

OCTAGONA INDIA

Company Profile 2022

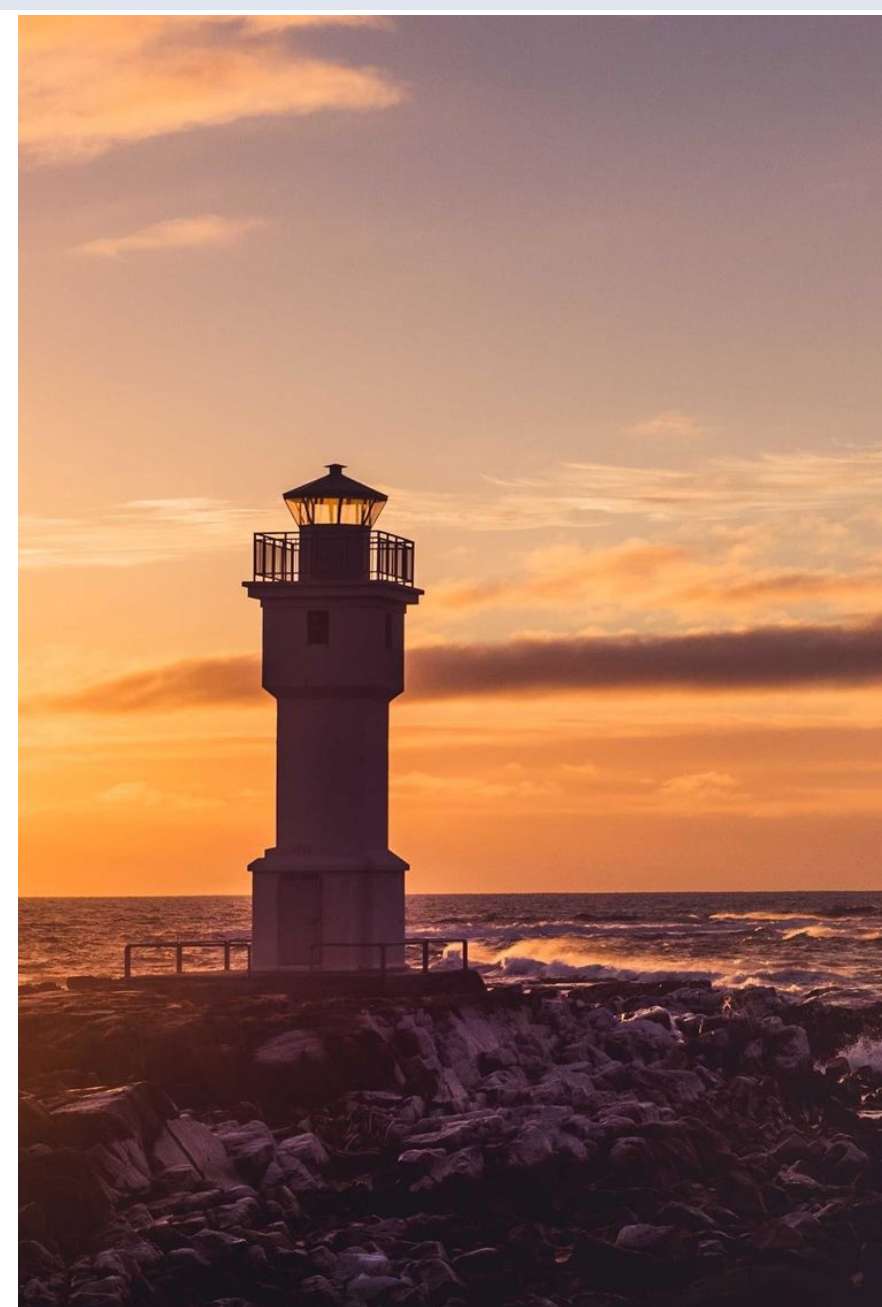


Introduction

Octagona Group, with its headquarters in Italy, works with companies that are passionate about globalisation. It is a leader in providing consulting services for international establishments, for management of foreign subsidiaries and in the field of cross border transactional advisory.

Started in 2002, with own operations in Italy, India, and Vietnam, we have successfully completed over 800 projects globally.

Octagona is committed to being a guiding beacon for its clients to achieve sustainable internationalization by rendering tailor made services that are delivered on the basis on capability, local market experience, practicality and innovativeness.



Octagona India

Octagona India Private Limited (OIPL), a subsidiary of Octagona SrL, has been operating in the domain of **strategic and operational management consulting** since 2002.

OIPL has its corporate headquarters in New Delhi & branch offices in Pune & Bangalore with external partners in most major cities in India.

The company's core competency lies in providing its clients with customized international development and subsidiary operations management solutions that are based on the key pillars of: **transparency; confidentiality; consistency; integrity and duty of care.**

Our numbers

+25 years of experience in management consulting

+150 clients supported

3 own offices and **6** partner offices in India

+24 consultants & staff

Why choose Octagona

The specific advantages and opportunities that Octagona offers its clients are:

- ✓ Deep knowledge of the cultural & commercial dynamics of markets where we operate
- ✓ One stop solution to all requirements arising out of a project
- ✓ In-house skill sets that ensure on-time delivery of work
- ✓ Practical feedback based on actual on-the-ground experience
- ✓ Time bound update on frequent regulatory and statutory changes in India
- ✓ Ensures 'last mile' delivery with a focus on client satisfaction

The clients avoid following risks by choosing Octagona as their consultant:

- ✓ No obligation to engage with different consultants for the same project
- ✓ Not taking a holistic view by underestimating legal & fiscal complexities
- ✓ Failure to understand cultural aspects of becoming successful in the market

Our Management



Alessandro Fichera
Managing Director

Graduated from the University of Wales (UK) in European Business Management, specialization course in International Marketing at the IFOA in Reggio Emilia. From 2000 to 2002, he was marketing consultant for important Italian organizations such as ISMEA and ISTAT. For the next two years Group Marketing Manager for an important Modenese group producing metalworking machines, with business development activities in foreign markets. Currently Managing Director of Octagona and Trainer in Ca 'Foscari, NIBI and other training institutions with a strong international vocation. Has extensive expertise in the field of internationalization & specialization in many industry sectors. .Spoken languages: Italian (mother tongue), English, French, Spanish.



Michele Bonfiglioli
Director

Graduated in Management Engineering from the University of Bologna, he obtained a Diploma in Business Administration from Berkeley University, California (USA) and worked as a Researcher in Manufacturing Engineering at the University of Nottingham. Since 2002 he has been CEO of Bonfiglioli Consulting, and founder of the Lean Factory School®: he is an expert on Lean Thinking and Lean World Class® (applications in the design, production, project management) areas, particularly in the automotive, industrial goods, electronics sectors. and pharmaceutical..Spoken languages: Italian (mother tongue), English.



Vishnu Krishna
Director

Mechanical Engineer with a Management Degree in International Business with over 22 years of business development experience. Has worked extensively for Japanese and Australian enterprises with focus to develop the market in South Asia for consumer products, electronics, infrastructure and renewable energy. He was the India Representative of a prominent Consumer Electronics corporation from Japan for six years and thereafter the South Asia Team Leader at the Australian Trade Commission. Currently in Octagona India since 2014. Specialises in India market entry, strategic marketing and operational support to foreign companies seeking business solutions in India.Spoken languages: Hindi (mother tongue), English & Japanese (basic).

Our Team



Ajay Chaurasia
Head - Accounts & Taxation



Bansari Joshi
Head – Legal & Secretarial



Anish Tanwar
India Entry Specialist



Nidhi Bhalla
Manager - HR & Administration



Upender Kumar
Sr. Manager – Accounts & Taxation



Namrita Arora
Practicing Company Secretary



Nidhi Kapoor
Associate Company Secretary



Pooja Chaurasia
Executive - Accounts



Pravin Bandbe
Senior Executive - Accounts



U M Deviprasada
Senior Executive - Accounts

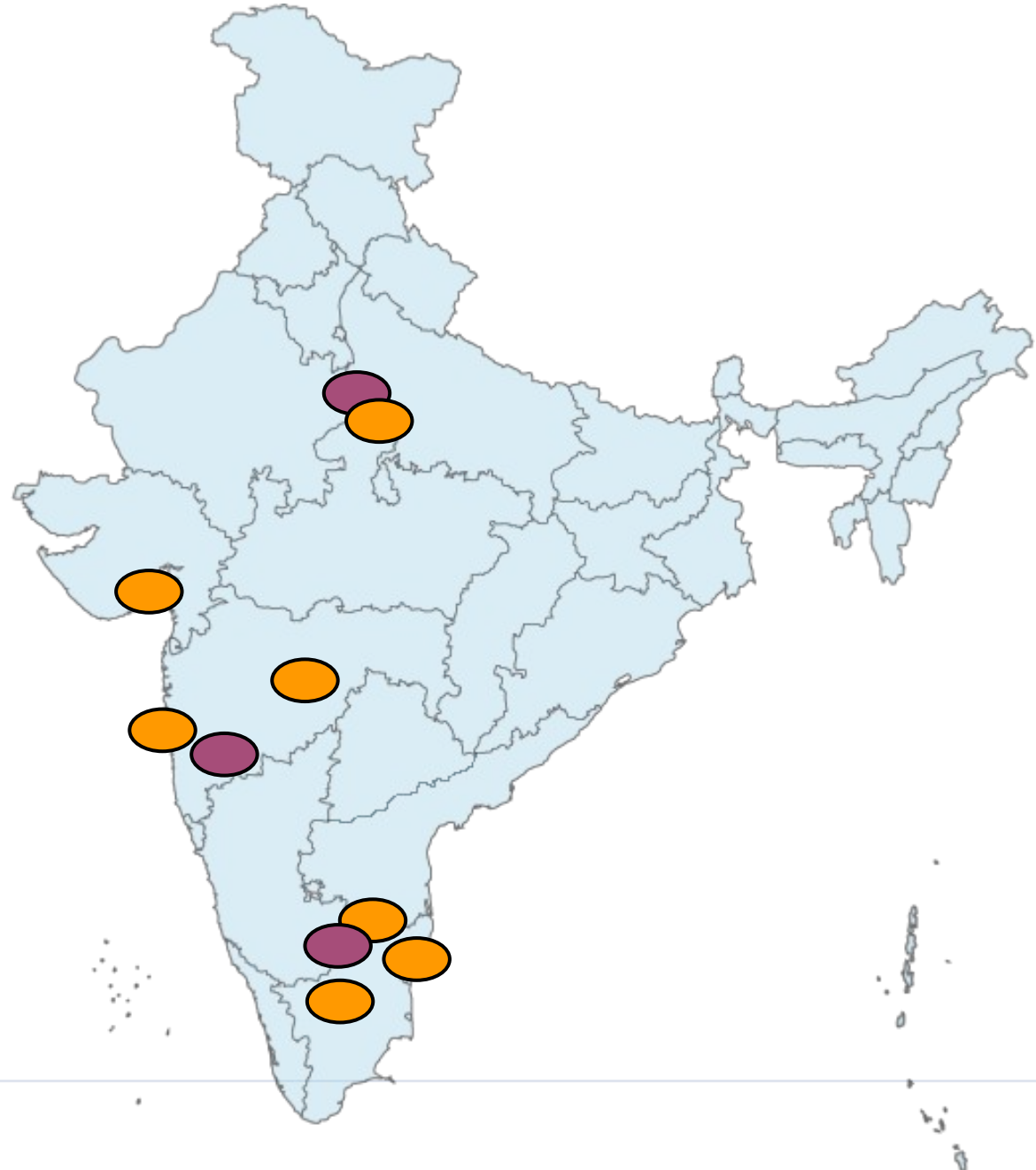
Presence in India

Direct offices:

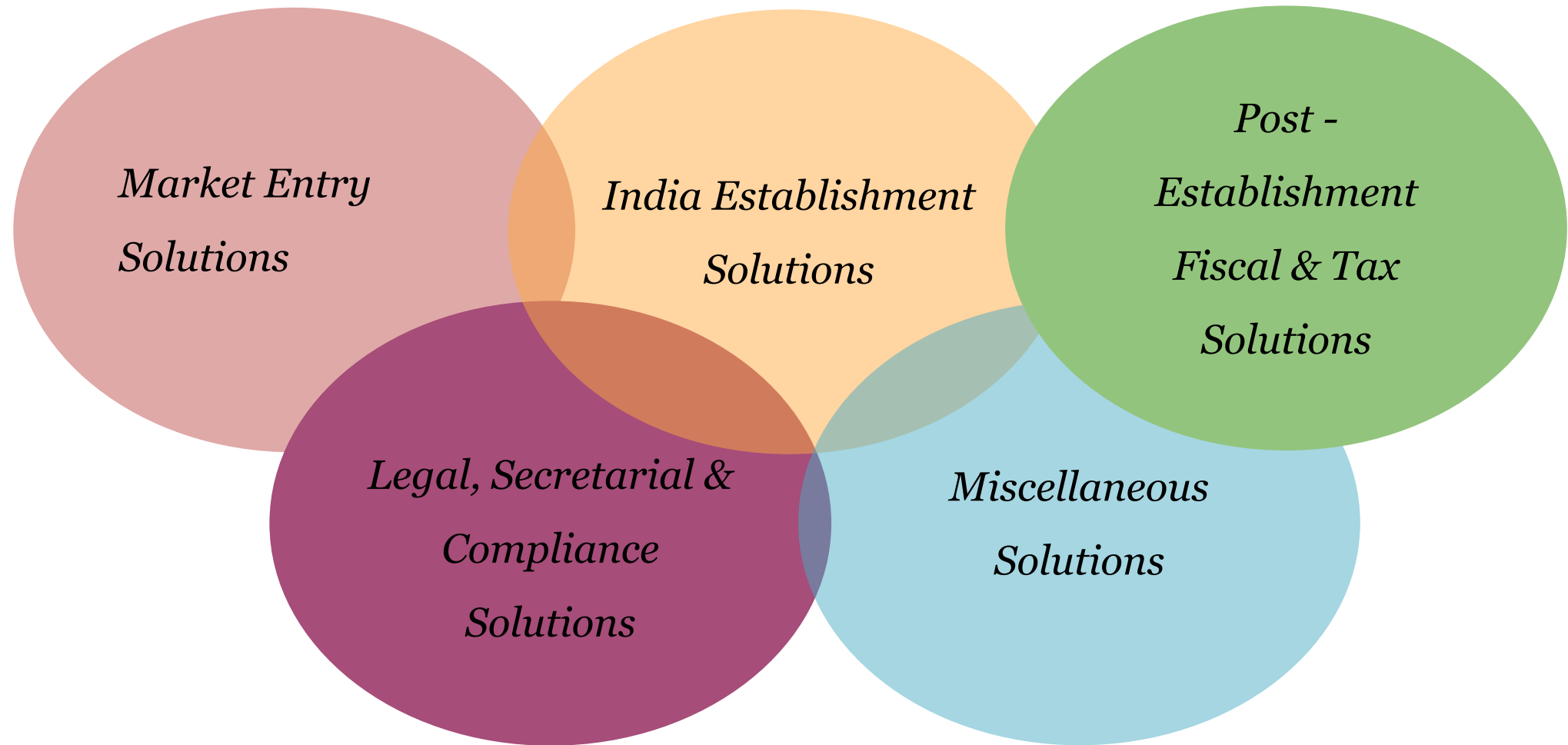
1. New Delhi
2. Pune
3. Bangalore

Partner offices:

1. Mumbai
2. Ahmedabad
3. Faridabad
4. Chennai
5. Coimbatore
6. Aurangabad



Our Service Verticals



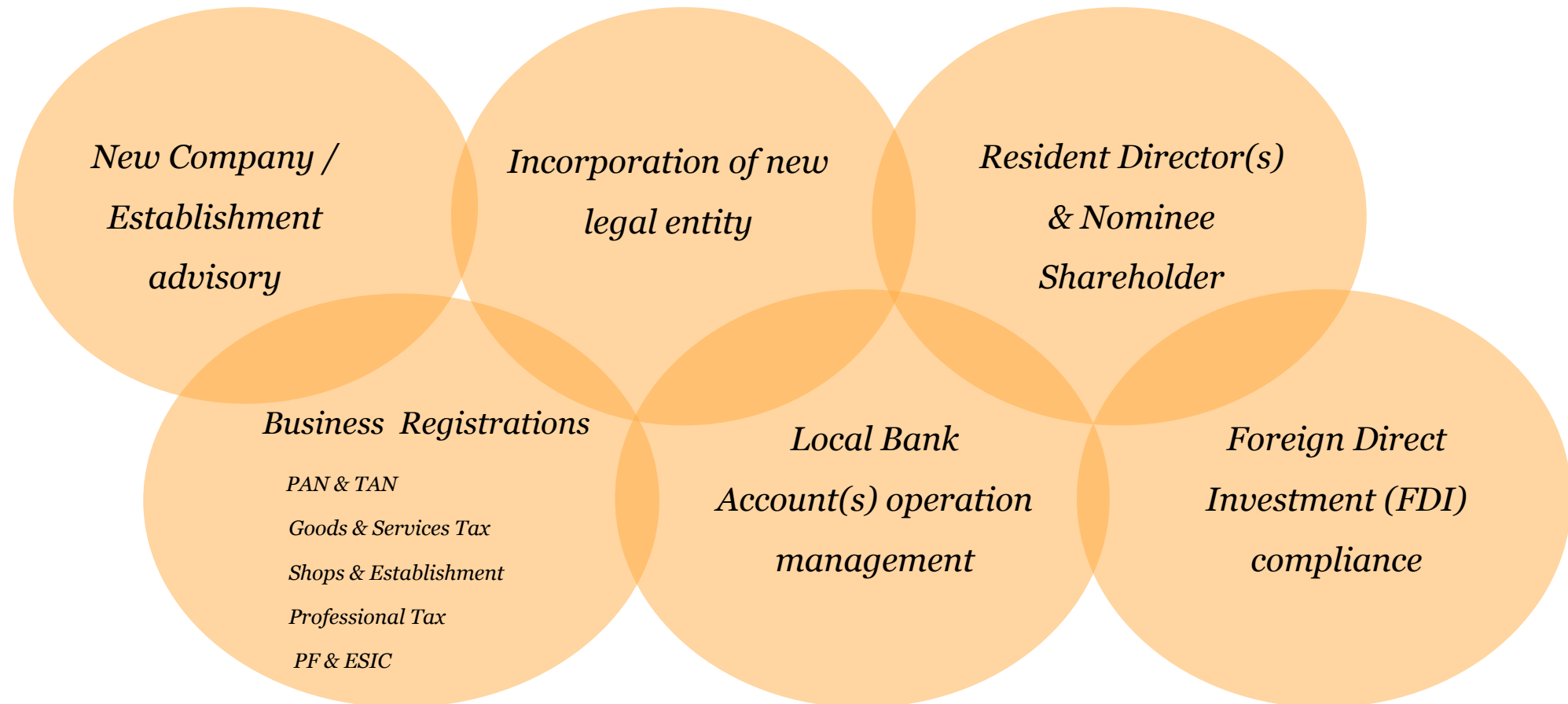
Services in Detail

Market Entry Solutions



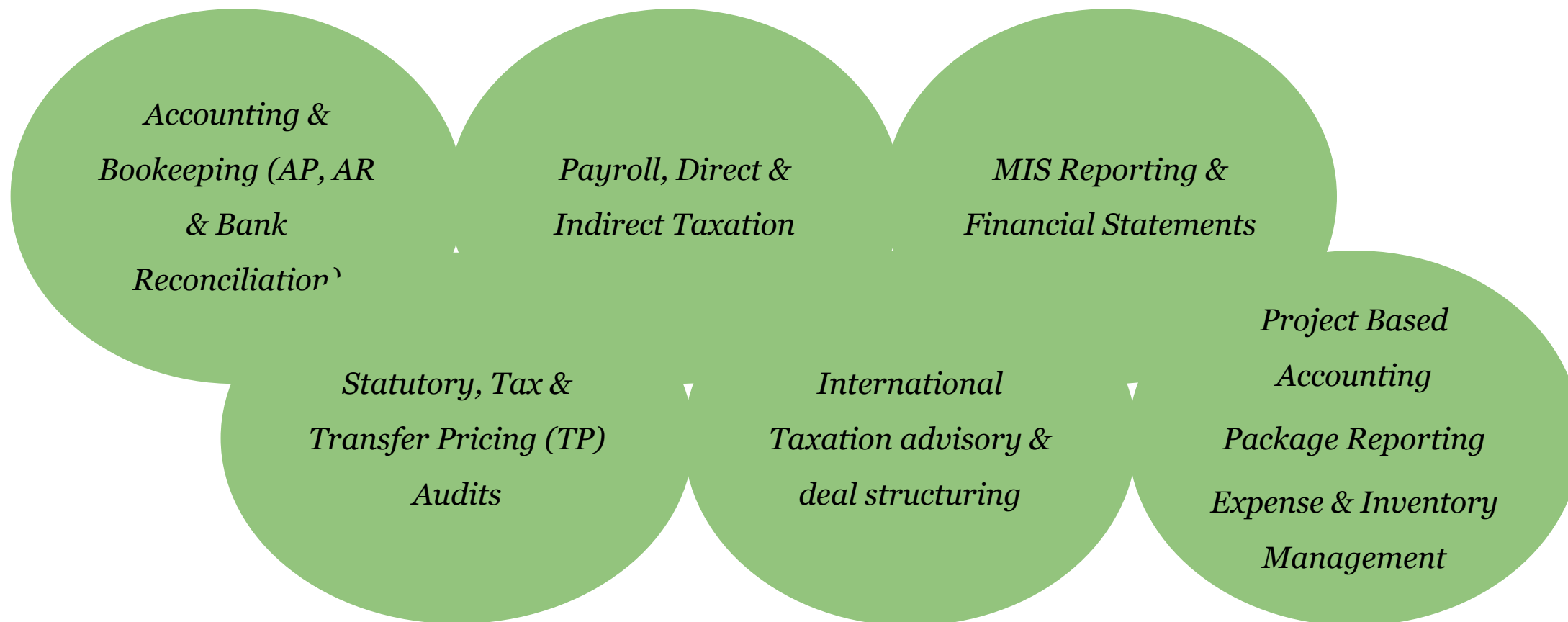
Services in Detail

India Establishment Solutions



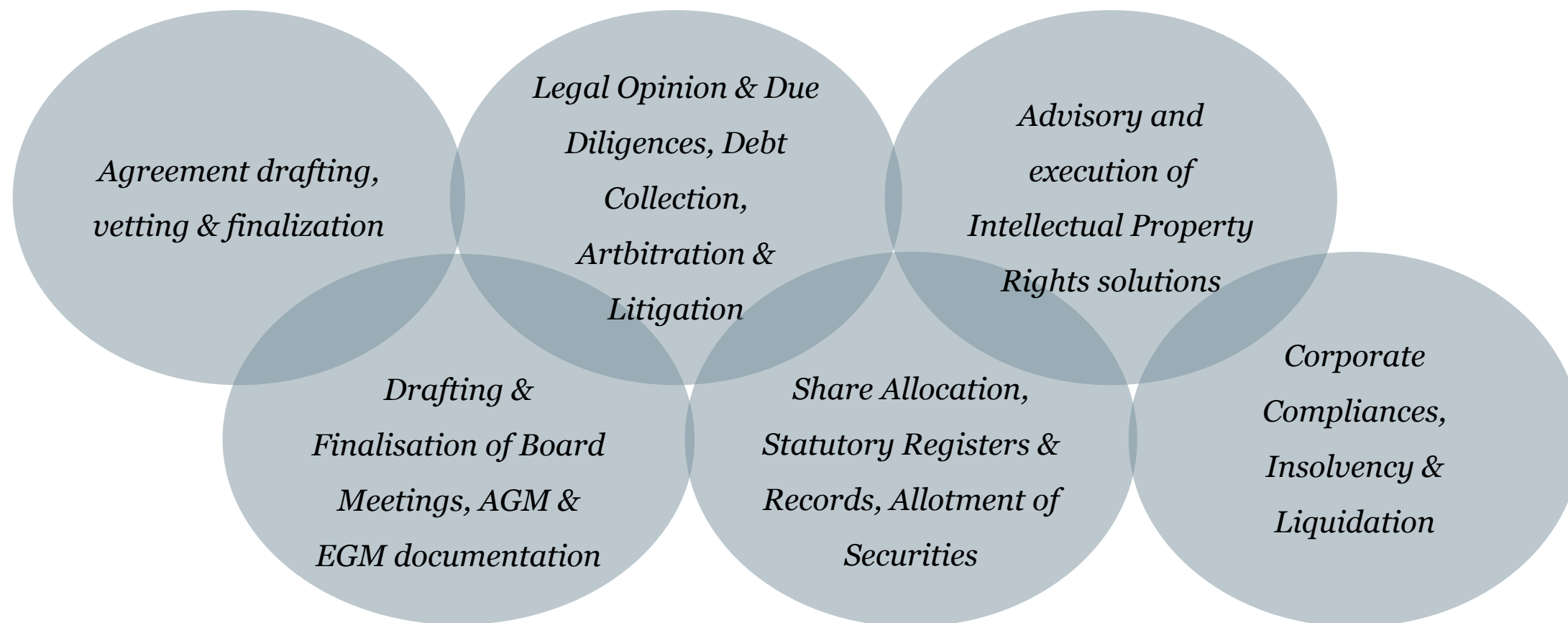
Services in Detail

Post-Establishment Fiscal & Tax Solutions



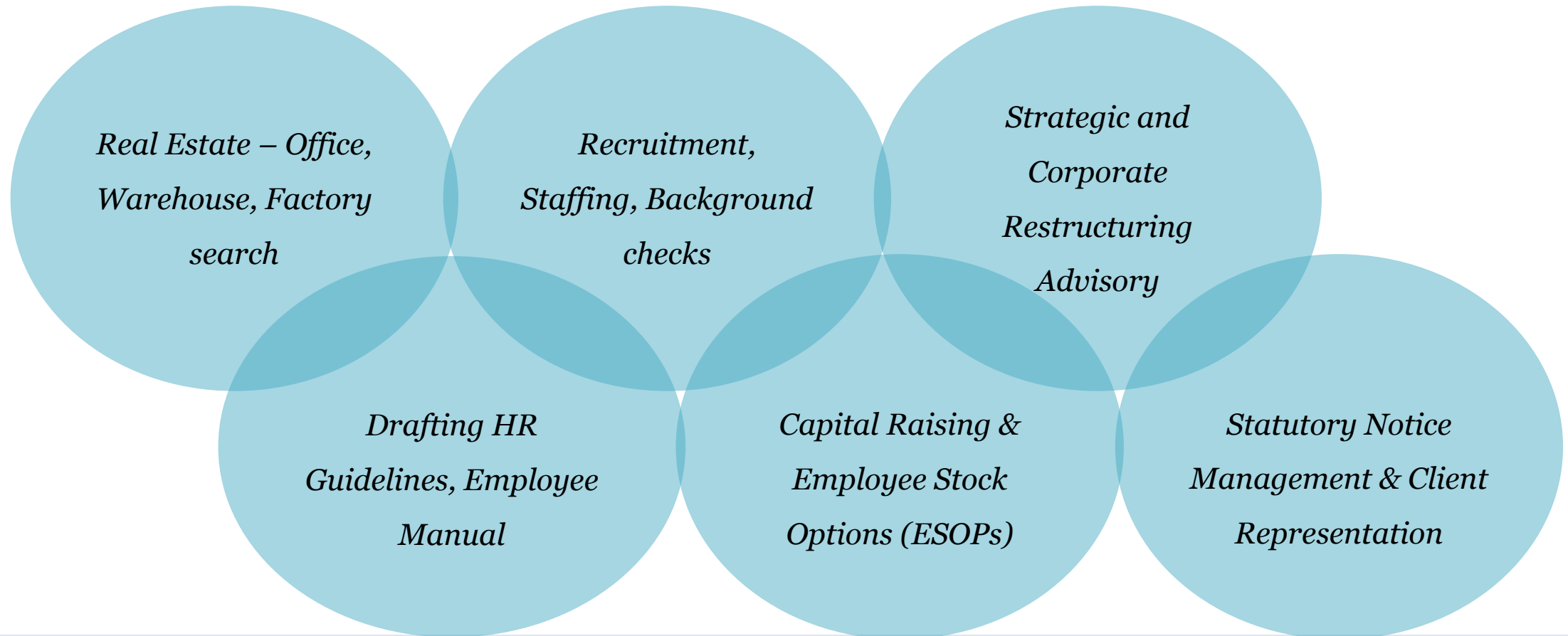
Services in Detail

Legal, Secretarial & Compliance Solutions



Services in Detail

Miscellaneous Solutions



Some of our clients, sectors & services



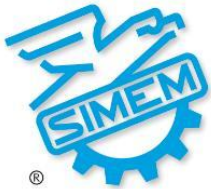
Kee Safety (UK) / Construction

- India establishment
- Fiscal, Tax & HR Services
- Compliance management



Lampre (Holland) / Manufacturing

- India establishment
- Customs SVB Registration
- Factory space due diligence



Simem (Italy) / Construction

- Management Restructuring
- Supplier negotiations, troubleshooting
- Resident Director



M.E.I. Systems (Italy) / Machinery

- HR Selection
- Third party payroll
- Dedicated Office Space



Urban Ambiance (USA) / Consumer

- Supplier selection & due diligence
- Negotiations
- UL certification assistance

Some of our clients, sectors & services



IBI Group (Canada) / Infrastructure Services

- Compliance Management
- CSR Policy



SAE-SMB (France) / Automotive

- Legal Advisory
- Trademark registration



Lemma Technologies (India) / Technology

- Agreements, Legal advisory
- Negotiations & Company restructuring



CY Laser (Italy) / Machinery

- India Branch Office establishment
- Fiscal, Tax & HR Compliances



Intercable Tools (Germany) / Machinery

- HR Selection
- Third party payroll



Bertagnolli (Italy) / Liquor

- India market research
- Competition Analysis
- Go-to-market strategy

Some of our clients, sectors & services



Mermec (Italy) / Infrastructure

- India incorporation
- Closure / Winding up



Dinamic Oil (Italy) / Automotive

- Land Due Diligence
- Accounting MIS & Audits
- CSR & Compliance Management



Smalvic (Italy)/ Consumer

- India Partner Search



Mix (Italy) / Construction

- India incorporation
- Custom SVB
- Banking support



Breton (Italy) / Machinery

- Legal support
- Fiscal Due Diligence
- Accounting & Audits



Pizzato (Italy) / Electronics

- India incorporation
- Resident Director, office space
- Legal, fiscal and compliance management

Testimonials

"Octagona India has been instrumental in critical negotiations in effectuating some important changes in the Board of our company in India besides providing the regular operational support in Accounting, Taxation, Compliances, Transfer Pricing and Audits. We thank them for their advisory services." **Mr. Luigi Muratori,**
Administration Director, System Ceramics S.p.A.

"We engaged with Octagona India for setting up our subsidiary in India in 2016 and since then it has been a very fruitful association with them be it on Transfer Pricing matters or on Company Secretary compliances. The team at Octagona is really very helpful and knowledgeable. Looking back, it was the right decision for us to work with Octagona in India." **Mr. Enrico Tassinari, Treasury & Finance, Coveme S.p.A.**

"It was a pleasure to work with the Octagona Team who guided us in our negotiations and drafting of agreements with the Indian partner. The discussions lasted over a few months but Octagona was always there to support us. We are thankful to them." **Mr. Andrea Fantozzi,**
CEO, Moss S.r.L.

"We have been associated with Octagona India from our first day in India. They are advising us on all business matters like Accounting, Taxation, Compliances, Audits, HR and Legal. We are very satisfied with their service and look forward to a long association with them." **Mr. Daniele Piantoni, CEO, O+P, S.r.L.**

Testimonials

“Since 2003 we have shown our interest for the potential business opportunities offered by India. Starting from 2013, together with the valued support of Octagona, we have strongly worked to build up its first subsidiary in this territory, named MecVel Technologies Pvt Ltd, with the key-role to be a point of reference for Indian customers. Octagona has been a really important partner in the internalization activities that we have decided to undertake to improve its leadership in the linear motion market.” **Ms. Miria Bastoni, MecVel, S.r.L.**

“Octagona India has been supporting our subsidiary in India since the very beginning. We have been assisted in areas like accounting, taxation, MIS, statutory registrations, Company Secretary matters, legal and audits. We are very satisfied with our relationship and recommend Octagona India services to foreign subsidiaries who wish to set up business in India.” **Mr. Matteo Gatti, Sales Manager, MIX S.r.L.**

“Our Company has built a very fruitful Cooperation with Octagona Company. Professional expertise of Octagona consultants have always given us timely feed-back and support for our business. Their knowledge has provided us the necessary advice and requirements on a full spectrum solutions.” **Ms. Silvia Ruggeri, Controller, Marchesini Group S.p.A.**

A Committed Team



Contacts



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