



BOMBAY  
MANAGEMENT  
ASSOCIATION

g e t **better**

Scale **UP**

Connecting the growth



# 10X SCALE UP CONCLAVE 2.0

World Trade Centre, Centrum Hall

January 18, 2020

## **BRIEF ON CONCLAVE**

In the ever changing world of business keeping abreast of 'what's in' is integral to survival and growth of any enterprise. Merely running to stay put is not enough anymore; you will need to run smart, run safe, run fast, run smooth, run alert and generate energy simultaneously whilst you are at it.

No matter what we do, the world is moving so fast that it is extremely difficult to keep pace with it and hence a need for specially curated boosters that help entrepreneurs understand the evolving scenario becomes inevitable.

The 10X Scale up Conclave 2.0 is aimed to provide entrepreneurs, practicing managers, and aspirants and established enterprises a glimpse of the true future encircling us all. To learn from the experts the likelihood of opportunities, threats that any organization will encounter. These experts are not the typical wise old experienced leaders but also the Gen-Z who have this great ability to predict and design technology for ensuring challenges.

We have a blend of speakers with wisdom, acumen and extraterrestrial insights to share their knowledge experience and enthusiasm.

### **TARGET AUDIENCE**

The conclave is the perfect platform for CEO's of startups, MD & CEO's of small and Medium scale Enterprises, Innovators and Trend Starters, Upper level management of micro, small and medium enterprises and senior level management and business heads of any startup. Advanced students from management institutes can hugely benefit by the knowledge imparted in this summit.

BOMBAY MANAGEMENT ASSOCIATION (BMA) since its establishment in 1954 has pioneered efforts to help enhance managerial effectiveness and improve the standards of Business Management in India. It is widely regarded as one of the best management associations in India resulting in over 1.60 lakh managers trained with BMA.

All India Management Association (AIMA) has awarded BMA as 'Best Local Management Award' several times since its inception.

The membership of BMA comprises of Corporates, SMEs, MSMEs, Entrepreneurs, Individuals, and Management Institutes. Workshops, Seminars, conferences and trainings are organized on various Management Subjects by BMA. These subjects address the needs of industries such as Manufacturing, Finance, Human Development, Information Technology, Public Sector, Private Companies and other industries in the economy.

### **HIGHLIGHTS**

- **Keynote Address - Talent Acquisition and Retention - the Biggest Challenge**
- **Getting Started: Cashing Opportunities**
- **Scaling Up: Building Blocks**
- **Success Stories of Grit and Survival**
- **Going Global: Expanding Horizons**

**Conference Date : January 18, 2020 (Saturday)**

**Conference Timing : 9.00 am to 5.00 pm**

**Conference Venue : World Trade Centre, Centrum Hall, Mumbai**

## CONCLAVE AGENDA - 10X SCALE UP CONCLAVE 2.0

<b>09.00 hrs onwards</b>	<b>Registration and Networking Tea/Coffee</b>
<b>0930 hrs to 1045 hrs</b>	Inaugural Session - Lighting of Lamp
<b>Welcome Address</b>	Ms. Chhaya Sehgal, President, Bombay Management Association
<b>Introduction to 10X ScaleUP Conclave</b>	Mr. Rakesh Mehra, Conference Chair Dr. Kiran Yadav, Conference Co-Chair
<b>Keynote Address</b>	Mr. Satish Pradhan, Ex HR Head, TATA Group “Talent Acquisition and Retention - the Biggest Challenge”
<b>1045 hrs - 1100 hrs</b>	<b>Networking Tea-break</b>
<b>1100 hrs -1200 hrs Panel Discussion 1</b>	<b>“Getting Started : Cashing Opportunities”</b>  In this panel we shall engage with young entrepreneurs who have struggled and survived. They shall share their understanding of the real world environment and matching business trends with opportunities. Understanding existing support systems in the entrepreneurial journey incorporating best practices and avoiding obvious failures.
<b>Moderator</b>	Mr. Sampath Iyengar, Director, Neuralmayen
<b>Speakers</b>	Ms. Shreemayee Nabar, Sales & Marketing Head, Konkan Sales & Services Mr. Chinmay Divekar, Director, Koku Solar Pvt. Ltd Mr. SV Rasal, MD, IDEMI Mr. Jesal Ajmera, Director, Ajmera Group Shri A.R.Gokhe, Director, MSME-Development*
	Interaction with Audience
<b>1200 hrs – 1300 hrs Panel Discussion 2</b>	<b>“Scaling Up: Building Blocks”</b>  In this session, young start-ups will get an opportunity to understand building blocks of an enterprise from the best in business. The panel will consist of entrepreneurs who have moved beyond initial struggle and scaled their business sustainably. These businesses now are keen to spread their wings at exponential base. The session would be complimented by experts and mentors who enable scale up certain businesses by creating value.
<b>Moderator</b>	Ms. Namrata Thakker, Founder, Entrepreneur Excel
<b>Speakers</b>	Ms. Nalini Gupta, MD, Lotus Destinations Ms. Geeta Singh, Founder, Chic Woman Mr. Parth Karvat, Owner, YUPAA Group Mr. Vidyadhar Anand Prabhudesai, Co – Founder & Board Member, Leadcap Ventures
	Interaction with Audience



## CONCLAVE AGENDA - 10X SCALE UP CONCLAVE 2.0

<b>1300 hrs – 1400 hrs</b>	<b>Lunch</b>
<b>1400 hrs -1500 hrs Special Plenary Session</b>	<b>“Success Stories of Grit and Survival”</b>  In this post lunch session we shall hear the inspirational first-hand account of challenges encountered and hard earned success story of two successful entrepreneurs.
<b>Speakers</b>	Mr. Amitabh Saxsena, CEO, Anexas Europe Ms. Arundhati Joshi, Director, Plazma Technologies Pvt. Ltd
	Interaction with Audience
<b>1500 hrs – 1515 hrs</b>	<b>Networking Tea Break</b>
<b>1515 hrs -1615 hrs Panel Discussion 3</b>	<b>“Going Global : Expanding Horizons”</b>  This panel will dwell on opportunity to learn from entrepreneurs who have ventured into a truly global establishment understanding the environment, guidelines and perspectives of entering foreign markets from trade promotion representatives of some countries, a first-hand chance to interact on a one-on-one Basis.
<b>Moderator</b>	Mr. Ninad Karpe, Partner, 100X.VC
<b>Speakers</b>	Mr. Narayan Bhargav, Chairman and Managing Director, NSB Group Mr. Sumeet Kabra, Director, RR Global Mr. Devang shah & Mr. Gaurang Shah, Co-founder, Bulk MRO Industries Supply Mr. P. Srinivas, Consulate General of the United States, Mumbai Mr. Peter Deubet, Deputy Director General, Indo-German Chamber of Commerce*
	Interaction with Audience
<b>Concluding Remarks 1615 hrs – 1625 hrs</b>	Dr. Kiran Yadav, Conference Co-Chair
<b>Vote of Thanks 1625 hrs – 1630 hrs</b>	Prof. RSS Mani, Vice President, BMA
	<b>* (To be confirmed )</b>

## NOTABLE SPEAKERS



**Mr. Satish Pradhan**  
Ex HR Head  
TATA Group



**Ms. Chhaya Sehgal**  
President, BMA



**Mr. Ninad Karpe**  
Partner, 100X.VC



**Mr. Rakesh Mehra**  
President, Bulk MRO



**Prof. R S S Mani**  
Vice President, BMA



**Dr. Kiran Yadav**  
Chairman & MD,  
Success TryAngles



**Ms. Sushma Morthania**  
Director General India SME  
Forum



**Ms. Namrata Thakker**  
Founder, Entrepreneur  
Excel



**Mr. Amitabh Saxsena,**  
CEO - Founder Anexas  
Group of Consulting



**Ms. Arundhati Joshi**  
Director  
Plazma Technologies Pvt. Ltd



**Mr. Devang Shah**  
Co-Founder, Bulk MRO  
Industrial Supply Pvt.Ltd.



**Mr. Gaurang Shah**  
Co – Founder, Bulk MRO  
Industrial Supply Pvt. Ltd



## NOTABLE SPEAKERS



**Mr. Narayan Bhargava**  
Chairman and Managing  
Director, NSB Group



**Mr. Sumeet Kabra**  
Director  
R R Global



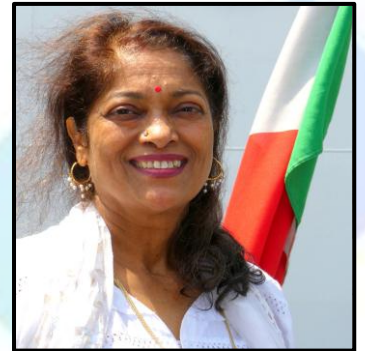
**Mr. Chinmay Divekar**  
Director, Koku Solar Pvt.  
Ltd



**Ms. Geeta Singh**  
Founder, Chic  
Woman



**Mr. Sampath Iyengar**  
Director  
Neuralmayen



**Mrs. Nalini Gupta**  
MD, Lotus Destinations  
GSA for Costa Cruise India



**Mr. P. Srinivas**  
Consulate General of the  
United States, Mumbai



**Mr. Parth Karvat**  
Owner, YUPAA Group



**Mr. Vidyadhar Anand  
Prabhudesai**  
Co – Founder & Board  
Member, Leadcap Ventures



**Ms. Shreemayee Nabar**  
Sales & Marketing Head  
Konkan Sales & Services



**Mr. Jesal Ajmera**  
Director  
Ajmera Group



**Mr. SV Rasal**  
MD, IDEMI

## PARTNERSHIP OPPORTUNITIES

Category of Sponsorship	Platinum	Gold	Silver
Sponsorship Fee. GST * 18% etc. in INR	5 Lakhs	3 Lakhs	2 Lakhs
Logo on Backdrop @ Conference	Yes	Yes	Yes
Complimentary Delegates	08	04	03
Video Display of the Co.	05 Minutes	03 Minutes	NIL
Standees at prominent places	02	02	02
Logo on the Brochure	Yes	Yes	Yes
Branding Co. materials to delegates	Yes	Yes	Yes
Coverage in BMA Update	Yes	Yes	Yes
Coverage in BMA Website	Yes	Yes	Yes
Access to database of registered delegates	Yes	Yes	Yes
Branding Co. materials on a separate desk	Yes	Yes	Nil

Category of Sponsorship	Lunch -2 Sponsors
Sponsorship Fee. GST * 18% etc. in INR	2.5 Lakhs
Logo on Backdrop @ conference	Yes
Complimentary Delegates	04
Video Display of the Co.	03 Minutes
Standees at prominent places	02
Logo on the Brochure	Yes
Branding Co. materials to delegates	Yes
Access to database of registered delegates	Yes
Coverage in BMA Update	Yes
Coverage in BMA Website	Yes
Branding Co. materials on a separate desk	NIL

**Registration Fees in INR**  
 Cheque/ DD in favor of 'Bombay Management Association'  
 5000 for Non-Members  
 2500 for BMA Members  
 2500 for LMA & Associate Members  
 2000 for Academicians of Member Institute  
 1500 for Students of Member Institutes

### Discounts

**Bulk Discounts for 10 or more participants**  
 Non Academic – 15%  
 Academicians/Students – 10%  
 Discount - Either one of the above will be applicable.  
 GST @ 18% will be extra.

### CONTACT DETAILS

Ms. Laxmi Gupta – 7738149513  
[laxmi.gupta@bma-india.com](mailto:laxmi.gupta@bma-india.com)  
 Ms. Oindrilla Paul – 8657431357  
[oindrillapaul@bma-india.com](mailto:oindrillapaul@bma-india.com)

### Terms & Conditions

- Sponsorship is offered on a first come first serve basis
- There is no exclusivity sponsorship
- Cancellation of sponsorship is not accepted
- Venue and dates may change in response to uncontrollable acts like flood, earthquake, elections etc.



# Details of Net Banking 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, BurhaniMahal, 59, Nepeansea  
Road, Near Priyadarshini Park, Mumbai 400006  
Bank A/c No. : 06370010003480  
MICR Code : 400485008  
NEFT/ IFSC Code : KKBK0000637  
SWIFT Code : KKBKINBB

## BMA DETAILS

PAN : AAATB0508Q  
GSTIN : 27AAATB0508QIZO

## CORPORATE PARTNER



## VENUE PARTNER



WORLD TRADE CENTER®  
MUMBAI

Promoted by MVIRDC®  
M. Visvesvaraya Industrial Research and Development Centre

## KNOWLEDGE PARTNER



## COMMUNITY PARTNER



ENTREPRENEUR EXCEL  
Don't Empower. Learn. Lead.

## ASSOCIATE PARTNERS



SATURDAY CLUB  
GLOBAL TRUST  
Regn. No. E-26480 (Mum)

[www.scgat.org.in](http://www.scgat.org.in)

IMC  
Chamber of Commerce and Industry



ASIAN  
INSTITUTE OF  
FAMILY MANAGED  
BUSINESS

## Presented by

Bombay Management Association

9 Podar House, 'A' Road, Churchgate, Mumbai – 400 020

Tel.: 91-22 2204 7650 / 2204 9698 / 2202 4743 / 2202 9615 (D)

Website: [www.bma-india.com](http://www.bma-india.com)