

DO no. IICA-43-10/2018

2<sup>nd</sup> November, 2018

Dear Dr. Arvind Kumar Sharma,

**Sub.: Invitation for Partnering with India's Development & Growth through Employability Enhancement and Entrepreneurship Development.**

**Ref.: "IICA's Certified GST Consultant Program" for India's youth and ever-growing freelancers, self-employed and working professionals to Prepare them as GST Consultants to enable them to Extend GST related valuable services to MSMEs & Other Industries.**

**Greetings from Rajesh Batra, Head-Centre for MSME, IICA!**

The Centre for Micro, Small & Medium Enterprises (MSME), established by Indian Institute of Corporate Affairs (IICA) – an autonomous institution working under the aegis of Ministry of Corporate Affairs; has been functioning to foster understanding of the regulatory framework, encourage innovative responses to business environments, help in capacity building to Ministries, Government Departments, Public Sector undertakings, Chambers of Commerce & Industry, Exporters, MSMEs & Corporate entities as well as to focus on all other relevant issues affecting the MSMEs.

The **Four (4) - Month Course - IICA's Certified GST Consultant Program** has been conceived in the backdrop of the integrated emphasis of the 'Skill India' ethos with the "Make in India" and "Mission 2022: 100M jobs" syndrome.

The objective, inter-alia covers:

- (i) Training for job-seekers and youth (including women) for Development of a 'Skill-Pool' of young in diverse micro/small industrial services activities.
- (ii) Create Potential for employability enhancement and entrepreneurship development.
- (iii) Open a gateway for advances in the career making in the MSE (micro & small Enterprises) entrepreneurial and related endeavors.
- (iv) Develop a cadre of trained human resource so that they in turn create enterprises as GST Consultant.
- (v) Enable India's youth and ever growing freelancers, self-employed and working professionals to become job creators and making India the land of entrepreneurs.
- (vi) Develop skills and competencies for setting up a new business in the area of GST Consultancy.
- (vii) Develop professionals in the areas of GST Consultancy.
- (viii) Facilitation of a vibrant and inherently - skilled and visible youth - Power with training (for India's youth) and transfer of skills to growth formation approach.
- (ix) Participate & Support "Mission 2022 : 100 M Jobs
- (x) Understanding of GST for impact on Client's business & consequent impact on MSMEs.
- (xi) Understanding analysis of GST impact on costing & pricing of services
- (xii) Analysis of amendments / changes introduced since implementation followed by valuation rules / procedures under GST & **Latest Changes in GST: Returns, Refunds, Assessment, Appeals, Audit and Advance Rulings.**
- (xiii) Helping participants translate their learning into action.

**PROGRAM HIGHLIGHTS**

The **Four (4) - Month Course - IICA's Certified "GST Consultant Program"** aims at overcoming the new set of challenges in terms of changes in the entire ecosystem of IT setup, Supply Chain, Sales and Operation planning (S & OP), Procurements, billing patterns, tax positions, tax rates and classification, Accounting and invoicing process, financial processes-accounts receivable, accounts payable and cash management, exports etc. due to implementation of GST - 'One Nation, One Tax Regime' and by and large, GST affect all the Functions and Departments in a Company and it changes the way business is being done.

**The course is divided into 3 levels -**

**Level I - Initial Assessment**

Dedicated two day training program packed with interactive sessions comprising slide shows, study material, group exercises & Quiz (test of understanding) and Training Evaluation.

**Level II - Continuous ongoing Evaluation through Internship period of 3 (Three) months**

The 3-month Internship will enable the candidates to understand the practical aspect of the GST training. During the course of internship, participants shall be evaluated and mentored by panel of experts on their problem solving and consultancy skills.

**Level III - Expert Level - 5 days training program (5 days online training)**

The Five days online training will be facilitated through an online platform - Learning Management System (LMS). **This level III - Expert Level is an advanced training program whereby participants will undergo training in configuration of accounting systems via 5 days online training. Post training completion students must appear in 2-hour written examination on the 5th day of the training and will consists of multiple-choice type, 60 revolving questions.**

**FUNCTIONAL FEATURES:**

- a) **Support to Enrolled GST candidates for initiating consulting process** - IICA will create repository of the pool of qualified and IICA certified GST Consultants. Enrolled candidates will also get support by way of mapping of consultants with MSME needs in consultation with MSME, Trade and Industry Associations/Chambers of Commerce and Industry.
- b) **Resolving Present GST issues and challenges** - **This program will allow MSME sector & Corporate entities to raise queries with IICA institute, discuss their practical situations, learn how they can effectively manage them under GST and get resolutions from our experts.**

In the above context, it is viewed timely to state that IICA with its linkages with the MSMEs and large Industry are uniquely placed to play the role of a functional inter-phase/facilitator.

The **industry centric Four (4) Months - IICA's Certified GST Consultant Program** is conceived for creation of the pool of IICA Certified GST Consultants with unique capabilities to deal with issues faced by MSMEs and other industries to create a competition in market to ensure better services at lower cost to customers for a low-cost solution.

It aims at conveniently tapping the large education infrastructure created through Universities & Deemed Universities, affiliated Colleges and Institutions such as short-term training & certification, **Support assistance for initiating consulting process** together with IICA's linkages with MSMEs and Corporates.

**Enclosed with this letter conceptual note annexure on IICA's Certified GST Consultant Program along with documentation of our services including a brief profile** that enlists all the different services in the areas of industrial capacity building programs, long & short courses, research & study as well as projects we have undertaken so far amongst the MSME clusters in India and our track record in skill development and knowledge enhancement initiatives for enterprise development.

### **Who should enroll for IICA's Certified GST Consultant Program**

- ✓ India's youth (women included), freelancers, micro entrepreneurs.
- ✓ Micro, small and medium enterprises engaged in Manufacturing, Trading and services sector throughout the country having registration with Ministry of MSME (Udyog Adhar Memorandum), DIC (EM-II) OR with any other agency (Industry Association, Export Promotion Councils, NSIC, GEM- Government e-marketplace and other Govt. agency).
- ✓ MSMEs, Corporate Entities and other Industries can get their accountants / employees trained on IICA's Certified GST Consultant Training program and save heavy fees paid to CAs or other Tax advisors.
- ✓ Officials of MSME-DIs, District Industry Centres (DICs), NSIC, SIDBI will play very important role in providing GST related consultancy to MSMEs, so their training is must, to create cadre of trained human resource. Hence these departments can get their field officers / nodal officers nominated for enrollment in IICA's Certified GST Consultant Program.

**Thus, this program will provide unique opportunity to MSMEs and their associations to avail the services of our pool of Consultants or hire GST trained consultants and accountants and have advantage of thoroughly trained professionals (created by IICA through GST Consultant Certificate Program and supported by IICAs Panel of Experts) at competitive pricing.**

**In the context of the above, May I seek your support** for implementing this unique industry centric program which incorporates Class room Training and online learning for the technical modules and Mentored Practical Experience. On one hand, it combines formal study and practical exposure to develop overall technical and professional skills for **IICA certified GST Consultants** and thereby provides them competitive edge to deal with GST related queries and concerns and on the other hand it allows MSME sector & Corporate entities to raise queries with IICA institute and get resolutions from our experts.

We would like to thank you for the time that you have taken in order to go through this letter & the enclosed documentation.

In order to take this forward, a meeting can be arranged at your convenient time and the same could be discussed in length in order to be able to forge a concrete beginning.

With Warm Regards,



**Rajesh Batra,**  
Head, Centre for MSME,  
Indian Institute of Corporate Affairs,  
Mobile no- +91 9871417394

To,

**Dr. Arvind Kumar Sharma**  
**Executive President**  
**International Organization for Educational Development (IOED)**  
**HQ: 89, Bamnoli, Sector-28, South-West District,**  
**Dwarka, New Delhi - 77**