

**Chairman's
Address**

**President's
Address**

**AGM
Highlights**

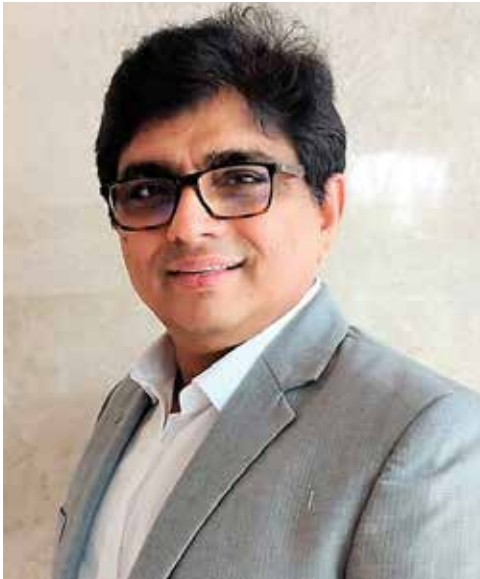
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 **interConnect**

Volume 04 | Edition 06 | September 15, 2019

Published by
ISODA



Chairman's Address

Amarnath Shetty
Chairman, ISODA

Dear Isodians,

Warm Greetings from the New Management Committee!

Hope you all enjoyed at our maiden, premier India-based Biz Summit along with our 11th AGM last month. I am sure you could take back a lot of Gyan and wonderful memories of collaboration and comradeship from the City of Joy, Kolkata. This maiden Biz Summit was welcomed by one and all. I could see a lot of energy, enthusiasm and participation during this Biz Summit and thank you everyone for your whole-hearted participation at the AGM. I take this opportunity to thank you all for your involvement and valuable suggestions which is very important for any Association to thrive.

The new MC has planned lot of measures for the Association and Member's benefit. Top priorities will be:

- ISODA ASAP (As skilled as possible). Skilling ISODA members on various topics which is of business interest.
- Create a platform for HR and Compliance Advisory
- Improve Media Interaction and Mindshare
- Continue the focus to increase membership in more states and to reach a membership of 250+ this year
- Continue to provide a great technology and knowledge exchange platform throughout the year
- Take communication between us and Distributors & Vendors, to the next level
- Increase liaisoning with Government Authorities and Other Industry and IT Associations

Our TS X chairman has already started working on TS X venue and other formalities and you will get to hear from him soon. Look forward for your regular valuable suggestions to take your association to the next level.

Wish you all a wonderful year ahead filled with lot of Collaborations and Business Prosperity.

Thank you!

BECOME AN ISODA MEMBER

Join one of India's largest networks of IT companies across verticals.

Please sign up at <https://isoda.in/membership.aspx>
and mail rm@isoda.in

President's Address

Manasi Saha
President, ISODA



Dear Isodians,

I feel honored to be writing for the InterConnect in the capacity of President at ISODA.

It fills my heart with joy to be writing to you after a fabulous 10X Business Summit followed by the AGM where a record number of participants came from across India. I take this opportunity to thank a few fellow ISODIANS who were instrumental in the stupendous success of both events. Proving to everyone that "boundaries are in the mind only", team AJP as they have now come to be known (Ajay - RS West, Jitesh - RS Gujarat & Pradeep RS - South), hailing from 3 different states of India, worked tirelessly to make this event BIG.

A unique combination of learning and showcasing of internal talent was experienced through "Hot-Pitch". I would like to personally thank Hemant Chabria for introducing us to the concept of "Hot-Pitch", which was a pathbreaker for the existing ISODA members. Last but not the least, kudos to our Management Committee for choosing Kolkata as the venue.

They say, "money is at the center of all activities". This year, the support from sponsors was overwhelming. We had Team Viewer, LogMeIn, Zoho, Commscope and Reaqa as sponsors and they made the whole event stand out with its unique theme of how to grow 10X with their products. Besides the sponsors, there were many sessions that added value as an extension of 10X. Speakers like Sudhir Kothari (Embee Software), Sandeep Sengupta (ISOAH) and Sousthav Chakraborty kept their presentations knowledgeable and the audience interested. An evening of entertainment was organized by Nithyanand Shetty (Essenvision) and me and we had a live band performing for the audience.

At the end of the two-day affair, there were lot of takeaways for every ISODIAN. A special bond got created amongst the members in the "City of Joy", which proved that the unity between the members of ISODA and their capability to strive and make everything a success has got no limitations.

We had nominations for the positions of Secretary, Vice Chairman and Vice President in the AGM. And I am glad to state that you have all elected an MC which is dynamic, highly experienced, creative and one with a strong Vision and Mission for the coming years. For those who lost in the elections, there is always next Year. So, continue to have the passion to serve for ISODA. I would like to thank the outgoing MC for not only giving us an opportunity to serve, but also giving a good platform to the new MC to continue on the path to progress.

In 2019 ISODA inaugurated 3 more chapters / regions: Jaipur (Dhiraj - RS), Bangalore (Murthi - RS) and Hyderabad (Krishna Kalagara - RS). Our Mantra for this year is "ASAP - As skilled as Possible". Jiten Mehta will be our next TechSummit Chairman and we will come back with exciting information in the next few days to come about the event.

Speak to you in the next edition! We are in a festive phase across our country and here's wishing everyone happy festivities!

Thank you **Sponsors**



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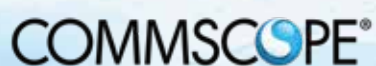
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AGM Highlights & Management priorities

Management Speak

“ ISODA would be announcing initiatives to increase more collaboration amongst ISODA members to take their businesses to the next level. There is also a plan for inter-country collaboration with our neighbouring countries and their trade associations. ”

Amarnath Shetty | *Chairman, ISODA*

5 Priorities for ISODA Management Committee in 2019

- 1 Implement ISODA ASAP (As Skilled As Possible) initiative
- 2 ISODA marketplace to showcase products & services of members
- 3 Set up Member Grievances cell to solve business related issues
- 4 Collaborate with neighbouring countries & their trade associations
- 5 Addition of new members and retention of old members



Tapan Ghosal
Director
Datacrown Computers Pvt. Ltd.

I attended a flagship event of ISODA for the first time. It was the “Biz Summit & AGM 2019” on 9th August’2019 at Kolkata.

As a proud ISODIAN, I liked the theme 10X.

1. 10X - Signifying efforts of channel community to achieve 10 times the business in future.
2. I liked the most Exciting networking opportunities along with a novel concept called “Hot Pitch”, where members could pitch their unique products and services in 120 seconds.
3. I could see the exchange of ideas and thoughts for a better tomorrow
4. Guidance was provided on tax and legal issues
5. We got a platform to share information and ideas
6. We got training and education
 - Software Products and Licensing
 - Taxation / Compliance awareness
 - Best Business Practices
 - Best Human Resource Practices
7. We had a wonderful cultural Evening
8. Finally, the lunch on 10th August with beautiful Bengali dishes was the icing on the cake

I am eagerly looking forward to join the next ISODA event.

AGM Press Coverage

<https://www.channelworld.in/news/isoda-biz-summit-focuses-skills-collab-it-channels>

<https://www.crn.in/association/isoda-appoints-new-managing-committee/>

<http://www.smechannels.com/isoda-successfully-held-its-biz-summit-and-agm-2019-in-kolkata/>

<https://varindia.com/news/isoda-organises-its-agm-2019-in-kolkata>

<https://www.itvarnews.com/2019/08/19/isoda-agm-2019-kolkata/>

Click here for ISODA Management Committee Details

<https://isoda.in/contact-us.aspx#team>

Member Speak

Mohan
Netpoleon India



Netpoleon India's journey with ISODA

As the Indian IT footprint continues to grow globally, Netpoleon India thanks the ISODA - Infotech Software Dealers Association platform for its contribution to this growth. The ISODA is a much sought after gateway to help organizations and professionals achieve business goals by bringing them together to share common industry insights. The platform has always helped budding and established companies proactively and has encouraged knowledge exchange of latest solutions and industry trends.

The 10X Biz Summit held in Kolkata this August is the latest addition to the ISODA platform. A well thought out initiative, the 10X Biz Summit witnessed a confluence of industry leaders engaging in an odyssey of transformation and growth plans. Mr. Mohan Kumar TL – Director at Netpoleon India being a patron of the ISODA platform participated in the 10X Biz Summit with two of the premium vendors LogMeIn and ReaQta. “We are a pretty young establishment in India. Netpoleon India (TechKnowLogic Consultants India Pvt. Ltd.) started in the year 2015, and I have been participating in the ISODA Tech Summit since the past three years. Without a doubt it has helped us grow tremendously within a short span of time” quotes Mr. Mohan Kumar TL.

“Along with us our vendors EverestIMS, ST Electronics, LogMeIn, and ReaQta have also benefitted from the ISODA platform by showcasing their solution portfolio and extending their networks”, adds Mohan. LogMeIn and ReaQta showcased their revolutionizing cloud and on- premise solutions. LogMeIn is a market leader in SaaS based solutions ensuring limitless growth with their offerings in the space of Communication & Collaboration, Customer Engagement & Support, and Identity & Access. ReaQta on the other hand offers an Endpoint Threat Response platform completely powered by A.I., capable of detecting new and previously unknown threats, ranging from simple ransomware to more sophisticated non-malware attacks like file-less and in- memory ones.

The platform not only benefit the channel community but also vendors and Value Added Distributors like Netpoleon India. The ISODA 10X Biz Summit is the perfect hub to showcase, share, and shine.

To know more about the Netpoleon India product portfolio, write to us at in.sales@netpoleons.com

Tax & Legal

An investigation into the slowdown

There is no doubt that the key drivers of any economic growth are savings, investment and consumption. These are the three pillars of support of any form of economic development and if one falls the other rises to compensate, leading to an overall economic growth.

There is a lot of talk about the slow down in the Indian Economy, and any investigation into the reasons for the slowdown involves an understanding of each of the three pillars.

Let's take up the case of savings, Economic Survey of India 2019-20 which was recently released has pointed out that there has been a decline in the savings rate, with the household sector entirely contributing to the decline. Household savings have declined from 23% in 2011-12 to 70% in 2017-18, this decline is primarily because of a drop in the physical savings of households.

Investment (Gross Capital Formation) accounts for nearly 32 per cent of GDP, within which fixed investment (Gross fixed capital formation) accounts for about 29 per cent of GDP. Growth in the gross fixed capital formation (GFCF), which denotes investments, declined to 3.4 per cent, the lowest in several quarters. The slowdown in investment from the private sector already withstanding, the government's share of expenditure in capital formation has also slowed down owing to fiscal constraints, thereby contributing to the lower rate in several quarters.

Consumption is also looming in red owing primarily to a fall in rural demand, on account of low farm incomes due to low food prices, and also due to stress in NBFCs which has affected lending. Private final

consumption expenditure growth fell to 7.2 per cent in the fourth quarter (FY 2018-19) from 8 per cent in the third and 9.7 per cent in the second.

With all three pillars facing stress, there is a 'structural' issue persisting which a mere tweak in fiscal or monetary policy cannot resolve. What is required are 'structural reforms' which spur private investment and contribute to ease of doing business. Here's hoping that happens soon.

Recent developments in Employees' State Insurance (Central) Rules, 1950

1. The Ministry of Labour and Employment has amended the Employees' State Insurance (Central) Rules, 1950 to lower contribution rates, for employers and employees, under the Employees' State Insurance Act, 1948. Effective July 01, 2019, employer contributions under the statute shall stand reduced from 4.75% to 3.25%, and employee contribution shall be reduced from 1.75% to 0.75%.
2. The Employees' State Insurance Act, 1948 is a social security legislation which provides, inter alia, for compulsory health insurance, medical benefits and hospital treatment and requires the employer and the employee to make monthly contributions to the Employees' State Insurance Corporation set up under the statute. The ESI Act is applicable to establishments having 20 or more employees (10 in some states) and earning up to INR 21,000 per month.

Tax & Legal (contd.)

Recent development on Employees' Provident Funds and Miscellaneous Provisions Act, 1952

1. The Ministry of Labour and Employment, Government of India has circulated a draft bill via letter dated August 23, 2019 (Draft Bill), proposing certain amendments to the Employees' Provident Funds and Miscellaneous Provisions Act, 1952 (EPF Act). The Bill has been issued as part of the Government's pre-legislative consultative process and comments and inputs from stakeholders and public have been invited.
2. Set out below are the highlights of the Draft Bill and if there are any comments/suggestions on the Draft Bill, the same should be shared with the Government at the earliest. Now, the following are the highlights of the bill are your easy consideration:
 - a) New definition of wages: The Draft Bill proposes to replace the currently highly-debated and litigated definition of 'basic wages' with a new definition of 'wages' which is aligned with the definition prescribed under the Code of Wages, 2019 which is sadly equally complicated and difficult to comprehend with the definition running into 42 lines. However it seems like the new definition appears to be an attempt to put an end to the ambiguities concerning inclusion of allowances and certain other components for computation of provident fund contributions and requires allowances that exceed 50% of the total remuneration (or such other prescribed percentage) to be included in computing the contributory wages.
 - b) Limitation on proceedings: Presently, the EPF Act and the schemes there under, do not contemplate any limitation period for initiation of proceedings under Section 7A to determine applicability of the EPF Act or determine amounts due from the employers. The Draft Bill proposes a limitation period of 5 years from the date on which the PF contributions / deficit amounts have been alleged to be due from an employer.
 - c) National Pension Scheme: In line with the announcements made in the Union Budget (2015-2016), the Draft Bill proposes to allow employees covered under The Employees' Pension Scheme, 1995 (EPS Scheme) to opt for the 'National Pension Scheme' governed under the Pension Fund Regulatory and Development Authority Act, 2013.
 - d) Increased penalties: The Draft Bill proposes to increase the quantum of fines stipulated under the EPF Act by 10 times.
 - e) Compounding of offences: The Draft Bill contemplates compounding of offences (barring a few offences such as making false statements or misrepresentation of facts).
3. While the aforesaid amendments are yet to be crystallized, these proposed changes, particularly the revised definition of 'wages', are likely to have a significant impact for employers in India, particularly for expatriate employees.