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Profile



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An **Overview** on Ujwal Management Services

India, as one of the fastest growing economies and, more importantly, the world's largest democracy, is a favored destination for global corporations. As organizations across the world shift their focus on India, Ujwal supports Indian subsidiaries of global technology companies with its deep domain experience. We, at Ujwal are delighted to demonstrate to you, through this presentation, that we have the capabilities, trained personnel, processes and know-how to successfully deliver comprehensive finance, accounting and statutory compliance services for International and Indian clients.

Key Services

- Accounting, Compliance's and Payroll Services
- Advisory Services
- CFO Services
- Fund Accounting and Administration Services
- Offshore Enabling Services

Ujwal is a trusted partner for many organizations; Headquartered in Bangalore, Ujwal offers its services to corporates in India especially those who are subsidiaries, affiliates or branches of MNC's headquartered overseas.



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Our Strengths

We are a team with the ability to proactively work with client's to scope issues, identify solutions and practically implement initiatives, via a wide bandwidth of experience and expertise.

Our professional approach and multi-disciplinary skills minimizes familiarization and start-up time periods, facilitate tight deadlines and ensure solutions are efficiently researched and delivered.

We have specialist skills in the areas of institutional structures, compliance and merger and acquisition transactions. Our skills are particularly applicable in working with clients' to project manage large transactions involving mutli-disciplinary teams and skill sets such as economic, legal, finance, accounting and business advice.

Team Ujwal has extensive experience across a wide range of management service areas such as:

- Strategic responses to new Governmental regulations
- Analyzing impact of supervisory, Government policy on business environment
- Risk governance and compliance
- Financial Institution relationship management
- Reviewing institutional structures within financial regulatory frameworks
- Management & Board consulting services
- General advisory services for senior management and boards wishing to retain or supplement their specialist skills





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The Ujwal Value Proposition

At Ujwal, we are committed to quality service at value pricing. These two important factors drive our service delivery with an uncompromising commitment to quality service in the following areas:

- Advice and support with unfamiliar Indian laws
- Local expert advice with unknown business terrain in India
- Enabling off-shoring
- Outsourcing non - core support functions
- ODC launch within budget costs and timelines
- 100% legal compliance
- Focus on core business areas
- Access to quality, cost effective support functions
- Access to high quality, low cost talent



Ujwal Quality

Team Ujwal works with a strong emphasis on delivering seamless and resourceful solutions designed to minimize disruption to management time.

- Sharp focus on providing support solutions to Indian subsidiaries of global technology corporations
- Problem solving , employee centric approach to service delivery
- Highly qualified and experienced delivery team, well defined delivery hierarchy
- Person independent, high quality delivery processes- uniform delivery quality across a wide client base
- Remote processing capability
- Deep domain expertise
- Highly transparent and ethical business practices
- Top management attention to all customers
- A set of happy customers



Highlights of Client **Benefits**

Incorporation and other startup solutions

With our strong local know-how and experience, we are able to provide all assistance to global corporations manage their requirements on a local yet seamless basis through:

- Quick incorporation and commissioning of operations
- Assistance with rapid ramp up
- Compliance with all legal requirements- start on a clean slate
- Utilization of government provided incentives to the fullest extent
- Optimal pricing for services and products procured from vendors
 - Cost savings
 - Improved ROI
- End- to-end responsibility for incorporation of our customers Indian operations
- Registration with the Registrar of companies
- Permissions from the RBI
 - For investment by customers parent into India
 - For carrying on business in India
- Registration under various central and state laws
- Including STPI, EPZs, Customs, etc.
- Assistance in preparation of business plan
- Facilitation of financing of Indian operations



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Offerings

Our services are designed to meet with the challenges of incorporating a company in India in full compliance of all regulations and maintain accurate accounting, our range of services include:

- Accounting, Compliance's and Payroll Services
- Advisory Services
- CFO Services
- Fund Accounting and Administration Services
- Offshore Enabling Services

Outsourced Support Solutions

- Sharp focus on core business areas
 - Increases management effectiveness
 - Helps achievement of strategic objectives
- Full compliance with all statutory requirements
- Access to world class support functions
 - Start with a financial controller and a full finance function
 - Achieve improved employee satisfaction
 - Helps in employee retention
- Cost optimization by reduced need for external consulting
- Tax optimization
- Retention of control on outsourced functions
- Complete management of the following support functions
- Accounting and Financial reporting
- Payroll and allied solutions
- Statutory compliances
- Secretarial compliances



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Startup Solutions

Assistance for commissioning of our customers' India operations in the shortest possible time

- o Assistance in vendor selection – Realtors architects, recruiters, etc.
- o Negotiation of terms of engagement with vendors
- o Templates for agreements with vendors
 - Lease agreement
 - Employee offer letters, NDAs, etc.
- o Paperwork for procurement of computers & other capital goods
- o Bank account opening
- o Implementation of ESOP

Accounting and Finance

- Bank keeping
- Collections and disbursements
- Preparation of periodic financial statements and MIS reports
- Audit facilitation
- Preparation of business plans
- Preparation and implementation of internal control policies
- Corporate taxation

Payroll and Allied Solutions

- Preparation and implementation of policies regarding travel, leave, loan etc.,
- Drafting and maintenance of employee contracts
- Structuring of employee compensation to optimize tax outflow
- Preparation and implementation of stock option & stock purchase schemes
- Monthly payroll processing
- Benefits administration
- Administration & maintenance of medical insurance & personal accident insurance cover for employees

Statutory Compliances

Maintenance and submission of periodic returns under

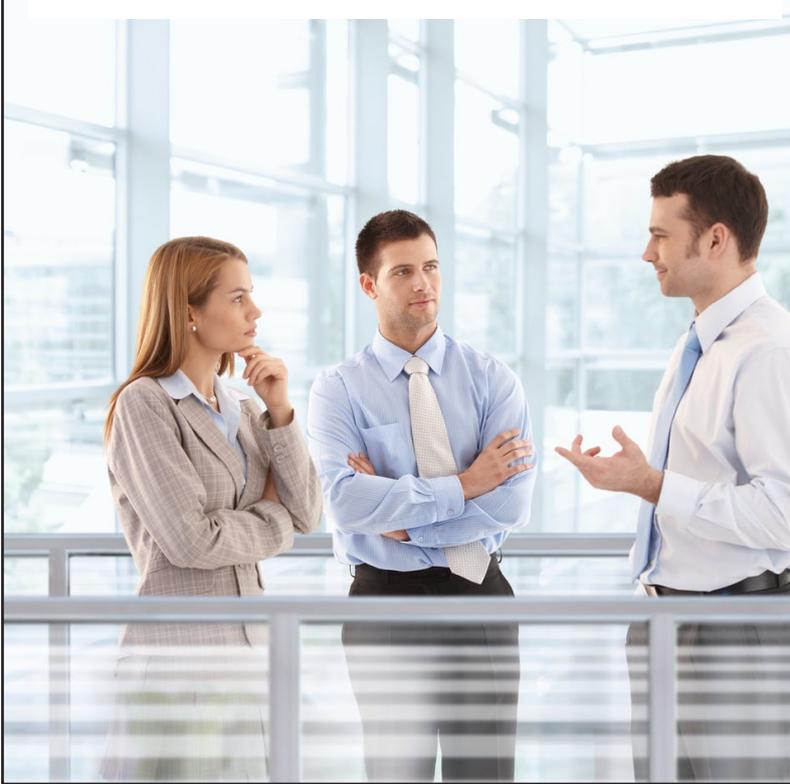
- Indian Companies Act, 1956
- Software Technology Parks of India Scheme
- Karnataka Sales Tax Act, 1957
- Central Sales Tax Act, 1956
- Karnataka Tax on Profession Act, 1957
- Income Tax Act, 1961
- Employee Provident and Miscellaneous Provisions Act, 1952
- Employee State Insurance Act, 1948
- Labor Laws

Legal and Secretarial

- Preparation and vetting of company contracts
- Preparation and submission of income tax returns
- Advising the company on specialized matters concerning
 - Corporate taxation under the Income Tax Act, 1961
 - Avoidance of double taxation of income
 - Compliance with labor law
- Assistance on secretarial matters required under the Indian Companies Act, 1956
 - Updating of Statutory records
 - Convening and conducting Board and Shareholders' meetings
 - Preparation of Minutes of Board and Shareholders' meetings.



Our Clients



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Testimonials

When we set up our R&D entity in India, we wanted to outsource our accounting, payroll and statutory compliances to a vendor that would help the management focus solely and wholly on business areas. Ujwal has done exactly that and we are glad we choose Ujwal! I highly recommend them

- Richard Howard, Allergan

I continue to be very impressed with the quality and timeliness of our Ujwal account team's service. We came in to the relationship having high expectations of Ujwal, but they have continued to exceed those expectations. They not only do an exceptional job in meeting our day-to-day operational and statutory needs, but they provide quality advice typically outside the scope of a normal service provider

- Deon Boles, Aruba Networks

We have operations around the world and have several vendor relationships. I have no hesitation in stating that our relationship with Ujwal has been one of the most enjoyable and beneficial relationships we have had. I wholeheartedly recommend their services

- Deon Boles, Aruba Networks

Ujwal has been providing services to Cegedim in India from the time it was a small outfit five years ago. Ujwal has been with us even as we went through a BOT transition and a global takeover, enabling smooth closure of both the deals from the India perspective. I treasure our association with Ujwal and am happy recommending their services

- David Veyrenc - Cegedim