



SWAYAM SIDDHI COLLEGE OF MANAGEMENT & RESEARCH

Affiliated to University of Mumbai, Approved by AICTE, Recognised by DTE Govt Of Maharashtra

NAAC Accredited B+

(Affiliated to University of Mumbai, Approved by AICTE & Recognized by Govt. of Maharashtra DTE Code: MB 3133)

(An ISO 9001 – 2000 Certified Institute)

INDUSTRY & INTERNATIONAL CONNECT DURING THE ACADEMIC YEAR 20-21 & 21-22

S.No.	Consultancy Projects	Amount	Date of Contract
1.	Consultancy for Kohinoor Textiles, Nepal on Product Branding & Sales Promotion	Rs. 5,00,000	22/06/2021
2.	Consultancy for Ankit Multi-Trade Pvt. Ltd., Mumbai on Training Program for 'Effective selling skills & sales management Techniques'	Rs. 6,50,000	10/02/2022
3.	Consultancy for Bon-Bon foods Pvt. Ltd., Aurangabad on HR Training, Accounting procedure and Taxation work.	Rs. 5,50,000	07/04/2021
4.	Consultancy for Click Hotel, Aurangabad on Product Promotion & Service Quality Management	Rs. 6,00,000	27/05/2022
5.	Consultancy for TRP Construction, Aurangabad on 'Fund Raising & Project Management'.	Rs. 4,00,000	22/08/2022
	Total	Rs. 27,00,000	



Memorandum of Understanding (MOU)

Between

Swayam Siddhi College of Management & Research (SSCMR),
Bhiwandi



&

Kohinoor Textile Industries Pvt. Ltd, Birgunj, Nepal



This Memorandum of Understanding ["MOU"] is entered into on the 22nd day of June 2022 by and between Swayam Siddhi College of Management & Research (SSCMR), Bhiwandi and Kohinoor Textiles Industries Pvt. Ltd., Birgunj, Nepal in order to minimize the industry-academics gap and provide mutual benefit to each other as per their specific domain expertise.



Brief Introduction of SSCMR:

Swayam Siddhi College of Management & Research(SSCMR), Bhiwandi affiliated to University of Mumbai, Approved by AICTE and Recognized by DTE Govt of Maharashtra, which was established in the year 2006 offering MMS Course of 5 Specialization. From a modest beginning in 2006, the Institute nurtured a dream to become a leading management school. The guiding philosophy of the school throughout has been providing quality management education to meet future corporate challenges. The Institute believes in academic excellence, social responsibility, professional and personal growth of students and faculties.

Brief Introduction of Kohinoor Textiles, Birganj, Nepal

Kohinoor Textile Industries Pvt. Ltd. was established in the Year 2016, by the Indian Businessman Mr. Ashok Agrawal. Mr. Ashok Agrawal was previously working as Textile Consultants to Many Limited Companies in India. With the wide Experience and knowledge of more than 25 Years he started his own set up under the name and style M/s-Kohinoor-Textile Industries Pvt. Ltd., in Birganj, Nepal with 25 Power Looms at an Investment of Rs.50 Lakhs. Kohinoor Textiles is one of the largest exporters of Textile product in Birganj City of Nepal. It has employed more than 150 employees in company. Their Main motto is to Provide "Quality Product at Reasonable Cost".

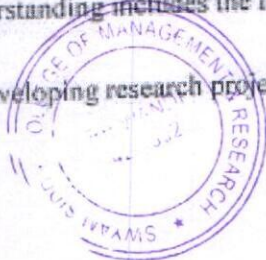
BACKGROUND OF MOU:

The MOU among aforementioned two parties are intended to create a strong and viable relationship between industry and academics with the help of collaborative activities in the areas of mutual interest, on a basis of equality and reciprocity.

SCOPE OF MOU:

The Scope of collaboration on academic and research activities in this Memorandum of Understanding includes the following categories:

1. Developing research projects jointly and avail funding.





2. Exchange of academic/learning information, materials and facilities.
3. Conducting training and consultancy programs as per mutual requirements.
4. Short term company specific training programs.
5. Sponsorship for students projects and activities.
6. Product promotion and process development and sales management.
7. HR Training and development, Recruitment and Training program.
8. Training & consultancy related to utility business softwares, like Advance Excel, Tally etc.
9. Promoting such other activities/programs as mutually agreed from time to time.

DURATION, AMENDMENTS AND TERMINATION OF MOU:

DURATION OF MOU: The MOU shall remain in force for a period of 2 (Two) years from the date of execution unless terminated earlier by either of the parties or by mutual consent at least three months in advance.

TERMINATION: Either of the parties may terminate this MOU by issuing a notice in writing to either part, 3 months in advance.

AMENDMENTS: Any amendment/change to the terms of the MOU shall be valid only if the amendment/change is mutually agreed to and made in writing and executed by the authorized representatives/signatories of both the organizations.

<p>For Swayam Siddhi College of Management & Research (SSCMR):</p> <p>Dr. Anil Matkar Director Swayam Siddhi College of Management & Research (SSCMR), Bhiwandi Date: 22/06/2022 Place: Bhiwandi, Thane.</p>	<p>For Kohinoor Textiles, Birganj, Nepal:</p>   <p>Mr. Ashok Agrawal Managing Director, Kohinoor Textiles Industries Pvt. Ltd, Nepal Date: 25/06/2022 Place: Birganj, Nepal</p>
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Detailed plan for a consultancy project with Kohinoor Textiles, Nepal

Topic: "Product Branding & Sales Promotion"

1. Understand the Client's Business Goals and Brand Positioning:

- a. Conduct an initial consultation with the client to get a sense of their business goals, products/services, target audience, brand identity, and current marketing strategies.
- b. Create a questionnaire for the client to fill out that covers key areas such as business objectives, target audience, current marketing initiatives, brand messaging, and visual identity.
- c. Conduct research on the client's industry, competitors, and target audience to identify market trends, consumer behaviors, and areas of opportunity.
- d. Analyze the client's current branding and marketing efforts to identify strengths, weaknesses, and areas for improvement.

2. Conduct a Market Analysis:

- a. Conduct a SWOT analysis (Strengths, Weaknesses, Opportunities, Threats) of the client's business to identify areas of opportunity and potential threats.
- b. Conduct a competitor analysis to identify their strengths, weaknesses, and key differentiators.
- c. Analyze market trends and consumer behaviors to identify potential opportunities for the client.
- d. Identify the client's unique value proposition and key messaging points.

3. Develop a Branding Strategy:

- a. Develop a brand positioning statement that clearly articulates the client's unique value proposition and key messaging points.
- b. Develop a brand personality and tone of voice that aligns with the client's brand identity and resonates with their target audience.



c. Develop a visual identity that includes a logo, color palette, typography, and other visual elements that reflect the client's brand personality and messaging.

d. Develop brand guidelines that provide clear instructions on how to use the visual identity across all channels.

4. Create a Sales Promotion Plan:

a. Develop a sales promotion plan that includes tactics such as discounts, promotions, product bundling, and events.

b. Identify the channels that will be used to promote these tactics, such as email marketing, social media, and paid advertising.

c. Develop a content calendar that outlines the timing and messaging for each promotion.

d. Develop a measurement plan to track the success of each promotion.

5. Implement and Monitor the Plan:

a. Work with the client to ensure that the branding strategy and sales promotion plan are executed effectively.

b. Monitor the performance of each promotion and adjust the plan as necessary to ensure that it's achieving the desired results.

c. Monitor the client's social media accounts and online reviews to ensure that their brand messaging is consistent and resonating with their target audience.

d. Provide regular updates to the client on the progress of the project.

6. Evaluate the Results:

a. Analyze the data collected during the project to evaluate the success of the branding strategy and sales promotion plan.

b. Provide the client with a comprehensive report that includes data on sales, brand awareness, customer engagement, and other relevant metrics.



c. Identify areas of success and areas for improvement, and provide recommendations for future marketing strategies.

d. Schedule a follow-up consultation with the client to discuss the results of the project and provide additional guidance as needed.



To,

The Director,

SSCMR, Bhiwandi, Thane.

With reference to the MOU signed with your institution, I am writing this letter to seek your support in consultancy services in the area of Product Branding and Sales Promotion for our organisation. I have been tasked with enhancing our brand's image and increasing sales through targeted promotional activities.

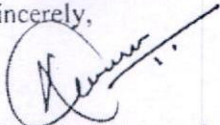
We are particularly interested in your services related to developing a comprehensive branding strategy that will resonate with our target audience. We believe that this is an area where we can improve significantly, and we would greatly benefit from your insights and experience.

In addition, we would also like your input on developing effective sales promotion campaigns. We are currently exploring various promotional channels, and we believe that your consultancy services will help us create a cohesive and effective promotional plan.

I would be grateful if you could provide me with more information on your consultancy services related to this matter, including your rates, availability, and any other relevant details. Additionally, if you have any questions or require more information about our company, please do not hesitate to ask.

Thank you for your time and consideration, and I look forward to hearing from you soon.

Sincerely,



Mr. Ashok Agrawal

Managing Director

Kohinoor Textile Industries Pvt. Ltd., Nepal





SWAYAM SIDDHI COLLEGE OF MANAGEMENT & RESEARCH

Affiliated to University of Mumbai, Approved by AICTE, Recognised by DTE Govt Of Maharashtra

NAAC Accrediated B+

Dear Mr. Ashok Agrawal,

KOhonoor Textiles Pvt. Ltd., Nepal.

Dear Sir,

This is in response to your letter requesting for our consultancy services in the area of Product Branding & Sales Promotion. We are delighted to see your interest in our expertise, and we appreciate the opportunity to collaborate with you.

Our organisation has a proven track record of success in assisting companies to achieve their goals through effective brand management and sales promotion strategies. Our team of experts has extensive experience in the industry and is committed to providing customized solutions tailored to the unique needs of each client.

We understand the importance of creating a strong brand identity and developing a successful sales promotion plan that resonates with your target audience. Our approach is to work closely with our clients to gain an in-depth understanding of their business objectives and challenges. Based on this knowledge, we develop a comprehensive strategy that utilizes the latest industry trends and best practices to achieve optimal results.

We offer a range of consultancy services that include brand positioning, market research, target audience analysis, promotional campaign design, and execution. We will work closely with your team to ensure that our services meet your specific requirements and that you achieve your desired outcomes.

As per our discussion, the consultancy fee for this project will be Rs. 6,00,000, which includes a comprehensive analysis of your business, development of a customized strategy, and implementation support. The fee structure is flexible, and we offer various options to accommodate your budget.

Please let us know if you require any further information or if you would like to discuss your requirements in more detail. We are excited to collaborate with you and look forward to the opportunity to enhance your brand and drive sales growth.

Sincerely,

Dr. Anil Matkar

Director

Swayam Siddhi College of
Management & Research (SSCMR),

Bhiwandi, Thane.



1

Memorandum of Understanding (MOU)

Between

**Swayam Siddhi College of Management & Research (SSCMR),
Bhiwandi**



&

ANKIT MULTITRADE PRIVATE LIMITED, MUMBAI

This Memorandum of Understanding ["MOU"] is entered into on the 10th day of Feb 2022 by and between Swayam Siddhi College of Management & Research (SSCMR), Bhiwandi and Ankit Multitrade Private Limited, Mumbai in order to minimize the industry-academics gap and provide mutual benefit to each other as per their specific domain expertise.

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Brief Introduction of Ankit Multitrade Private Limited, Mumbai

Ankit Multitrade was established in the Year 2007, in the Maharashtra rejoin of India with an objective to provide variety of value added services to the customers.

The Business Activities of the Company comes under division wholesale trade and commission trade, except of motor vehicles and motorcycles and this come under section wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods. The company is having various plans for its growth and development in coming future by opening branches through self-finance and franchise mode.

BACKGROUND OF MOU:

The MOU among aforementioned two parties are intended to create a strong and viable relationship between industry and academics with the help of collaborative activities in the areas of mutual interest, on a basis of equality and reciprocity.

SCOPE & OBJECTIVE OF MOU:

The Scope & objective of collaboration of both the organisations in this Memorandum of Understanding includes the following areas:

1. Developing research projects jointly and avail funding.
2. Exchange of academic/learning information, materials and facilities.
3. Conducting training and consultancy programs as per mutual requirements.





4. Short term company specific training programs.
5. Sponsorship for students projects and activities.
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<p>For Swayam Siddhi College of Management & Research (SSCMR):</p> <p><i>[Signature]</i> Director Swayam Siddhi College of Management & Research</p> <p>Director Swayam Siddhi College of Management & Research (SSCMR), Bhiwandi, Thane.</p> <p>Date: 11/02/2022 Place: Bhiwandi, Thane 421302</p> 	<p>For Ankit Multitrade Private Limited, Mumbai:</p> <p><i>[Signature]</i></p> <p>For ANKIT MULTITRADE PVT. LTD.</p> <p>Mr. Narendra Lad <i>[Signature]</i> DIRECTOR HR Manager Ankit Multitrade Private Limited, Mumbai</p>  <p>Date: Place: Goregaon (East) Mumbai Mh 400063</p>
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Memorandum of Understanding (MOU)

Between

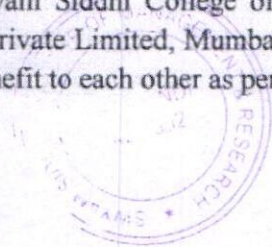
**Swayam Siddhi College of Management & Research (SSCMR),
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&

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For Swayam Siddhi College of Management & Research (SSCMR):

Anil Director
 Swayam Siddhi College of Management & Research
Director
 Swayam Siddhi College of Management & Research (SSCMR),
 Bhiwandi, Thane.
 Date: 11/02/2022
 Place: Bhiwandi, Thane 421302



For Ankit Multitrade Private Limited, Mumbai:

Narendra Lad
 For ANKIT MULTITRADE PVT. LTD.
 Mr. Narendra Lad DIRECTOR
 HR Manager
 Ankit Multitrade Private Limited, Mumbai
 Date:
 Place: Goregaon (East) Mumbai Mh 400063



Detailed plan for a consultancy project with "Ankit Multi-Trade Pvt. Ltd."

Topic: "Effective selling skills sales management techniques"

Introduction:

Effective selling skills and sales management techniques are crucial for any organization's success. The ability to sell products or services in a competitive market is essential to ensure the company's growth and profitability. In this training and consultancy plan, we will cover the following key areas:

Understanding the Sales Process

Developing Effective Communication Skills

Creating a Sales Strategy

Implementing a Sales Management System

Developing and Motivating a Sales Team

A. Training Plan

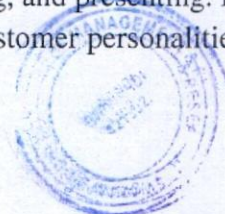
The training plan will be divided into several sessions that will cover each of the above areas in detail. The sessions will be interactive and designed to give participants practical knowledge and skills they can apply in their day-to-day work.

Session 1: Understanding the Sales Process

This session will cover the sales process, from identifying prospects to closing the sale. Participants will learn about the various stages of the sales process, including prospecting, needs analysis, presenting solutions, overcoming objections, closing the sale, and follow-up.

Session 2: Developing Effective Communication Skills

Effective communication is crucial in sales. This session will focus on developing effective communication skills, including active listening, questioning, and presenting. Participants will learn how to tailor their communication style to different customer personalities and how to use language and body language to build rapport and trust.



Session 3: Creating a Sales Strategy

In this session, participants will learn how to create a sales strategy that aligns with the organization's goals and objectives. The session will cover how to identify target markets, analyze customer needs, and develop a unique selling proposition. Participants will also learn how to set sales targets and create a sales plan to achieve those targets.

Session 4: Implementing a Sales Management System

A sales management system is essential for tracking sales activities and monitoring performance. This session will cover how to implement a sales management system that tracks sales leads, opportunities, and activities. Participants will also learn how to analyze sales data and use it to make informed decisions about sales strategy and tactics.

Session 5: Developing and Motivating a Sales Team

The final session will focus on developing and motivating a sales team. Participants will learn how to recruit and train salespeople, how to set goals and targets for sales team members, and how to motivate them to achieve those targets. The session will also cover how to manage sales team performance and how to provide feedback and coaching to help salespeople improve their skills and achieve their goals.



B. Consultancy Plan

In addition to the training plan, we also offer a consultancy plan to help organizations implement the skills and techniques learned in the training sessions. The consultancy plan includes the following steps:

Step 1: Assessment

We will conduct an assessment of the organization's current sales process and identify areas for improvement. This assessment will include interviews with sales team members, analysis of sales data, and review of the sales management system.

Step 2: Strategy Development

Based on the assessment, we will work with the organization to develop a sales strategy that aligns with its goals and objectives. This will include identifying target markets, analyzing customer needs, and developing a unique selling proposition.

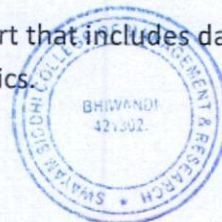
Step 3: Implementation

We will work with the organization to implement the sales management system and train sales team members on the skills and techniques learned in the training sessions. We will also provide ongoing coaching and support to help sales team members improve their skills and achieve their goals.

Step 4: Monitoring and Evaluation

We will monitor sales performance and evaluate the effectiveness of the sales strategy and management system. Based on this evaluation, we will recommend adjustments to the strategy and tactics to improve sales performance. It will include -

- a. Analyze the data collected during the project to evaluate the success of the branding strategy and sales promotion plan.
- b. Provide the client with a comprehensive report that includes data on sales, brand awareness, customer engagement, and other relevant metrics.



c. Identify areas of success and areas for improvement, and provide recommendations for future marketing strategies.

d. Schedule a follow-up consultation with the client to discuss the results of the project and provide additional guidance as needed.

Conclusion:

Effective selling skills and sales management techniques are critical for any organization's success. By providing training and consultancy on these skills and techniques, organizations can improve their sales performance, increase revenue, and achieve their goals and



ANKIT MULTITRADE PRIVATE LIMITED

B-9, Sai shivam, Saibaba Complex, Ciba Road, Goregaon(East),
Mumbai- 400063, 022- 28413941

Ref :

Date :

Letter for Consultancy

To,
The Director,
Swayam Siddhi College of
Management & Research (SSCMR),
Bhiwandi, Thane.

Dear Sir,

This is with regard to the MOU signed between our organisation with your college. We are writing this letter to request your assistance in employee training for our company to improve the service quality & competence.

As a leading organization in our industry, we recognize the importance of investing in our employees and providing them with the necessary training and development opportunities to help them grow and succeed. However, we also understand that designing and implementing effective training programs can be a challenging task.

We are interested in your expertise in human resources management and training, and we believe that your consultancy services could help us develop and deliver comprehensive training programs that align with our organization's goals and objectives.

Specifically, we would like your assistance in the following areas:

1. Conducting a training program on effective selling skills in the new age
2. Effective sales management techniques
3. Evaluating of the training programs and making recommendations for improvement

We would appreciate the opportunity to discuss this further with you and explore how your consultancy services could help us achieve our organisation goals. Please feel free to let us know if any further details required from our side.

Thank you for considering our request, and we look forward to hearing from you soon.

Sincerely,

Mr. Narendra Lad
HR Manager,
Ankit Multitrade



SWAYAM SIDDHI COLLEGE OF MANAGEMENT & RESEARCH

Affiliated to University of Mumbai, Approved by AICTE, Recognised by DTE Govt Of Maharashtra

NAAC Accredited B+

Dear Mr. Narendra Lad,

Ankit Multitrade, Mumbai

Thank you for considering our consultancy services in the area of on "Effective selling skills & sales management techniques". We appreciate the opportunity to collaborate with your company and provide our expertise to help you achieve your business goals.

As a leading organisation in the field of management education, research & consultancy, we have extensive experience in helping businesses build and enhance their brands, as well as develop effective sales promotion strategies. Our team of experts consists of seasoned professionals who are well-versed in the latest marketing trends and techniques.

As per our discussion with you in the last meeting, our consultancy fees will be Rs 6,50,000, which includes a comprehensive brand analysis, market research, and the development of a tailored sales promotion plan that suits your business needs. We also provide ongoing support and advice to ensure the implementation of your plan is successful and achieves the desired results.

Once again, thank you for considering our consultancy services. We are excited about the opportunity to work with you and look forward to hearing from you soon.

Sincerely,

Dr. Anil Matkar
Director
Swayam Siddhi College of
Management & Research (SSCMR),
Bhiwandi, Thane.



Memorandum of Understanding (MOU)

Between

**Swayam Siddhi College of Management & Research (SSCMR),
Bhiwandi**



&

Bonbon Foods Private Limited, Aurangabad



This Memorandum of Understanding ["MOU"] is entered into on the 7th day of April 2021 by and between Swayam Siddhi College of Management & Research (SSCMR), Bhiwandi and Bonbon Foods Private Limited, Aurangabad in order to minimize the industry-academics gap and provide mutual benefit to each other as per their specific domain expertise.

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Brief Introduction of Bonbon Foods Private Limited, Aurangabad

Bonbon Foods Private Limited was established in the Year 2015 in Aurangabad district of Maharashtra. It belongs to the industry of hotels & hospitality & intends to provide variety of services areas related to production, processing and preservation of meat, fish, fruit vegetables, oils and fats.

With a passion for exceptional service and a focus on creating unforgettable experiences for our guests, Bonbon Foods has become a trusted name in the market. Our team of dedicated professionals is committed to providing personalized and attentive service to each and every guest, ensuring their stay with us is memorable and enjoyable. We offer a range of services including accommodation, dining, event planning, and recreational activities. Our properties are designed to provide a luxurious and comfortable environment, with state-of-the-art amenities and breathtaking views. At Bonbon Foods, we believe in creating a home away from home for our guests, and we are committed to providing the highest level of hospitality and service excellence. The company holds very strong reputation in its field of services in Aurangabad rejoin and working hard to expand its branches in various other places in India.

BACKGROUND OF MOU:

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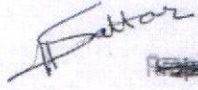
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For Swayam Siddhi College of Management & Research (SSCMR):


Dr. Anil Matkar, Director
Swayam Siddhi College of Management & Research
Swayam Siddhi College of Management & Research (SSCMR),
Bhiwandi, Thane.
Date: 7 April 2021
Place: Bhiwandi, Thane 421302



For Bonbon Foods Private Limited, Aurangabad:


RAUF SATTAR PATHAN
Mr. R Pathan, Managing Director
Bonbon Foods Private Limited, Aurangabad,
Maharastra
Date: 11 April 2021
Place: Aurangabad, Maharastra

“Detailed plan for a consultancy project with Bon-Bon foods Pvt. Ltd

Topic: HR Training, Accounting procedure and Taxation work

A. HR Training

1. Understand the Client's Business Goals and HR Training Needs:

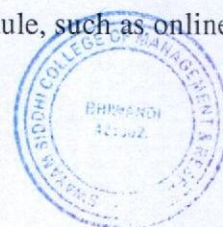
- a. Conduct an initial consultation with the client to understand their business goals, products/services, target audience, organizational structure, and current training initiatives.
- b. Create a questionnaire for the client to fill out that covers key areas such as business objectives, employee skills and knowledge gaps, and current training initiatives.
- c. Conduct research on the client's industry, competitors, and target audience to identify key skills and knowledge areas required for success.
- d. Analyze the client's current training programs to identify strengths, weaknesses, and areas for improvement.

2. Develop a Training Needs Assessment:

- a. Conduct a training needs assessment to identify the specific skills and knowledge gaps among employees.
- b. Determine the appropriate training methods and formats to address each identified gap.
- c. Develop a training plan that outlines the learning objectives, training methods, and delivery formats for each identified gap.

3. Develop a Training Curriculum:

- a. Develop a training curriculum that includes the content, exercises, assessments, and evaluations for each training module.
- b. Ensure that the training curriculum aligns with the learning objectives and training plan developed in the previous step.
- c. Determine the appropriate delivery formats for each module, such as online courses, in-person workshops, or on-the-job training.



d. Develop a training schedule that outlines the timing and sequencing of each module.

4. Implement the Training Program:

a. Launch the training program and provide clear instructions to employees on how to access and complete each module.

b. Monitor employee participation and progress to ensure that everyone is completing the training on schedule.

c. Provide additional support and resources to employees who are struggling with the training.

d. Encourage employees to provide feedback on the training program and make adjustments as necessary.

5. Evaluate the Results:

a. Evaluate the effectiveness of the training program by analyzing the data collected during the program, such as employee performance data and feedback from employees and managers.

b. Identify areas of success and areas for improvement, and provide recommendations for future training initiatives.

c. Schedule a follow-up consultation with the client to discuss the results of the project and provide additional guidance as needed.



B. Consultancy Plan: Accounting Procedures and Taxation Work

By following this consultancy plan, we aim to improve your accounting procedures, enhance tax compliance, optimize tax planning, and provide ongoing support to ensure your financial operations are efficient and aligned with your business objectives.

1. Initial Assessment:

- Understand the client's business operations, industry, and current accounting procedures.
- Review the client's financial statements, tax returns, and any relevant documentation.
- Identify areas of concern, potential risks, and opportunities for improvement.

2. Accounting Procedure Review:

- Conduct a comprehensive analysis of the client's existing accounting procedures.
- Evaluate the effectiveness and efficiency of the current processes.
- Identify any gaps, redundancies, or areas requiring immediate attention.
- Review the client's chart of accounts, general ledger structure, and financial reporting practices.

3. Recommendations for Accounting Procedures:

- Develop a customized set of recommendations tailored to the client's specific needs.
- Streamline and automate accounting processes to improve efficiency.
- Implement internal controls to mitigate the risk of fraud and errors.
- Enhance financial reporting practices to provide more accurate and timely information.
- Advise on the appropriate accounting software and systems to support the revised procedures.

4. Taxation Review:

- Evaluate the client's current tax compliance practices and procedures.



- Review the client's tax returns, including income tax, sales tax, and other applicable taxes.
- Identify potential tax planning opportunities to optimize the client's tax position.
- Assess the client's tax risks and compliance with tax laws and regulations.
- Ensure the client is utilizing available tax incentives, credits, and deductions effectively.

5. Recommendations for Taxation Work:

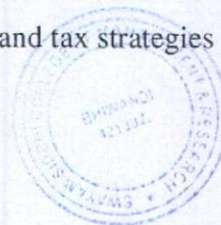
- Develop a tax planning strategy to minimize the client's tax liabilities.
- Advise on tax-efficient business structures, such as partnerships, corporations, or LLCs.
- Assist in identifying eligible tax deductions, credits, and exemptions.
- Provide guidance on sales tax compliance and reporting requirements.
- Advise on international tax considerations, if applicable.

6. Implementation and Training:

- Assist the client in implementing the recommended accounting procedures.
- Provide training sessions to the client's accounting team on the revised processes.
- Ensure a smooth transition to the new accounting procedures and tax planning strategies.
- Offer ongoing support and guidance during the implementation phase.

7. Monitoring and Review:

- Conduct periodic reviews to assess the effectiveness of the implemented procedures.
- Monitor changes in tax laws and regulations and provide updates to the client.
- Offer ongoing support to address any issues or concerns that arise.
- Provide guidance on adapting accounting procedures and tax strategies as the business evolves.



8. Reporting and Documentation:

- Prepare comprehensive reports documenting the findings, recommendations, and implemented changes.
- Maintain accurate and organized documentation of all accounting and taxation processes.
- Provide regular reports to the client summarizing the financial and tax-related performance.

9. Continuous Improvement:

- Continuously monitor industry best practices and emerging trends in accounting and taxation.
- Advise the client on opportunities for further improvement and optimization.
- Offer strategic advice on financial planning, budgeting, and forecasting to support the client's long-term goals.



BONBON FOODS PRIVATE LIMITED

Plot No .54, N-13, Sector-A, Near Himayat Baugh ,Cidco,
New Aurangabad, Aurangabad -431001 (MS)
Cell No : 9833867627

Ref :

Date :

To,

**The Director,
Swayam Siddhi College of
Management & Research (SSCMR),
Bhiwandi, Thane.**

Dear Sir,

With respect to the MOU signed between both of our organization, we are writing to inquire about your consultancy services in employee training. As a growing organization, we recognize the importance of providing our employees with the necessary skills and knowledge to succeed in their roles and contribute to the success of our company.

We are particularly interested in your expertise in human resources management and training. We believe that your team's knowledge and experience in this area can help us create effective training programs that meet the needs of our employees and align with our business goals.

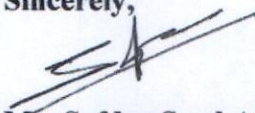
Our organization has recently expanded, and we have encountered some challenges in the area of Accounting and Taxation as well. So we require your consultancy support in that area also if possible.

We would be grateful if you could provide us with more information about your consultancy your approach and methodology in this regard including your fees, and timelines. We would also like to set up a meeting with your team to discuss our specific needs and explore how you can help us achieve our goals.

Thank you for considering our request, and we look forward to hearing back from you soon.

BONBON FOODS PRIVATE LIMITED

Sincerely,


Mr. Safdar Syed Ali
HR Manager,
Bonbon Foods Pvt. Ltd.
Aurangabad, Maharashtra



SWAYAM SIDDHI COLLEGE OF MANAGEMENT & RESEARCH

Affiliated to University of Mumbai, Approved by AICTE, Recognised by DTE Govt Of Maharashtra

NAAC Accredited B+

Dear Mr. Safdar Syed Ali,

Bonbon Foods Pvt. Ltd.,

Aurangabad, Maharashtra

Thank you for your request for employee training services. We are pleased to see that you are committed to the professional development of your staff and we would be more than happy to help you achieve your goals.

Our training program is designed to provide your employees with the knowledge and skills necessary to meet the demands of their job responsibilities. We offer a variety of courses that cover a range of topics, including communication skills, customer service, time management, and leadership development.

In order to ensure that our training program meets your specific needs, we would like to schedule a consultation with you to discuss your goals and objectives. During this consultation, we can work together to design a customized training plan that is tailored to the unique needs of your organization.

We understand that time and budget constraints can be a concern when it comes to employee training. Rest assured that our training programs are cost-effective and efficient. We offer flexible scheduling options and can conduct training sessions on-site at your location or at our training center or online depending upon the requirement and availability of different resources.

Our training program consultancy fee is Rs 5,50,000, which includes the development of a customized training plan, delivery of training sessions, trainers fees and follow-up assessments to track progress and ensure that your employees are receiving the support they need to succeed.

The above mentioned fees will be valid for 40 training sessions of 6 hours each to be conducted in next 4 months from the date of this letter.

Please let us know if you have any questions or concerns. We look forward to working with you and your team to enhance the skills and knowledge of your employees.

Sincerely,

Dr. Anil Matkar

Director

Swayam Siddhi College of
Management & Research (SSCMR),

Bhiwandi, Thane.



Memorandum of Understanding (MOU)

Between

**Swayam Siddhi College of Management & Research (SSCMR),
Bhiwandi**



&

CLICK HOTELS, AURANGABAD

This Memorandum of Understanding ["MOU"] is entered into on the 27th day of May 2022 ("Effective") by and between Swayam Siddhi College of Management & Research (SSCMR), Bhiwandi and Click Hotels, Aurangabad in order to minimize the industry-academics gap and provide mutual benefit to each other as per their specific domain expertise.

Brief Introduction of SSCMR:

Swayam Siddhi College of Management & Research(SSCMR), Bhiwandi affiliated to University of Mumbai, Approved by AICTE and Recognized by DTE Govt of Maharashtra, which was established in the year 2006 offering MMS Course of 5 Specialization. From a modest beginning in 2006, the Institute nurtured a dream to become a leading management school. The guiding philosophy of the school throughout has been providing quality management education to meet future corporate challenges. The Institute believes in academic excellence, social responsibility, professional and personal growth of students and faculties.

Brief Introduction of Click Hotels, Aurangabad

In 2018, Click Hotels Private Limited was founded in the Maharashtra region of India with the aim of offering a wide range of services. Its primary focus is on operating restaurants, bars, and canteens, and it falls under the hotels and hospitality sector. The company is renowned in the Aurangabad region and is currently exploring opportunities to expand its business to other parts of the country.

Click Hotels is a premier company in the hospitality industry that provides exceptional experiences to guests from around the world. With a reputation for excellence, we offer top-notch services that meet and exceed our guests' expectations. Our hotel is located in the prime locations of the District, offering guests easy access to tourist attractions, business centers, and shopping districts. Our dedicated staff members are trained to provide personalized and attentive services to make every guest's stay comfortable and memorable. Our facilities include luxurious rooms, world-class restaurants, state-of-the-art fitness centers, spa services, and event venues suitable for corporate meetings, weddings, and other social events. At Click Hotels, we are committed to creating a welcoming environment that ensures every guest feels at home.

BACKGROUND OF MOU:

The MOU among aforementioned two parties are intended to create a strong and viable relationship between industry and academics with the help of collaborative activities in the areas of mutual interest, on a basis of equality and reciprocity.

SCOPE & OBJECTIVE OF MOU:

The Scope & objective of collaboration of both the organisations in this Memorandum of Understanding includes the following areas:

1. Developing research projects jointly and avail funding.
2. Exchange of academic/learning information, materials and facilities.
3. Conducting training and consultancy programs as per mutual requirements.



4. Short term company specific training programs.
5. Sponsorship for students projects and activities.
6. Product promotion and process development and sales management.
7. HR Training and development, Recruitment and Training program.
8. Training & consultancy related to business utility softwares, like Advance Excel, Tally etc.
9. Promoting such other activities/programs as mutually agreed from time to time.

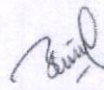
DURATION, AMENDMENTS AND TERMINATION OF MOU:

DURATION OF MOU: The MOU shall remain in force for a period of 2 (Two) years from the date of execution unless terminated earlier by either of the parties or by mutual consent at least three months in advance.

TERMINATION: Either of the parties may terminate this MOU by issuing a notice in writing to either part, 3 months in advance.



AMENDMENTS: Any amendment/change to the terms of the MOU shall be valid only if the amendment/change is mutually agreed to and made in writing and executed by the authorized representatives/signatories of both the organizations.

For Swayam Siddhi College of Management & Research (SSCMR):


Director
Swayam Siddhi College of Management & Research
Swayam Siddhi College of Management & Research (SSCMR),
Bhiwandi, Thane.
Date: 27 May 2022
Place: Bhiwandi, Thane 421302



For Click Hotels, Aurangabad



Mr. Tausif Shaikh
HR Head,
Click Hotels, Aurangabad
Date: 30 May 2022
Place: Aurangabad, Maharashtra 431003

“Detailed plan for a consultancy project with “Click Hotel, Aurangabad”

Topic: Product Promotion & Service Quality Management

A. Product Promotion

1. Understand the Client's Business Goals and Brand Positioning:

- a. Conduct an initial consultation with the client to get a sense of their business goals, products/services, target audience, brand identity, and current marketing strategies.
- b. Create a questionnaire for the client to fill out that covers key areas such as business objectives, target audience, current marketing initiatives, brand messaging, and visual identity.
- c. Conduct research on the client's industry, competitors, and target audience to identify market trends, consumer behaviors, and areas of opportunity.
- d. Analyze the client's current branding and marketing efforts to identify strengths, weaknesses, and areas for improvement.

2. Conduct a Market Analysis:

- a. Conduct a SWOT analysis (Strengths, Weaknesses, Opportunities, Threats) of the client's business to identify areas of opportunity and potential threats.
- b. Conduct a competitor analysis to identify their strengths, weaknesses, and key differentiators.
- c. Analyze market trends and consumer behaviors to identify potential opportunities for the client.
- d. Identify the client's unique value proposition and key messaging points.

3. Develop a Branding Strategy:

- a. Develop a brand positioning statement that clearly articulates the client's unique value proposition and key messaging points.



- b. Develop a brand personality and tone of voice that aligns with the client's brand identity and resonates with their target audience.
- c. Develop a visual identity that includes a logo, color palette, typography, and other visual elements that reflect the client's brand personality and messaging.
- d. Develop brand guidelines that provide clear instructions on how to use the visual identity across all channels.

4. Create a Sales Promotion Plan:

- a. Develop a sales promotion plan that includes tactics such as discounts, promotions, product bundling, and events.
- b. Identify the channels that will be used to promote these tactics, such as email marketing, social media, and paid advertising.
- c. Develop a content calendar that outlines the timing and messaging for each promotion.
- d. Develop a measurement plan to track the success of each promotion.

5. Implement and Monitor the Plan:

- a. Work with the client to ensure that the branding strategy and sales promotion plan are executed effectively.
- b. Monitor the performance of each promotion and adjust the plan as necessary to ensure that it's achieving the desired results.
- c. Monitor the client's social media accounts and online reviews to ensure that their brand messaging is consistent and resonating with their target audience.
- d. Provide regular updates to the client on the progress of the project.

6. Evaluate the Results:

- a. Analyze the data collected during the project to evaluate the success of the branding strategy and sales promotion plan.

- b. Provide the client with a comprehensive report that includes data on sales, brand awareness, customer engagement, and other relevant metrics.
- c. Identify areas of success and areas for improvement, and provide recommendations for future marketing strategies.
- d. Schedule a follow-up consultation with the client to discuss the results of the project and provide additional guidance as needed.

B. Consultancy Plan: Service Quality Management

1. Initial Assessment:

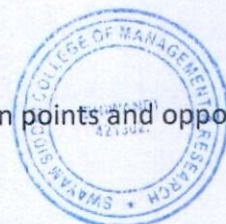
- Understand the client's industry, business model, and customer service objectives.
- Review the client's current service quality management practices and procedures.
- Assess the client's customer feedback and complaints handling processes.
- Identify areas of improvement and potential gaps in service quality.

2. Service Quality Analysis:

- Conduct a comprehensive analysis of the client's service delivery process.
- Evaluate customer touchpoints and interactions across various channels.
- Assess the effectiveness of current service metrics and key performance indicators (KPIs).
- Analyze customer feedback and complaints data to identify recurring issues.

3. Customer Journey Mapping:

- Map out the end-to-end customer journey to identify pain points and opportunities for improvement.



- Identify critical moments of customer interaction and evaluate their impact on service quality.

- Develop a deep understanding of customer expectations and preferences at each touchpoint.

- Identify areas where the client can differentiate its service offering and create a competitive advantage.

4. Service Quality Improvement Strategies:

- Develop a customized service quality improvement plan based on the analysis and customer journey mapping.

- Define clear service standards and performance targets aligned with customer expectations.

- Implement customer-centric processes and procedures to enhance service delivery.

- Develop training programs to improve the skills and capabilities of customer-facing staff.

- Implement technology solutions to streamline service processes and improve efficiency.

5. Service Measurement and Monitoring:

- Define appropriate service quality metrics and KPIs to measure performance.

- Establish mechanisms for monitoring and tracking service quality on an ongoing basis.

- Implement customer satisfaction surveys, feedback mechanisms, and complaint management systems.

- Develop a process for analyzing and acting upon customer feedback in a timely manner.

- Regularly report on service quality performance to management and stakeholders.

6. Employee Engagement and Training:

- Assess the client's current employee engagement levels and identify opportunities for improvement.



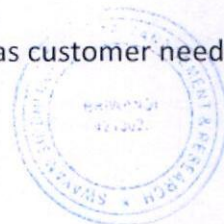
- Develop strategies to enhance employee motivation, morale, and commitment to service quality.
- Design and deliver training programs to develop customer service skills and behaviors.
- Foster a customer-centric culture by promoting the importance of service excellence throughout the organization.
- Establish reward and recognition systems to incentivize and acknowledge exceptional service performance.

7. Service Recovery and Complaint Handling:

- Develop a robust complaint management process to effectively handle customer issues.
- Establish clear guidelines and procedures for resolving customer complaints in a timely manner.
- Train employees on effective complaint handling techniques and conflict resolution.
- Implement a system for tracking and analyzing complaint data to identify trends and implement preventive measures.
- Ensure transparency and effective communication with customers during the complaint resolution process.

8. Continuous Improvement:

- Establish a process for regularly reviewing and refining service quality management initiatives.
- Continuously monitor industry best practices and emerging trends in service quality management.
- Encourage innovation and experimentation to enhance the customer experience.
- Conduct periodic audits and assessments to ensure ongoing compliance with service quality standards.
- Provide guidance on adapting service quality strategies as customer needs and market dynamics evolve.



9. Reporting and Documentation:

- Prepare comprehensive reports documenting the findings, recommendations, and implemented changes.
- Maintain accurate and organized documentation of service quality management processes and procedures.
- Provide regular reports to the client summarizing service quality performance and improvement initiatives.

By following this consultancy plan, we aim to enhance your service quality, improve customer satisfaction, and create a customer-centric culture within your organization. The plan focuses on analyzing your current service delivery process, developing improvement strategies, training employees, implementing effective complaint handling processes, and ensuring continuous monitoring and refinement of service quality initiatives.



CLICK HOTELS

PLOT NO. 08 N, -11, CIDCO, AURANGABAD | Landline No. +91 240 6637777

Date : / /

To,

The Director,

SSCMR, Bhiwandi, Thane.

We are writing this letter to seek your support in consultancy services in the area of brand development and sales promotion for our organization.

As a company that operates in a highly competitive market, we understand the importance of having a strong brand and effective sales promotion strategies to differentiate ourselves from our competitors and drive revenue growth.

Specifically, we would like your assistance in the following areas:

Developing and refining our brand strategy to better align with our organization's values and vision

Conducting market research and analysis to identify opportunities for growth and expansion

Designing and implementing effective product promotion strategies to increase customer engagement and sales

Evaluating the effectiveness of our service quality and making recommendations for improvement

We would be interested in learning more about your consultancy services and how they can be tailored to meet our organization's unique needs. Please let us know how can we go further in this regard.

Thank you for considering our request and we look forward to hearing from you soon.

Sincerely,


Mr. Tarsif Shalch
HR Manager,
Click Hotels, Aurangabad, Maharashtra



SWAYAM SIDDHI COLLEGE OF MANAGEMENT & RESEARCH

Affiliated to University of Mumbai, Approved by AICTE, Recognised by DTE Govt Of Maharashtra

NAAC Accredited B+

Dear Mr. Mr. Tausif Shaikh,

Click Hotels Pvt. Ltd.,

Aurangabad, Maharashtra.

Dear Sir,

This is in response to your letter requesting for our consultancy services in the area of Product Promotion & Service Quality Management. We are delighted to see your interest in our expertise, and we appreciate the opportunity to collaborate with you.

Our organisation has a proven track record of success in assisting companies to achieve their goals through effective brand management and sales promotion strategies. Our team of experts has extensive experience in the industry and is committed to providing customized solutions tailored to the unique needs of each client.

We understand the importance of creating a strong brand identity and developing a successful sales promotion plan that resonates with your target audience. Our approach is to work closely with our clients to gain an in-depth understanding of their business objectives and challenges. Based on this knowledge, we develop a comprehensive strategy that utilizes the latest industry trends and best practices to achieve optimal results.

We offer a range of consultancy services that include brand positioning, market research, target audience analysis, promotional campaign design, and execution. We will work closely with your team to ensure that our services meet your specific requirements and that you achieve your desired outcomes.

As per our discussion, the consultancy fee for this project will be Rs. 6,00,000, which includes a comprehensive analysis of your business, development of a customized strategy, and implementation support. The fee structure is flexible, and we offer various options to accommodate your budget.

Please let us know if you require any further information or if you would like to discuss your requirements in more detail. We are excited to collaborate with you and look forward to the opportunity to enhance your brand and drive sales growth.

Sincerely,

Dr. Anil Matkar

Director

Swayam Siddhi College of
Management & Research (SSCMR),

Bhiwandi, Thane.



①

Memorandum of Understanding (MOU)

Between

Swayam Siddhi College of Management & Research (SSCMR),
Bhiwandi



&

ANKIT MULTITRADE PRIVATE LIMITED, MUMBAI



This Memorandum of Understanding ["MOU"] is entered into on the 10th day of Feb 2022 by and between Swayam Siddhi College of Management & Research (SSCMR), Bhiwandi and Ankit Multitrade Private Limited, Mumbai in order to minimize the industry-academics gap and provide mutual benefit to each other as per their specific domain expertise.

Brief Introduction of SSCMR:

Swayam Siddhi College of Management & Research(SSCMR), Bhiwandi affiliated to University of Mumbai, Approved by AICTE and Recognized by DTE Govt of Maharashtra, which was established in the year 2006 offering MMS Course of 5 Specialization. From a modest beginning in 2006, the Institute nurtured a dream to become a leading management school. The guiding philosophy of the school throughout has been providing quality management education to meet future corporate challenges. The Institute believes in academic excellence, social responsibility, professional and personal growth of students and faculties.

Brief Introduction of Ankit Multitrade Private Limited, Mumbai

Ankit Multitrade was established in the Year 2007, in the Maharashtra rejoin of India with an objective to provide variety of value added services to the customers.

The Business Activities of the Company comes under division wholesale trade and commission trade, except of motor vehicles and motorcycles and this come under section wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods. The company is having various plans for its growth and development in coming future by opening branches through self-finance and franchise mode.

BACKGROUND OF MOU:

The MOU among aforementioned two parties are intended to create a strong and viable relationship between industry and academics with the help of collaborative activities in the areas of mutual interest, on a basis of equality and reciprocity.

SCOPE & OBJECTIVE OF MOU:

The Scope & objective of collaboration of both the organisations in this Memorandum of Understanding includes the following areas:

1. Developing research projects jointly and avail funding.
2. Exchange of academic/learning information, materials and facilities.
3. Conducting training and consultancy programs as per mutual requirements.



4. Short term company specific training programs.
5. Sponsorship for students projects and activities.
6. Product promotion and process development and sales management.
7. HR Training and development, Recruitment and Training program.
8. Training & consultancy related to business utility softwares, like Advance Excel, Tally etc.
9. Promoting such other activities/programs as mutually agreed from time to time.

DURATION, AMENDMENTS AND TERMINATION OF MOU:

DURATION OF MOU: The MOU shall remain in force for a period of 2 (Two) years from the date of execution unless terminated earlier by either of the parties or by mutual consent at least three months in advance.

TERMINATION: Either of the parties may terminate this MOU by issuing a notice in writing to either part, 3 months in advance.

AMENDMENTS: Any amendment/change to the terms of the MOU shall be valid only if the amendment/change is mutually agreed to and made in writing and executed by the authorized representatives/signatories of both the organizations.

For Swayam Siddhi College of Management & Research (SSCMR):

[Signature]
Director
 Swayam Siddhi College of Management & Research
Director
 Swayam Siddhi College of Management & Research (SSCMR),
 Bhiwandi, Thane.
 Date: 11/02/2022
 Place: Bhiwandi, Thane 421302



For Ankit Multitrade Private Limited, Mumbai:

[Signature]
 For ANKIT MULTITRADE PVT. LTD.
 Mr. Narendra Lad **DIRECTOR**
HR Manager
 Ankit Multitrade Private Limited, Mumbai
 Date:
 Place: Goregaon (East) Mumbai Mh 400063



“Detailed plan for a consultancy project with TRP Construction, Aurangabad

Topic: “Fund Raising & Project Management”

A. Fund Raising

1. Understand the Client's Business Goals and Funding Needs:

- a. Conduct an initial consultation with the client to understand their business goals, products/services, target audience, organizational structure, and funding needs.
- b. Create a questionnaire for the client to fill out that covers key areas such as business objectives, funding requirements, and current funding initiatives.
- c. Conduct research on the client's industry, competitors, and target audience to identify potential funding sources and strategies.
- d. Analyze the client's current funding initiatives to identify strengths, weaknesses, and areas for improvement.

2. Develop a Fundraising Strategy:

- a. Develop a fundraising strategy that identifies potential funding sources, such as grants, loans, or equity investments.
- b. Determine the appropriate funding sources for the client's business goals and funding needs.
- c. Develop a funding plan that outlines the steps needed to secure funding from each identified source.
- d. Identify potential funding partners and develop a plan to approach them.

3. Develop a Fund Management Plan:

- a. Develop a fund management plan that outlines the procedures and policies for managing the funds raised.
- b. Determine the appropriate fund management systems and tools, such as accounting software or investment management platforms.
- c. Develop a budget that outlines the expected costs of managing the funds, including fees for financial advisors or investment managers.



d. Identify potential risks and develop strategies for mitigating them, such as developing a contingency plan for unexpected expenses.

4. Implement the Fundraising and Fund Management Plan:

- a. Launch the fundraising plan and begin approaching potential funding sources.
- b. Monitor progress and adjust the plan as needed based on feedback from potential funders.
- c. Once funding is secured, implement the fund management plan, including selecting the appropriate management systems and tools.
- d. Monitor fund performance and adjust the management plan as needed based on market conditions and investor feedback.

5. Evaluate the Results:

- a. Evaluate the effectiveness of the fundraising and fund management plans by analyzing the data collected during the project, such as funding amounts, fund performance data, and feedback from investors.
- b. Identify areas of success and areas for improvement, and provide recommendations for future fundraising and fund management initiatives.
- c. Schedule a follow-up consultation with the client to discuss the results of the project and provide additional guidance as needed.

B. Consultancy Plan: Project Management

1. Initial Assessment:

- Understand the client's project management objectives and business goals.
- Review the client's current project management practices, methodologies, and tools.
- Assess the client's project portfolio, including ongoing projects and future initiatives.
- Identify areas of improvement and potential challenges in project management.



2. Project Management Process Review:

- Conduct a comprehensive analysis of the client's project management processes.
- Evaluate the effectiveness of project initiation, planning, execution, monitoring, and closure.
- Assess the client's risk management and change control processes.
- Review project documentation, communication channels, and stakeholder engagement.

3. Recommendations for Project Management Improvement:

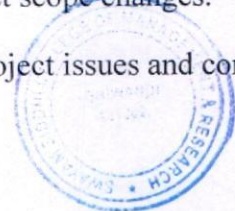
- Develop a customized set of recommendations tailored to the client's specific needs.
- Identify suitable project management methodologies (e.g., waterfall, agile, hybrid) based on project requirements.
- Streamline project management processes to improve efficiency and minimize bottlenecks.
- Implement standardized project documentation templates and tools.
- Improve project communication and stakeholder engagement strategies.

4. Project Planning and Execution:

- Assist in developing project plans, including defining project scope, objectives, deliverables, and timelines.
- Develop a comprehensive work breakdown structure (WBS) and project schedule.
- Provide guidance on resource allocation, task assignments, and dependencies.
- Support the establishment of project governance and decision-making structures.
- Advise on project tracking and performance measurement methodologies.

5. Risk Management and Change Control:

- Develop a risk management framework to identify, assess, and mitigate project risks.
- Implement change control processes to effectively manage project scope changes.
- Advise on strategies for proactively identifying and managing project issues and constraints.



- Develop contingency plans and escalation procedures for critical project risks.

6. Project Communication and Stakeholder Engagement:

- Develop a stakeholder engagement plan to identify and manage project stakeholders.
- Establish clear communication channels and protocols for project updates and reporting.
- Develop a communication strategy to ensure effective and timely project communication.
- Provide guidance on fostering collaboration and teamwork among project stakeholders.
- Advise on effective project status reporting and escalation mechanisms.

7. Project Monitoring and Control:

- Establish mechanisms for project monitoring and performance tracking.
- Develop key performance indicators (KPIs) and project dashboards for tracking progress.
- Implement regular project status meetings and progress reporting.
- Provide guidance on project quality assurance and control processes.
- Advise on the use of project management software and tools for efficient project monitoring.



TRP CONSTRUCTION COMPANY

ADDRESS :- HARSH NAGAR, LABOUR COLONY, AURANGABAD.
MOBILE NO : 9833867627/ 9158292236

Ref :

Date : / /

To,

The Director,

Swayam Siddhi College of
Management & Research (SSCMR),
Bhiwandi, Thane.

Dear Sir,

This is with respect to the MOU signed with your college and we require your consultancy services for arranging funds for our upcoming expansion plans.

As we look to expand our operations, we recognize the importance of securing the necessary funds to finance our growth initiatives. However, we understand that securing funding can be a complex and challenging process, particularly for organizations like ours that are still in the early stages of growth and we believe that your expertise could help us achieve our funding goals.

Specifically, we would like your assistance in the following areas:

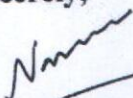
- Conducting a comprehensive financial analysis to identify our organization's financial strengths and weaknesses
- Developing a robust financial forecast that takes into account our planned expansion and growth initiatives
- Identifying potential sources of funding, such as venture capital, private equity, or other financing options
- Developing a comprehensive project proposal and pitch that effectively communicates our organization's growth potential to potential investors

Kindly let us know how we can move forward in this regard.

Thank you for considering our request, and we look forward to hearing from you soon.

TRP CONSTRUCTION COMPANY

Sincerely,



Mrs. Nazma Pathan
Managing Director,
TRP Constructions, Aurangabad.



SWAYAM SIDDHI COLLEGE OF MANAGEMENT & RESEARCH
Affiliated to University of Mumbai, Approved by AICTE, Recognised by DTE Govt Of Maharashtra
NAAC Accredited B+

Dear Ms. Nazma Pathan,

Managing Director,

TRP Construction, Mumbai.

Thank you for considering our consultancy services for raising funds for your business and managing your finance. We appreciate your interest in our expertise, and we look forward to the opportunity to collaborate with you.

Our consultancy services for raising funds include developing a fundraising strategy, preparing the necessary documentation such as pitch decks and financial projections, identifying potential investors or lenders, and negotiating the best possible terms for your business. Our team will work with you closely to ensure that we understand your business needs and objectives to develop a tailored solution that meets your specific requirements.

In addition to raising funds, we also offer financial management services that include budgeting, forecasting, financial reporting, and risk management. Our team will work with you to analyze your financial performance, identify areas for improvement, and implement effective solutions to optimize your financial performance.

As per our discussion, the comprehensive charges for this consultancy project will be Rs. 5,00,000, which includes a comprehensive analysis of your business, development of a customized strategy, and implementation support. We offer flexible payment plans to suit your budget, and we are committed to delivering value for money.

Please do not hesitate to contact us if you require any further information or if you would like to discuss your requirements in more detail. We are excited to collaborate with you and look forward to the opportunity to help your business achieve its full potential.

Sincerely,

Dr. Anil Matkar

Director

Swayam Siddhi College of
Management & Research (SSCMR),

Bhiwandi, Thane.



Director

**Swayam Siddhi College of
Management & Research**
Tenghar, Bhiwandi - 421302.