House, 'A' Road, Churchgate, Mumbai – 400 020
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Website: www.bma-india.com