



PUNE IT PARK HAS BEEN ACCEPTED AND HIGHLY APPRECIATED



QUALITY



BM TRADA GROUP OFFERS ITS SERVICES ACROSS A WIDE RANGE OF INDUSTRIES

November 23, 2012

Advertorial, education promotional feature

●● Success Foundation is committed to 360° Human Transformation and hence would like to bring about revolutionary changes in the training world. It strongly feels that "Success can be taught" and you can truly empower the youth."

●● There may not be any need to offer them new skill sets as they are being offered currently. But someone to hold their hand and give them the right direction...thus developing that emotional bond and walking the trainees through their training programs is one more way of defining a top-class quality training as well as the training organisation."

●● It feels that you are giving quality training if you are in a position to create responsible citizens first, whether you are in a position to create a human being with strong ethics and accountability, and in turn whether you are in a position to create a good and responsible son / daughter."



AN OMS INITIATIVE WITH THE ECONOMIC TIMES IN MUMBAI, PUNE & NAGPUR

THINK OUT OF THE BOX

Be a business analyst

Steve Jobs said, "Design your Life"; that is so true to bring meaning to life - and your career is a big part. With ample availability of trained Engineers or Management (MBA) resources, these careers have turned into plain vanilla. We need an additional skill to stand out.

Business Analysis has emerged in the last decade in USA, primarily in the finance and healthcare industry because business experts faced difficulty in communicating their needs to technical experts and vice-versa.

WHY BUSINESS ANALYSIS AS A CAREER?
Recession proof jobs: It means jobs that involve strategic thinking, which cannot be outsourced or automated. The need of a new system (solution) either by improving the existing one or launching a brand new system (solution), will always require a business analyst.

High growth: There will be growth as the need for solutions will increase.

Flexibility: It provides flexibility in career options ie

- **Multiple Entry Point:** One can enter into a Business Analysis Career from Management or Engineering, or operations or process specialisation or a product specialisation or Domain specialisation (example: media, healthcare, pharmaceutical, finance, insurance...)
- **Multiple Exit Point:** a Business Analyst can move towards Non-Technical verticals such as SME (Subject Matter Expert), Operations, Practice Head or towards technical verticals such as - Product manager, Program manager / Release Manager...
- **Additional Exit Points could be** - Corporate Strategy, Decision Control Mechanism, Change Management, Customer Relationship Management, Enterprise performance management, Finance and Accounting Management, Human Resources Management, Service Management, Shareholder Value, Supply Chain Management.

Higher Salary: As per recent research by US based consultancy firm CareerCast, software engineers and related jobs are the most satisfactory with average salary starting from USD 68,000 per annum. A Business Analyst's average starting salary is USD 85,000 per annum.

BA knowledge for non-BA Role: One doesn't necessarily need to become a BA by acquiring knowledge. The knowledge and skill provides enough "system thinking" and "problem solving" that can be utilised to improve existing careers by improving the department's operations, productivity and improve employee morale with effective business solutions. So decide now - To Be or not To Be a 'BA'.

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THE 360° TRANSFORMATION

ACHIEVING QUALITY IN TRAINING IS NOT SIMPLY A MATTER OF DEGREES BUT OF LEARNING WHAT IT TAKES TO SUCCEED IN THE WORKPLACE, SAYS SACHIN ADHIKARI, CREATOR OF SUCCESS FOUNDATION'S VALUE-BASED TRAINING AND LEADERSHIP PROGRAMS



>> Mr. Sachin Adhikari, Managing Trustee - Success Foundation

Today, if we look at the education sector, we have a lot of youngsters passing out of colleges as graduates and post-graduates. But a matter of concern is the employability of these students. Students get awarded with their degrees but they are not ready for employment. These students have memorised what is taught in colleges, but they are far from getting ready for the workplace. Unfortunately, being a graduate and being a youngster ready to perform are two completely different things.

With the specific purpose of making the youth corporate ready, Mr. Sachin Adhikari, a respected and well-known expert in the field of leadership development, has set up

an NGO, Success Foundation (SF) for youth empowerment. Mr. Sachin Adhikari is a talented, dynamic and innovative leader who has successfully developed and implemented training initiatives that have empowered tens of thousands of people around the world to achieve their potential as entrepreneurs, business leaders and successful independent business owners. He is recognised in international leadership circles as a creator of value-based training and leadership programs.

When a fresh graduate or post-graduate enters the corporate world, it is expected that he/she becomes an effective performer in the short-term with little orientation. Organisations allowing time for freshers to get corporate ready by giving

“Unfortunately, being a graduate and being a youngster ready to perform are two completely different things

say, six months training are things of the past. Today is the age of "first-day-first-hour" productivity. A technical or academic degree is definitely the first and the basic gate-pass to enter the corporate world but all the corporate czars admit that a right balanced attitude is what they are seeking in the freshers.

THE TRAINING OUTLOOK

While the attitudinal, people skills training is missing at graduate level programs, we do not have such programs which build graduates outside the graduate program too.

We do see Central Government Education control bodies accepting the need for building behavioural skill sets. We also see that Universities and Colleges have started

behavioural training. But when we spoke to a student who graduated and is now working with a corporate, he said, "Actually the faculty needs training in the trainers' program, so they can then impart the required training to students. Adding a subject or curriculum does not fulfill the need." "The students are unaware of what corporates expect and so is the faculty." Why do not corporates like you who are in training train students? Don't you see the need?"

WHERE IS THE GAP?

Training imparted is mostly to develop superficial skills just to help in appearing for an interview and getting a job. Such training does not treat the cause. Thus, the benefit is short-lived, because once the job begins, the weaknesses get exposed. In times of cutting-edge competition, there is no time for a gestation period to be a performer.

So the daunting question is how to bridge this gap?

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A WORLDWIDE CONSULTANCY ORGANISATION



ASHOK SAMTANEY

ACE GROUP WORLDWIDE IS A PREMIER CONSULTANCY ORGANISATION, PROVIDING CONSULTANCY AND TRAINING TO VARIOUS INDUSTRIES, IN ALL THE FACETS OF IMPROVEMENT, QUALITY MANAGEMENT SYSTEM, AND PRODUCT QUALITY CERTIFICATION

As the person at the helm of its affairs, Ashok Samtaney has provided the vision to his Company - Ace Group Worldwide "to become a strategic institution by imparting training, services and solutions to the industries by mentoring in Continual Improvement Methodologies, using globally proven strategies to help, understand and control 'identification and elimination' of all types of waste and variation across all business segments. Thus helping to improve 'Quality and Productivity'.

Ashok Samtaney has a mission for Ace Group Worldwide - "To be a global leader in training and management system consultancy, focused on increasing the value our customers earn from their investments in management systems."

Ashok Samtaney has truly taken Quality Systems all over the world. Numerous companies the world over - across 20

countries - have benefitted under the guidance of Ashok Samtaney. Even advanced countries such as Europe - Switzerland, Poland, France; Egypt, Turkey and many others have been serviced by Ashok Samtaney and have greatly appreciated as they have benefited with support from Ashok Samtaney.

With special focus to the Health Care Sector: Medical Devices for CE Marking, Pharmaceutical Cos, API, Cosmetic and Nutritional Product Manufacturers for its USFDA regulations, WHO-GMP, and various standards of different countries, Ashok Samtaney has shown globally the simplicity and multiple benefits industry can obtain through implementation of standards and certifications. Adoption of Quality Systems is an attitude, says Ashok Samtaney, and not a mere matter of implementation of published standards. A good machine and a bad operator cannot guarantee you good output but a bad machine and a good operator can still promise you good output. Thus it is not the machine, but the man behind the machine that guarantees everything. Similarly, it is just not a certificate but the attitude of the organisation members that helps promise everything. This is where Ashok Samtaney helps the organisation to build the right attitude towards systems and certification thereby increasing the value the organisation can earn from their investments in management systems. Ashok Samtaney teaches: Let the system work for the organisation and not the organisation to struggle and work for the system!

Ashok Samtaney is available for consultancy, documentation, implementation and certification on his mobile at +91 9322270656 or on his email id: ashok@acegroup.name

'LEVERAGE TECHNOLOGY'

Technology is fast becoming an essential tool to help small businesses in every industry to grow to the next level or simply remain competitive in an increasingly challenging business environment, according to the *Smarter Small Businesses*, a Centre for an Urban Future report that was conducted earlier this year.

The New York based study examined the growing numbers of small businesses—especially new enterprises and those run by younger entrepreneurs—and found that many were yet to adopt technology in a meaningful way. The findings could just as well be applicable to India.

"Technology could help level the playing field for many of the city's small businesses. By adopting basic technologies that are taken for granted by large corporations—from Google ads and customer management software to digital payroll programs and point-of-sale systems—small businesses could expand their customer base, reduce their costs and become more efficient. Technology can springboard some small firms to the next level and help others simply improve their profit margins enough to survive," the report says.

One of the easiest steps a business can take to incorporate technology is to establish a website, but in many neighborhoods well under half of the local businesses have taken the plunge, the report found.

Quality is the passport. Quality Assurance is a dynamic process; it's a journey towards destination. This is what Shree Gajanan Oil and Agro products Industry Pvt. Ltd believes in. Quality being a prime objective at SGOAP, the Company has an in-house packaging facility and laboratory to check the quality of product. The company makes sincere efforts to make every product the best and for obtaining these they stick to strict guidelines which have been set keeping their promise of 'Healthy Oil, Healthy Living' in mind.

Evaluation of the product against pre-defined set quality standards is done on a regular basis so as to provide the customers a quality product at an affordable price. To achieve this SGOAP has implemented the latest technologies and organisational systems to stand to their commitment of efficiency and customer satisfaction. SGOAP's belief in quality reflects in their code of ethics also, which assures evaluation of their product against pre-defined quality measures, ensuring consistently high standards in product quality and customer service.

Gajanan Oil Group of Industries, a conglomerate synonym to quality and business etiquette, has been engaged in manufacturing and marketing of refined edible Cotton seed and Soya bean oil. Under the strong leadership virtues of its mentor, Mr. Nitin R. Jadhav (Chairman and Managing Director), the company is scaling unheard-of heights. In 2007 Mr. Jadhav started his ambitious journey with the establishment of Shree Gajanan Oil & Agro Products Industries Pvt. Ltd. Soon the group grew with the launch of other companies including Gajanan Solvex Limited, Nirvedh Oil and Agro Products Pvt. Ltd. and Gajanan Refineries Pvt. Ltd. 'Man with the mission' Mr. Nitin Jadhav calls himself aptly a first generation businessman with an ambition to grow keeping business values intact. He is an exceptional entrepreneur. He did not have any business background in the family but today presides over a Rs 100-crore Group that is growing rapidly.



>> MAHARASHTRA CHIEF MINISTER PRITHVIRAJ CHAVAN AND NEXT TO HIM NITIN JADHAV, CMD, GAJANAN OIL GROUP

REFINING QUALITY, NOT JUST OIL!

GAJANAN OIL GROUP MEETS STRICT GUIDELINES TO ENSURE QUALITY



Seed Oil" has been in business since 2007.

SGOAP has been granted AGMARK certificate by Government of India, having its Refined Cooking Cotton Seed and Soyabean Oil manufacturing plant at Khamgaon in Buldhana, the company has placed itself among the pioneers of the trade. "Earlier, we used crude oil and supplied refined edible oil but now by using American technology and imported German machines, we will purchase seeds, extract crude oil and refine it ourselves," says Mr. Jadhav, whose single stage extraction with miscella refining is the second in the state and fourth in the country to use this scientific technology.

GAJANAN SOLVEX LTD

Gajanan Solvex Limited was established for extraction of Soyabean and Cotton

Seed Oil to produce high quality raw materials for manufacturing products such as Cottonseed Oil, De-Oiled Cake, Lint, Hulls, Refined Soyabean Oil, Soyabean De-Oiled Cake etc. Company has taken initiatives to procure latest and world proven technology, enabling to extract entire derivatives of the cotton seeds. The extraction plant has the capacity of 500 mt. per day. The total land area of the plant is around 8.5 acres with good capacity for storage and cotton wash oil.

NIRVEDH OIL AND AGRO PRODUCTS PVT. LTD. (NOAPL)

A Private Limited Company, which has been incorporated to set up and function as an Oil Mill. The Company, a Sister-Concern of SGOAP produces Cotton Wash Oil, Cotton Seed Cake.

GAJANAN REFINERIES PVT. LTD.

Gajanan Refineries Pvt. Ltd., Mumbai, is due for commissioning soon. It has a capacity of 200 TPD for palm, sunflower and soyabean oil, and is located in Rasayani MIDC, Patalganga.

The Group is also planning to export lints, seed

cakes, neutral oil and de-oiled cakes to countries like US and Brazil. Also their pledge to be financially sound, cooperative and committed to serving farmer-members through the procurement and distribution of energy and other products and services is steadily gaining momentum to achieve results. That is why the company makes sure to directly purchase soya seeds from the farmers. While going forward SGOAP has ensured to bestow in

“As of now, we are working on the technical and quality part apart from expansion. But in the next three to five years, ours will be a listed company, having a turnover of over Rs 1000 crore. We will also come out with an IPO. -Nitin Jadhav

their roots, high standards of conduct and cultural values necessary for any organisation to sustain. As a part of their social responsibility SGOAP owns teams in Lokmat APL & AFL, thus generating jobs and providing the much needed platform for the local talent.

As the group's vision statement states, the group wants to become India's flagship brand in the quest for global recognition in the Cotton seed and Soya bean processing business and providing value-added quality cotton products to customers. The way SGOAP is leaping forward the moment is not far away when the group's vision will become true.

