



**OCTAGONNA**<sup>®</sup>  
WIDEN YOUR HORIZONS

## 2020 Organisation Profile



# WHO WE ARE

# Octagona India at a glance

**Octagona India Private Limited (OIPL) is a management advisory company** incorporated under the Indian Companies Act, operating in the domain of **strategic and operational management consulting since 2002.**

OIPL has its headquarters in New Delhi and representative offices in Pune & Bangalore with partners in most major cities in India.

The company provides its clients with **tailor made consultancy solutions that best fit their business requirements.**

*New Delhi Office*



*Pune Office*



*Bangalore Office*



# About the Group

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**Octagona Group** is a management consultancy which **provides *international business services***, with **18 years of experience**. Thanks to its direct presence in India, Italy, Vietnam and Brazil and its strategic global partnerships, Octagona is able to cover the entire global market, supporting companies in selling and/or entering into foreign markets thereby promoting investments and economic development.

**Any entrepreneur** who aspires to sell abroad often **wonders:**

**Where** can I **sell** my products?

**How** can I sell them?

**How can I access** new markets? **Which** are the best **strategies?**

**How** can I **strengthen my position** in a new market?

**OCTAGONA SUPPORTS SMES, THROUGH THE COMBINATION OF  
INNOVATIVE SERVICES AND PRACTICAL KNOWLEDGE AND  
EXPERIENCE WHICH ARE BUILT ON THE BASIS OF THEIR SPECIFIC  
NEEDS**



# Our numbers

**+20** years of experience in management consulting

**+300** customers supported

**2** own offices and **5** partner offices in India

**+20** employed people

# Our Team



**Alessandro Fichera**  
*Director*

He graduated from the University of Wales (UK) in European Business Management, specialized course in International Marketing all'IFOA of Reggio Emilia. From 2000 to 2002 marketing consultant for important Italian organizations such as ISMEA and ISTAT. For the next two years Group Marketing Manager for an important Modena group manufacturer of machines for working metal, with business development activities in overseas markets. Currently Senior Partner of Octagona and Trainer in Ca' Foscari, NIBI and other educational institutions with a strong international vocation. Extensive expertise and specialization in internationalization in mechanics, food, fashion and retail. Languages spoken: Italian, English, French & Spanish.



**Vishnu Krishna**  
*Director*

Mechanical Engineer with a Management Degree in International Business with over 18 years of business development experience. Has worked extensively for Japanese and Australian enterprises with focus on consumer products, electronics, infrastructure and renewable energy. Was the India Representative for an Electronics major from Japan for six years and thereafter the South Asia Team Leader at the Australian Trade Commission. Specialises in India market entry and operational support to foreign companies seeking business solutions. Languages spoken: Hindi, English & Japanese (basic).

# Select Members of our Team



## **Ajay Chaurasia** *Head - Accounts & Taxation team*

Degree in Accounting for Chartered Accountants in 2010 at the Institute of Chartered Accountants of India. He has more than 7 years of experience in accounting, finance, direct and indirect taxes, auditing, tax audits, internal audits and preparation and submission of tax returns and sales tax and services. He previously worked for a major accounting firm in India and for an IT company.



## **Anish Tanwar** *Head - Sales and Business Development team*

Holds an MBA in International Marketing in 2008 at Deakin University in Melbourne (Australia). He has more than 5 years of experience in market research, business development, CRM, sales & marketing. He previously worked for companies such as NIIT, Simplilearn and QAI Global. He works at Octagona India since January 2015.



## **Drishti Sharma** *Practising Company Secretary*

An Associate Member of Institute of Company Secretaries of India. She is a graduate in Commerce and also a graduate and post graduate in Law. She is having an overall experience of over four years. She has worked as a Senior Corporate Law Consultant with PCS firms in Punjab and New Delhi. She has an exposure in due diligence, liaising with Government Authorities, Customs SVB, legal and compliance related matters.

# Select Members of our Team



## **Bansari Joshi** *Associate Consultant – Western India*

Bansari graduated from Symbiosis College of Arts and Commerce, Pune in Western India with Banking and Finance specialization; simultaneously, obtained a degree of Company Secretaries from the Institute of Company Secretaries of India and later continued her studies with a Bachelor in Faculty of Law from ILS Law College, Pune. A practicing advocate, her domain of expertise expands into facilitation of Start-ups, Corporate Advisory & Compliance and Corporate Restructuring.



## **Upender Kumar** *Assistant Manager - Accounts*

Degree in Commerce from Delhi University and Semi-Qualified Chartered Accountant from The Institute of Chartered Accountants of India. He has more than 8 years of experience in accounting, finance, direct and indirect taxes, auditing, tax audits, internal audits and preparation and submission of tax returns, assessments, payrolls, direct and indirect taxes.



## **Nidhi Bhalla** *Manager - Administration*

A commerce graduate from Delhi University and a post graduate in Public Relations and Advertising. Has a work experience of over 12 years with various organisations across a range of industries. She has worked in roles such as Operations, Administration & Corporate Communications. Key organisations worked for in the past include: Ozone Overseas, HCL BPO Technologies and Exl Services.



# Global Team

## ITALY

- ALESSANDRO FICHERA – Partner & M.D.
- MONICA SESSI – Project Manager
- ERICA LUGLI – Administration
- MANLIO URBANO - Communications Manager
- GIACOMO BERTOIA – Consultant
- ANDREA TIRELLI - Associate Consultant
- ROCCO MORENO – Associate Consultant
- BARBARA MORENO – Associate Consultant
- ELEONORA CICIRIELLO – Associate Consultant
- MASSIMO CORSINI - Associate Consultant
- LUCIA MARCHI - Business Analyst
- GIACOMO BERTOIA – Business Analyst

**OCTAGONA Srl - 2005**

## BRAZIL

- RAFFAELE PEANO – Managing Director
- FRANCO CIRANNI – Associate Consultant

**ACESSO BRASIL CONSULTORIA EMPRESARIAL Ltda - 2012**

## NORTH AFRICA

- GIANCARLO FERRO – Associate Consultant

**OCTAGONA NORTH AFRICA - 2014**

## INDIA

- SATINDER KAPUR – Partner Legal
- VISHNU KRISHNA – Director
- ANISH TANWAR – Senior Business Analyst
- AJAY CHAURASIA - Chartered Accountant
- NIDHI BHALLA – Administration Manager
- SAAD UZZAMAN – Associate Legal
- DRISHTI SHARMA – Company Secretary
- BANSARI JOSHI- Advocate
- NIYATI CHAWLA – Company Secretary
- VANDANA RAWAT – Company Secretary
- UPENDER KUMAR - Senior Accountant
- DEVIPRASADA U M – Senior Accountant
- POOJA CHAURASIA - Accountant

**OCTAGONA INDIA Pvt Ltd - 2007**

## VIETNAM

- LE HONG PHUC – Associate Legal
- TUONG BUI VAN – Associate Consultant
- ANH TRAN – Associate Consultant

**OCTAGONA VIETNAM - 2009**

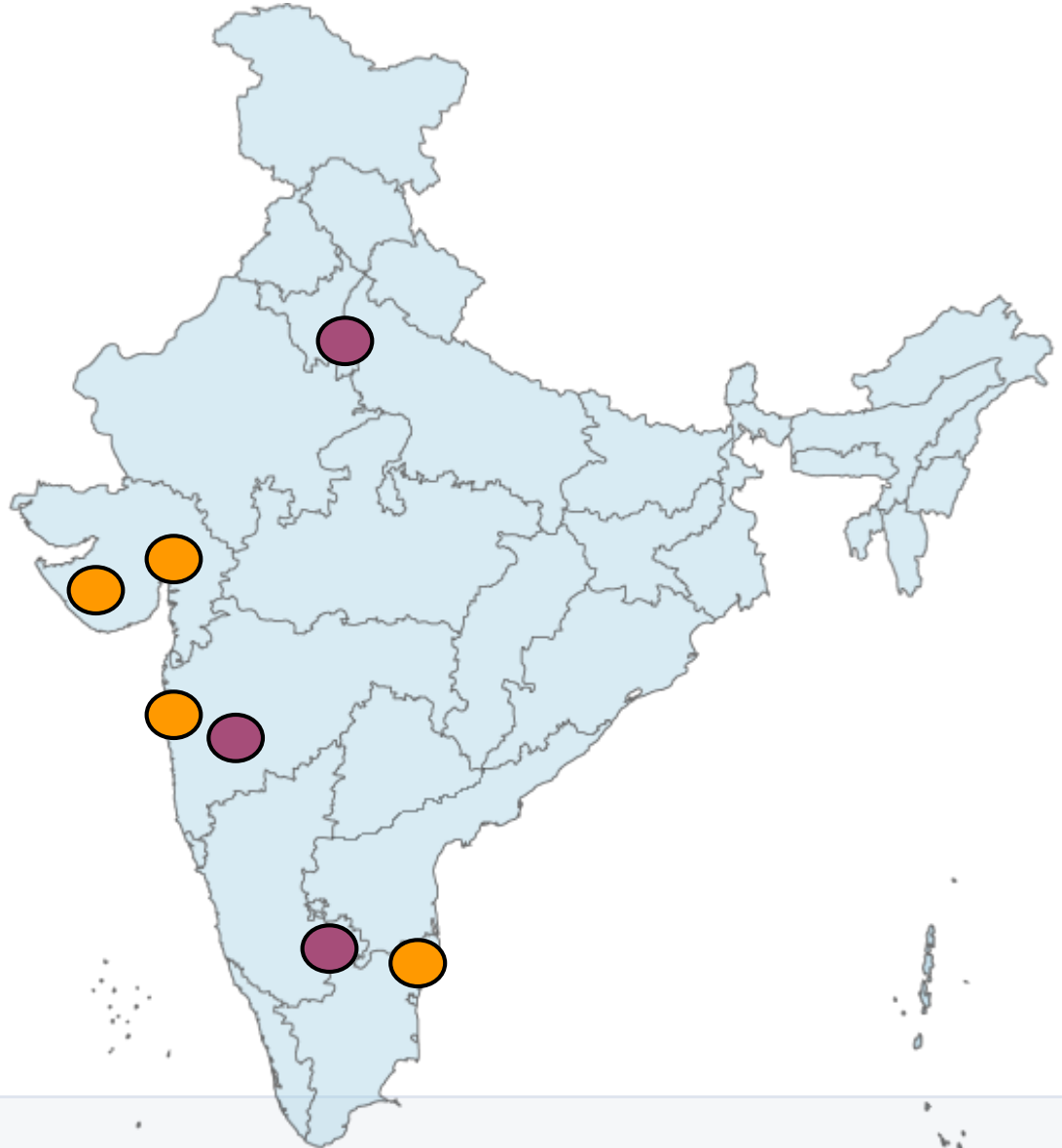
# Presence in India

## Direct offices:

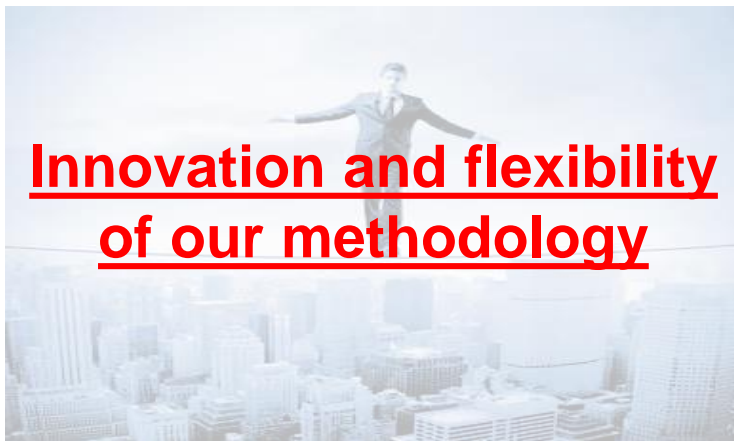
1. New Delhi
2. Bangalore
3. Pune

## Partner offices:

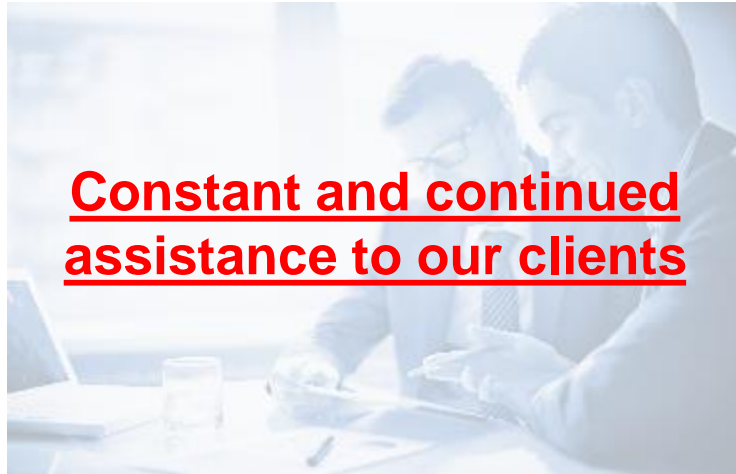
1. Mumbai
2. Ahmedabad
3. Rajkot
4. Chennai



# Our strengths and added value



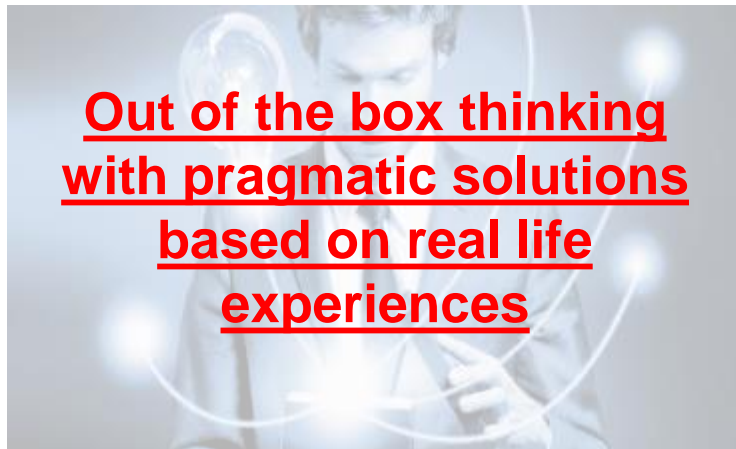
# Our strengths and added value



**Constant and continued assistance to our clients**



**Presence of a multiethnic, multi linguistic cross cultural teams**



**Out of the box thinking with pragmatic solutions based on real life experiences**



**Problem solving approach with a robust network of contacts in Government & Industry**



# WHAT WE DO



# Services at a glance

## Services for Institutions

- Organization of projects for group of companies
- Organization of events
- Search for funding to support internationalization
- Training / Formation activities
- Internationalization services to local businesses
- Presence in the country

## Services for companies

- Market and product analysis
- Research and selection of customers / counterparts (distributors/buyers/agents)
- Foreign commercial support
- Organization of exploratory surveys in foreign markets
- Construction of business plans, feasibility studies and industrial plans
- Constitution of instruments of settlement and extraordinary transactions such as M&A and JV
- Legal, administrative, fiscal, tax company secretary and audit support

# Our Service Segments

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**New Market  
Development**



**Project  
Management**



**Process  
Management**



**KPO & Operatio-  
nal Support**



**Credit Control &  
Debt Recovery**



**Legal & Corporate  
Restructuring**

# Service Segments

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## New Market Development

- Quick market assessments
- In-depth market research and analyses
- Industry & Competition Analyses
- Product pricing study with technology evaluation
- Partner search & introduction (Importer/Agent/Distributor)
- Regulatory Perspective
- Business Plans formulation
- Goal / Target Setting
- HR Support (“smart export assistant”)

# Service Segments

## Project Management

- Tender offers and Joint Ventures
- New company incorporations
- Bank account opening
- Mandatory licenses, certificates and registrations
- Green field projects from incubation to execution
- Short term project management support:
  - Set up of manufacturing/assembly operations
  - Set up of office operations
- Incorporation and mandatory registrations
- Environment & Pollution Clearances
- Specialized registrations/compliances - FSSAI & Customs SVB.

# Service Segments

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## Process Management

- Lean World Class Solutions (in association with M/s Bonfiglioli Consulting)
- Operational Excellence, Quality & Six Sigma
- In-out bounds supply chains
- Material Management & Warehousing
- Procurement Strategies
- Offices Optimisation
- Innovation Management
- Safety & Energy Management
- Footprint Analysis



# Service Segments

## KPO & Business Operational Support

- Book-keeping and Accounting (AP & AR)
- Payroll & Labour Laws
- Accounts Validation & Financial MIS
- Taxation and Statutory Compliances
- Audit (Statutory, Tax and Transfer Pricing) assistance
- International Taxation Advisory
- Shared workspace
- Sales & Business Development Consultant
- Supply Chain Developer

# Service Segments

## Company Secretarial Support

- Preparation of documents for all Board Meetings and Annual/Extraordinary General Meetings of the Companies.
- Certification and Filing of various event based and annual e-forms with ROC.
- RBI reportings under FEMA and liaising with Authorised Dealer Banks
- Filing of Annual FLA Return, FIRC & FC-GPR on FDI, ECB-2.
- Various Central and State Level Registrations like Goods & Service Tax(GST), Importer Exporter Code (IEC), Shops & Establishment, Professional Tax
- Making representations to authorities like ROC, Regional Director, SDM office for stamping of Share Certificates, DGFT

# Service Segments

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## Credit Control & Debt Management

- Debt Collections – Amicable & Legal
- Accounts Receivable Management
- Invoice Checking & Monitoring
- Insolvency Services
- Capital Restructuring and Fund Raising

# Service Segments

## Legal & Corporate Restructuring

- General Corporate Practice & Compliances
- Contract Drafting & Vetting
- Due Diligence
- Arbitration & Litigation
- Foreign Exchange Management (FEMA)
- Cross Border Mergers and Acquisitions
- Change of ownership structure
- Turnaround & Interim Management
- Trademarks & Intellectual Property Management
- Integration of assets and liabilities (for slump sale)

# Images





# So, Octagona India .....

- Is dedicated to International Trade & Economic Development
- Is committed to assisting Italian Companies doing business in India
- Has demonstrated ability of cross border investment promotion
- Has Strong network of high level contacts in industry and legislature
- Adopts International standards backed by local know-how and support
- Is flexible in approach with real life practical methodologies to consultancy
- Has abundance of knowledge and expertise through past projects
- Has proven track record of sound financials and profitability
- Upholds high levels of commitment as seen from strong client loyalty

# Contacts



## **OCTAGONA INDIA PRIVATE LIMITED**

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**New Delhi** 110076

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Fax: +91 11 46536399

E-mail: [octagona@octagona.com](mailto:octagona@octagona.com)

## **Bangalore Office:**

Level 8, Umiya Business Bay, Tower 1

Cessna Business Bay, Marathahalli ORR

**Bangalore** 560103

## **Pune Office:**

Level 9, Tower 2, World Trade Center, Opposite

EON Free Zone, Kharadi,

**Pune** 411 014