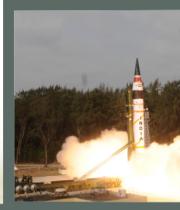




Workshop on

Defence Acquisition Process Intricacies and Key Aspects in RFI/RFP

June 4, 2014, FICCI, Federation House, Tansen Marg, New Delhi - 110001



Programme Theme

- Capital Acquisitions, Opportunities and Challenges
- Getting to the Starting Grid in the Race for Defence Contracts
- Challenges for stake Holders: Industry Perspective
- Responding to RFP and Experiences during Technical evaluations.
- Financial Evaluation of Response and Contract Negotiations
- Tax Risk (Direct & Indirect) Assessment and Management
- Defence Offset Amendments and their interpretations.
- Technology Transfer issues.

Faculty

- Amit Cowshish; Former FA (Acquisition) & AS and Member Defence Procurement Board, Ministry of Defence. He is presently a partner with Dua Associates, Advocates and Solicitors
- Maj. Gen. Nageshwar Vidyarthi, Former Technical Manager (Land Systems), Acquisition Wing, Ministry of Defence
- Ankur Gupta; A marine Engineer, MBA in International Business from the Delhi School of Economics and presently Manager Aerospace and Defence with Ernst & Young.
- Maj.Gen. (Retd.) Dr. Bhupinder Yadav has been with Deptt. of Defence Production and now heads Q-Tech Synergy.
- Geeta Khanna: A qualified Chartered Accountant and Manager -Tax Practice at Ernst & Young

Who should attend

- Defence Industry Professionals
 - Business Development
 - Procurement
 - ❖ OEMs
 - ❖ Tier 1-3 suppliers
 - Financial institutionsProfessional Course







Registration Fees

FICCI Members - INR 10000/- Inclusive of Taxes
FICCI Non-Members- INR 12000/- Inclusive of Taxes

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