

# 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 institutions Professional Course



## Registration Fees

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

## For Registration Contact:

**Bhaskar Kanungo**  
+91-11-23487276  
bhaskar.kanungo@ficci.com

**Amit Kumar**  
+91-11-23487583  
amit.kumar@ficci.com

Defence and Aerospace Division,  
FICCI, Federation House, Tansen Marg, New Delhi - 110001