



**FAIITA Secretariat
404 Vishal Bhawan,
95-Nehru Place
New Delhi-110019**

**MINUTES OF MEETING
Fourthconclave of Federation of All India Information Technology
Associations(FAIITA),
Hosted by COMPASS Kolkota.**

Location: Hotel Hindustan International, Kolkota.

Date : September 25th 2015

Present:

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|---------------------------|---|
| 1. Mr. Saket Kapur | (General Secretary FAIITA) |
| 2. Mr. Shrenik Bindage | (General Secretary FITAM Kolhapur) |
| 3. Mr. Shyam Modi | (Chairman ADCTA Delhi) |
| 4. Mr. Kaushik Pandya | (Past President FITAG Gujarat) |
| 5. Mr. Gaurang R Vyas | (President FITAG Gujarat) |
| 6. Mr. Shiv Shankar Singh | (Secretary UPCDA UP) |
| 7. Mr. Arun Kumar Dey | (President ITAO-Odisha) |
| 8.Mr. Senthil Kumar | (Confed ITA TN & Pondy.) |
| 9.Mr. Amit Shah | (FITAG) |
| 10.Mr.Manoj Mahapatra | (ITAO) |
| 11.Mr.Murali Krishnan | (SME Team) |
| 12.Mr.Sanjeev Walia | (PACT Chandigarh) |
| 13.Mr.Satpal Singh | (TECSPA Chandigarh) |
| 14.Mr.Pawan Agarwal | (North East Computer Traders Association) |
| 15.Mr.K.L.Lalani | (President CIITA) |
| 16.Mr.Champak Raj Gurjar | (President FAIITA) |
| 17.Mr.Karthikeyav.S | (President SIITA) |
| 18.Mr.Praveen Kumar S | (SME Team) |
| 19.Mr.Rahul B Patil | (Zonal Vice President FITAM) |

20.Mr.Amitav Vidyarthi	(JITA)
21.Mr.Rajesh Rathi	(ITDAS)
22.Mr.B.Hari	(V.President - FAITA)
23.Mr.Gopal Pansari	(COMPASS Kolkota)
24.Mr.Rajesh Bhutra	(ITDAS)
25.Mr.Narendra Bheda	(CMDA-PUNE)
26.Mr.Vinod Verma	(FITAM)
27.Mr.Alok Gupta	(President PCAIT Delhi)
28.Mr.Deepak Chadha	(ASIRT)
29.Mr. Arun Nagaraja	(Treasurar FAITA)
30.Mr.Pawan Jajodia	(President COMPASS Kolkota)
31.Mr.Sugriv Singh ranawat	(RCTA)
32.Mr.Mihir Sharma	(RCTA)
33.Mr.Prem Saini	(PACT)
34.Mr.Ravi Bhushan Kumar	(BITA)
35.Mr.Dinesh Gupta	(FITAM)
36.Mr.Vikash Jhajharia	(CAD)
37.Mr.Abhay UPADHAYAY	(JITA)
38.Mr.Navin Gupta	(JCDA)
39.Mr.Sulalit Gupta	(TECSPA-Chandigarh)
40.Mr.T.S. Raja	(SITA-Chennai)
41.Mr.Amitav Vidyarthi	(Jharkhand IT Association)
42.Mr.Sushil Kumar	(Jharkhand IT Association)
43.Mr.Navin Gupta	(Bihar IT Association)
44.Mr.Swaran Singh	(ADCTA New Delhi)
45.Mr.Mahinder Agarwal	(ADCTA New Delhi)
46.Mr.Moti Singh	(JCTA)
47.Mr.Dixit Gupta	(JCDA)
48.Mr.Puneet Singhal	(CMDA Delhi)
49.Mr.Manoj Khanna	(CMDA Delhi)
50.Mr.Manoj Ajmera	(MPCDA Bhopal)
51.Mr.Praveen Dhoka	(FITAM)
52.Mr.Pralubdha Jena	(ITAO)
Host Team COMPASS	

AGENDA:

Primary Agenda of the IV conclave was to review and alleviate the documentational issues faced in FAITA registration and progress of the Committes formed during the III conclave held at Mumbai. Secondary objective was to hear leaders from across the regions through open house and individual presentations on thier expectations from FAITA in backdrop of their vision, perspective and issues of IT channel business.

Proceedings-:

The Conclave started with meeting of the FAIITA office bearers before the main event, minutes of same have been circulated separately.

Main event kicked off with welcome note by Shri Pawan Jajodia outgoing President COMPASS the host association followed by Shri Saket Kapur General Secretary FAIITA and Shri Champak Raj Gurjar President FAIITA addressing the august gathering on the importance of remaining united in facing the challenges thrown by the IT business. Visionary emphasis was adverted by the President on IT manufacturing in wake of "Make in India" and promised full cooperation to FAIITA members interested in expanding their businesses in this new realm. Host COMPASS made elaborate arrangements to webcast entire proceedings of conclave to pan India members.

Shri Navin Gupta Jt.Secy. East FAIITA adeptly and ably managed the stage of the Conclave by ensuring strict adherence to the defined timelines and kept the audience spirits high through his laudable poetic expressions.

Event wise minutes have been recorded hereinbelow-:

OPEN SESSION

Leaders were invited for expressing their views in limelight of following issues of national importance and thereto concerns of Indian IT channel. Mr. Kaushik Pandya, Founder President, FITAG moderated this Open Session .

1. Persisting OLS issues
 2. Issues with ND / Vendors
 3. Challenges faced by Associations
- Mr. Puneet Singhal, President, Computer Media Dealers Association (CMDA) New Delhi ardently expressed need for FAIITA's own online presence for survival. He strongly felt it necessary for growth of FAIITA members and mitigate predatory price challenges thrown by OLS like Amazon, Flipkart, Snapdeal, Pay TM etc.
 - Mr. Shivshankar Singh, Secretary, Uttar Pradesh Computer Dealers Association (UPCDA) and Vice President Central (FAIITA) elicited concerns emanating from ND / Vendors deducting taxes (TDS as well as service tax) from the ORC. And requested FAIITA to address the same by sending a message to all the NDs and Vendors escalating the channel concern.

- Mr. Amit Shah, President, Federation of IT associations of Gujarat (FITAG) surmised circumspected vision on three key areas:
- **Partner for Smart City & Smart Town** – FAIITA should be integral part of this GOI initiative to generate business for grass root members.
- **Communicate & Consolidate** – FAIITA may release monthly ePaper consisting of news, future plans – events, messages etc. plus list of associated OEMs, Dist. & Government Departments, an attempt to keep everyone in sync.
- **Support for Governance at State level** – FAIITA to garner support for all the State level federations.
- Mr. Satpal Singh, TECSPA-CHANDIGARH emphasised the importance of MSME registration and suggested FAIITA to issue advisory in this regard, encouraging all IT Dealers to register as MSME. This would help IT Channel participate in respective Smart City IT tenders. He is expressed need to take up DOA cases at national level and define conducive and friendly policy in sync with vendors where in FAIITA plays a lead role. He also also emphasised the need for FAIITA facilitated market place based e-commerce platform.
- Mr. Arun Rungta, BITA, (Bihar IT Association) expressed channel concerns on the service tax liability on auxiliary services provided by the partners. He also raised concerns on service tax liability raised after deduction of TDS by Vendors on ORC and backends. FAIITA to remain proactive in resolving the plight of fraternity.
- Mr. Nalin Patel, FITDAK, Bengaluru suggested need to communicate more aggressively with NDs and Vendors on resolving the transactional problems. He invited attention to lackadisical view taken by Nds and Brand owners to channel issues.
- Mr. Devesh Rustogi, UPCDA Lucknow, insisted need to initiate code of conduct for ICT Trading / Distribution business, at State level as well as Nationally, whereby guidelines can be drawn to streamline the internal operations as well as operations with NDs and Vendors. He also suggested need for Professional Arbitration Tribunal at FAIITA for inter state disputes and State level for parocial disputes. Both tribunals to work on same procedures.
- Mr. Sanjeev Walia, PACT Panjab & Chandigarh adverted on introducing a new concept of KYC for the vendors and NDs, as most of the time when problem is faced with them, there is lack of awareness on the route to escalation.

- Mr. Narendra Bheda, CMDA, Pune also supported the idea of issuing trade guidelines from FAIITA. Informed floating of their own OLS and expressed whole hearted support for FAIITA facilitating its own OLS.
- Mr. Senthilkumar from CONFED – ITA, Tamilnadu & Puducherry informed their initiative of starting an OLS.They have formed a separate company to excute OLS business for small items like small peripherals and accessories.
- Mr. Sushil Kumar from Ranchi expressed concerns on OLS advertisements prior to Diwali and insisted stern actions actions against OEM and OLS for their predatory prices.
- Ms. Mansi Shah, ISODA – Kolkota raised issue of TDS deduction from the payment of the software supply by customers despite providing certificate of original source.Also issue of VAT on software renewals remains unaddressed. Requested FAIITA to take up this issue for earliest resolution.
- Mr. Deepak Chadha, ASIRT, Mumbai exemplified through their real life example of Competing brands getting together and forming a common brand for growth with synergy. Channel need to exhibit united front was expressed against challenges from OEMs and Vendors.

Conclusions and Actionables from Open Session

- ◆ A FAIITA facilitated OLS to be be immediately initiated to counter the predatory prices prevailing in OLS platforms.
- ◆ A code of conduct should be derived by FAIITA, which gives clear-cut guidelines on business dealing with OEM/ Vendors/ Nds as well as internal dealer to dealer. Issues regarding wrong taxation can also be covered under this guidelines and can be updated on regular basis. If necessary FAIITA can enrol a panel of consultants to construe such guidelines.
- ◆ Arbitration at National level as well as State level can be done with FAIITA's facilitation.
- ◆ An e-newspaper can be floated on immediate basis, wherein latest news, guidelines as well as the success stories of members can be shared.

Post Lunch Individual and Group Presentations

- Mr. Senthil Kumar President Confed-ITA TN & Puducherry, in his presentation shared vision and mission of Con Com Communication Limited a commercial arm of the state Federation. This commercial arm of the Federation would aggregate business of 1500 partners and import material under its own brand for retailing through its member organisations. Structurally this commercial arm has 25 Directors nominated by corresponding district associations.
- Mr. Murali Krishnan and Mr. Praveen Kumar, special invitees from Bengaluru association were successful in drawing attention of leaders to the advantages and power of SME and attributed Indian presence on IT map through its SME. Emphasised need for all SME to come together and bid collectively for projects of GOI like Digital India and APM. Adarsh Gram Yojana is an opportunity being missed and are funded projects for SME. President FAITA Shri Champak Raj Gurjar inspired by the presentation made a rhetoric announcement to institute SME-Chapter within FAITA headed by Shri Murali Krishnan.
- Highlight of the event was rapt presentation by Mr. Nick Chen of FOXCONN who flew specially from TAIWAN at the behest of President Champak Raj Gurjar with an offer for FAITA members on their IIDM and ODM product distribution tie ups. The audacious statement by Mr. Nick Chen on opportunity of every FAITA member to become Steve jobs through their High Tech India and Export India initiatives received a rapturous applause from the leaders.

FAITA Committees Progress Report:-

- Grievances committee chaired by Shri Pawan Jajodia and members present Shri Praveen Dhoka, Shri Swaran Singh will take interstate matters only and inform all members their revolutionary achievements. However they admitted their hibernation since III conclave and promised to work proactively in settling issues henceforth.
- OLS committee chaired by Shri Karthik S informed reduction of predatory prices and delta with OLS having shrunk to 6%. Promised to be more interactive amongst committee members and expressed concern on punitive actions on our members involved in abetting predatory prices on OLS.
- Government Interface committee chaired by Shri Mahendra Agarwal with its members Shri Gaurang Vyas, Shri Naveen Gupta and Shri Praveen Dhoka admitted lack of direction and state of hibernation since its inception. However promised to remain proactive for its objectives in near future.
- Web and membership committee chaired by Shri Arun Kumar Dey and member Shri Nalin Patel requested all leaders to direct their members to register on

FAITA website and sought coordinated effort from regional office bearers to achieve this objective.

FAITA Vision shared by Shri Alok Gupta National convenor FAITA.

- Six working committees instead of four for more effective and efficient working
 - a. OLS Committee
 - b. Dispute Settlement
 - c. Government Interface
 - **d. Vendor & Distributor Relationship**
 - e. Membership, Web And Event
 - **f. Business Enhancement**
- Committees working should follow the below guide lines:
 - a. Each committee should have two persons from each Zone.
 - b. Any Issue Related to Any committee should be first addressed at City level then state level and then it will be reported to FAITA Committee.
 - c. Zonal committee members in coordination with Committee Head and Zonal office bearers should address and resolve the issue
 - d. A monthly con call meeting should be held between the committee members
 - e. A monthly progress report should be sent VIA mail to National Council on 1st Saturday of next month.
 - f. All Committee Heads will present success story in his 15 minutes presentation on next conclave.
- While selecting the members following selection criteria Should Be followed:
 - a. Maximum cities Participation is a must for Success Of FAITA
 - b. Maximum of Two people from One Association Should be part of Executive council
 - c. No Office bearer should be member of Any Committee
 - d. Executive council members should have primary IT business
 - e. Member should be committed to Give at least 10% of business time for federation work

- For Better positioning of FAIITA between members, Government and Vendors a centralized database of all India members needs to be collected.

Shri V.K.Bhandari MD Supertron on challenges faced in IT business.

- Suggested FAIITA to control the menace of predatory prices through vendor conciliation and confidence thereby.
- OLS market share of telecom products is much higher as compared to IT.
- Advised fresh perspective of IT channel to the new route to market i.e OLS.

Actions-:

Apropos of resolution of the office bearers of FAIITA for Jt. Secreatry. Nominations were solicited and Shri Saket Kapur Gen. Secy. FAIITA proposed Shri Puneet Singhal President CMDA for the post and was seconded by Shri Vinod Verma of FITAM Nagpur.

Summation-:

Shri Sanjay Chhajer Vice President introduced activities of COMPASS to the leaders. Conclave concluded with presentation by sponsor Just buy Live and finally vote of thanks was delivered by Shri Prakash Agarwal Secreatry COMPASS.

Saket Kapur

Gen.Secy. HONY.

FAIITA

Date:30-09-2015

Place New Delhi