

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

09.00 hrs onwards	Registration and Networking Tea/Coffee
0930 hrs to 1045 hrs	Inaugural Session - Lighting of Lamp
Welcome Address	Ms. Chhaya Sehgal, President, Bombay Management Association
Introduction to 10X ScaleUP Conclave	Mr. Rakesh Mehra, Conference Chair Dr. Kiran Yadav, Conference Co-Chair
Keynote Address	Mr. Satish Pradhan, Ex HR Head, TATA Group “Talent Acquisition and Retention - the Biggest Challenge”
1045 hrs - 1100 hrs	Networking Tea-break
1100 hrs -1200 hrs Panel Discussion 1	“Getting Started : Cashing Opportunities” 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.
Moderator	Ms. Sushma Morthania, DG of India SME Forum*
Speakers	Ms. Shreemayee Nabar, QM, Konkan Sales Mr. Yatin Hegde, Spirit Kitchen and Bar Mr. SV Rasal, MD, IDME Shri A.R.Gokhe, Director, MSME-Development*
	Interaction with Audience
1200 hrs – 1300 hrs Panel Discussion 2	“Scaling Up: Building Blocks” 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.
Moderator	Ms. Namrata Thakker, Founder, Entrepreneur Excel*
Speakers	Ms. Nalini Gupta, MD, Lotus Destinations Ms. Geeta Singh, Founder, Chic Woman* Mr. Parth Karvat, Owner, YUPAA Group Ms. Sanjam Sahi Gupta, Director , Sitara Shipping Ltd.*
	Interaction with Audience

CONCLAVE AGENDA - 10X SCALE UP CONCLAVE 2.0

1300 hrs – 1400 hrs	Lunch
1400 hrs -1500 hrs Special Plenary Session	“Success Stories of Grit and Survival” 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.
Speakers	Mr. Amitabh Saxsena, CEO, Anexas Europe Ms. Arundhati Joshi, Director, Plazma Technologies Pvt. Ltd
	Interaction with Audience
1500 hrs – 1515 hrs	Networking Tea Break
1515 hrs -1615 hrs Panel Discussion 3	“Going Global : Expanding Horizons” 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.
Moderator	Mr. Ninad Karpe, Partner, 100X.VC
Speakers	Mr. Narayan Bhargav, Chairman and Managing Director, NSB Group Mr. Sumeet Kabra, Director, RR Global Mr. Sachin Balpande, Trade Commissioner, Consulate General of Canada* 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
Concluding Remarks 1615 hrs – 1625 hrs	Dr. Kiran Yadav, Conference Co-Chair
Vote of Thanks 1625 hrs – 1630 hrs	Prof. RSS Mani, Vice President, BMA
	* (To be confirmed)

NOTABLE SPEAKERS



Mr. Satish Pradhan
Ex HR Head
TATA Group



Ms. Chhaya Sehgal
President, BMA



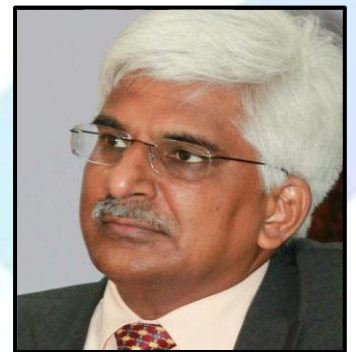
Mr. Ninad Karpe
Partner, 100X.VC



Mr. Rakesh Mehra
President, Bulk MRO



Prof. R S S Mani
Vice President, BMA



Mr. 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. Sachin Balpande
Trade Commissioner Consulate
General of Canada



Mr. Sumeet Kabra
Director
R R Global



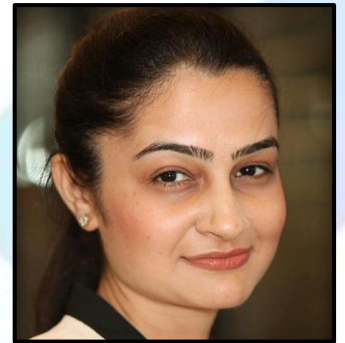
Mr. Yatin Hegde
Spirit Kitchen &
Bar



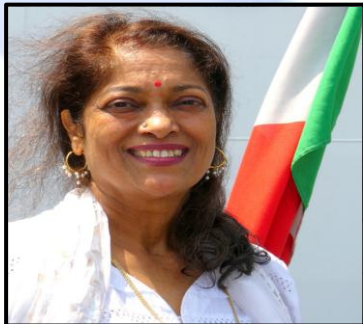
Mr. Narayan Bhargava
Chairman and Managing
Director, NSB Group



Ms. Geeta Singh,
Founder, Chic
Woman



Ms. Sanjam Sahi Gupta
Director
Sitara Shipping Ltd.



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



Mr. Parth Karvat
Owner, YUPAA
Group



Mr. Sampath Iyengar
Director
Neuralmayer

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
Standeers 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
Standeers 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
 Ms. Oindrilla Paul – 8657431357
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
Bond Empower Learn Lead

ASSOCIATE PARTNERS



ASSOCIATION OF BUSINESS LEADERS & ENTREPRENEURS



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

www.scgt.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