

ASC Sourcing Solutions– Corporate Presentation

*Leader in Simplified Source to Pay (SS2P)
Procurement*

Feb 2019



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Comprehensive Solutions for Complex Matters

Who we are...

In 1995, Alok Sinhal & Co. was established as a CA firm with a modest set of services. Over the years, the two-person firm emerged as a renowned consultancy - ASC Group. An impressive portfolio of services across industries and a plethora of clients spanning multinationals, tech wizards and reputed organizations have made ASC a much sought after advisory.

In a span of 23 years, ASC group has built dedicated teams across verticals. The teams offer tailor-made solutions as well as ensure the client's growth and progress.

Today, ASC group is a team of more than 250 people across 6 locations and 80 associates in India. The group is growing each year with satisfied clients and a new generation of financial experts and hopes to expand its operations overseas.



Services offered by ASC Group

Taxation

- International Taxation
- Transfer Pricing
- Expatriate Taxation
- Domestic Income Tax
- Goods & Service Tax
- Assessment & Tax Litigation

Risk Advisory & Assurance

- Audit
- IFC/ICFR
- Policy & SOP formation
- Financial Statements
- Governance & ERM implementation
- Forensic & Investigations
- Review Programmes
- Certification

Secretarial & Legal

- Incorporation & Statutory Registrations
- Companies Act, 2013
- Foreign Exchange Management Act, 1999
- Liquidation services
- Insolvency & Bankruptcy
- Debt Restructuring
- Legal services (Corporate & Labor)
- Drafting of agreements / contracts
- Arbitration & Dispute Resolution
- Title Due Diligence

Consulting

- Merger & Acquisition
- Foreign Trade Policy & Free Trade Agreements
- SEZ/EOU/STP/FTWZ Compliances
- Export Incentives (MEIS, SEIS, EPCG etc.)
- Anti-dumping Duty
- SVB & AEO Registration
- Legal Metrology Registration
- BIS, FSSAI, ETA Certification & E-waste management
- Real Estate (Regulation and Development) Act, 2016
- Entity set-up & compliances in Singapore
- Sourcing Solutions
- Outsourcing Services



How Can We Help You

- Improved purchasing efficiency by reducing low \$ POs, catalogue management, extended DPO programs & other methods
- Help reduce saving leakage by tail spend management (avg. 2%-3% incremental savings on bottom 20% spend)
- Help generate cost savings (avg. 10% -12%) by leveraging our partners proprietary e-auction tool in most of the commodities especially in indirect area
- Outsourced Procurement Consulting Services (On site and Offsite) - **OPCS**

Overall we can help you save time and money and free up internal resources to create a simplified source to pay (SS2P) model. On an average we will add 1%-3% incremental savings to your bottom-line*

*** On Rs. 100 Crore spend that means another Rs. 1 Crore – Rs. 3 Crore savings**



Strategic Sourcing – Purchasing efficiency

- Typically 75% of PO are less than 5K\$ value in an Organization in term of numbers but covers only 5% or less in terms of spend
 - **We can help you reduce your purchasing cost – How ?**
 - **Our Mark up (service fee) is generally way less than what you will save** due to better discounts, competition between vendors, faster payments, GST compliance and volumes even with your current vendors – **you don't need to change the vendor in 80% of cases and still get cost savings**
 - By acting as your one point supplier and handling the tail for you. We will take care of the procurement of goods/services, receipt of invoices from suppliers, reverse charge, e-way bill, payments to suppliers and tackle the entire source to pay cycle and will simplify it for its clients – **so basically you will have the flexibility to go to vendors you generally don't go to due to many reasons i.e. payment terms , bandwidth , GST compliance etc.**
 - **By handling all registered/unregistered vendors for you as per your choice.** The compliances of GST and TDS will be taken care by ASC. We have GST registration in 20 states as of now

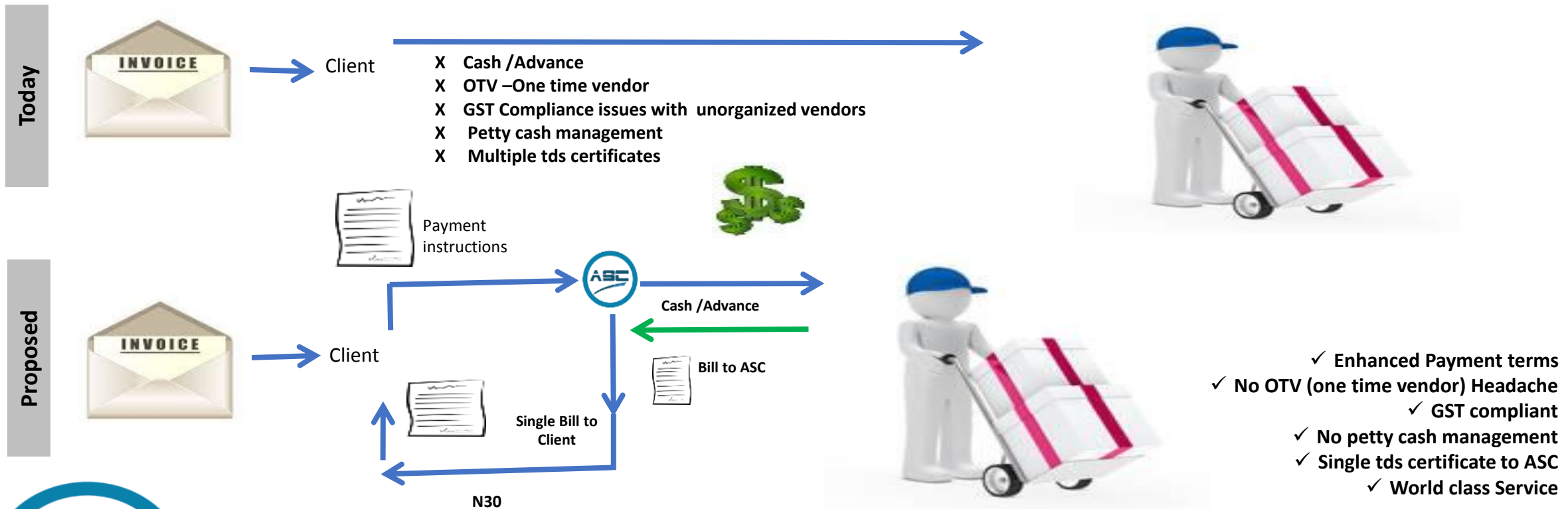


Our Goal: Use innovative ways to reduce your purchasing cost of goods and services in a sustainable manner.



How it works

- ASC will handle tail spend on your behalf
- Client receives a single GST complied invoice from ASC without any headache on bi-weekly/monthly basis
- Client pays a small service fee to ASC based on transaction volumes

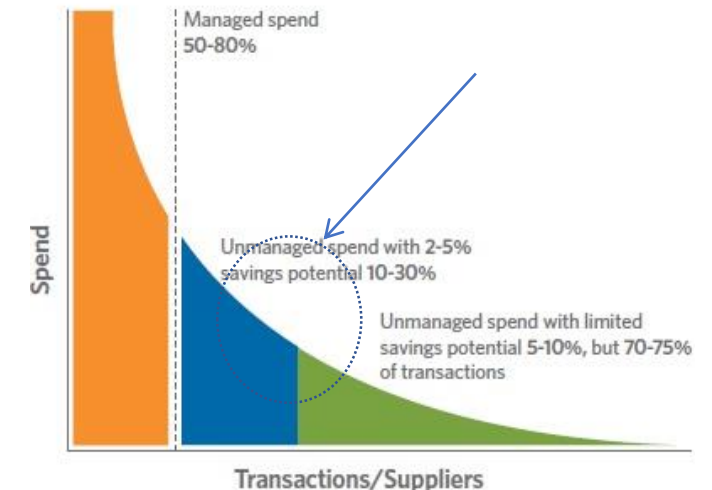


Strategic Sourcing – Tail spend Management

- Your tail-spend is one of the biggest sources of incremental savings available.
- In an economic and business environment where CFOs are leaving no stone unturned in the quest for cost-reduction, no doubt tail-spend can help you make your numbers.
- Benefits of a tail-spend management program with us include:
- Reduced cost of procurement operations
- Increase spend under management
- Tail-Spend Management Services from us not only identify savings in your tail-spend but deliver them to you

Our Goal: Address tactical unmanaged tail spend in a systematic way & touch every \$ and squeeze the savings out - typically 2% -3%

Typical Tail spend sweet spot



Strategic Sourcing - e-Auction Services

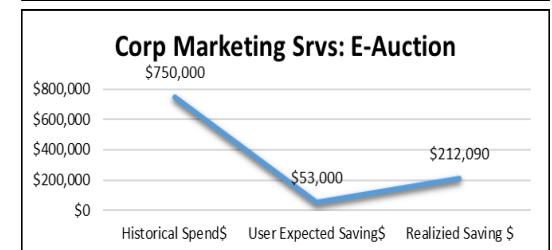
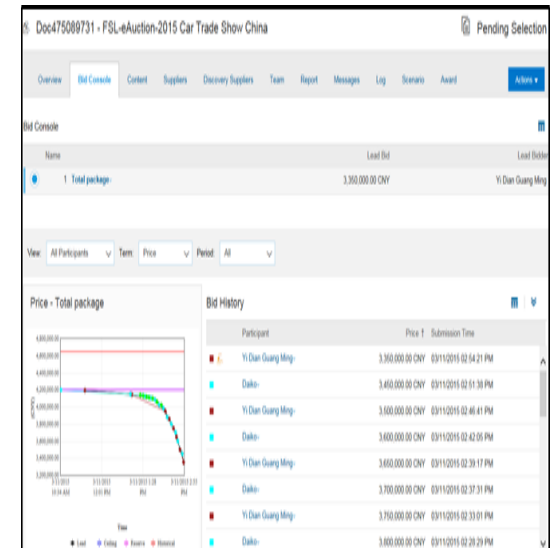
- Online auction events are a quick way to begin reducing your procurement costs immediately
 - Customer knows what needs to be sourced
 - Application is useful for large one-time buys
 - Application is useful for aggregating annual spend buys (i.e. – annual laptop buy)
- Using e-Auctions allows you to leverage market opportunities to their full potential
- dedicated e-Auction team will:
 - Provide technical assistance (your company & supplier)
 - Pre-Event testing
 - Training (your company & suppliers)
 - Event Management & Event scoring
 - Post event reporting

Our Goal: Leverage existing market opportunities to quickly reduce your cost of goods and services in a sustainable manner. Guaranteed average 10%-12% savings on e-auctioned spend

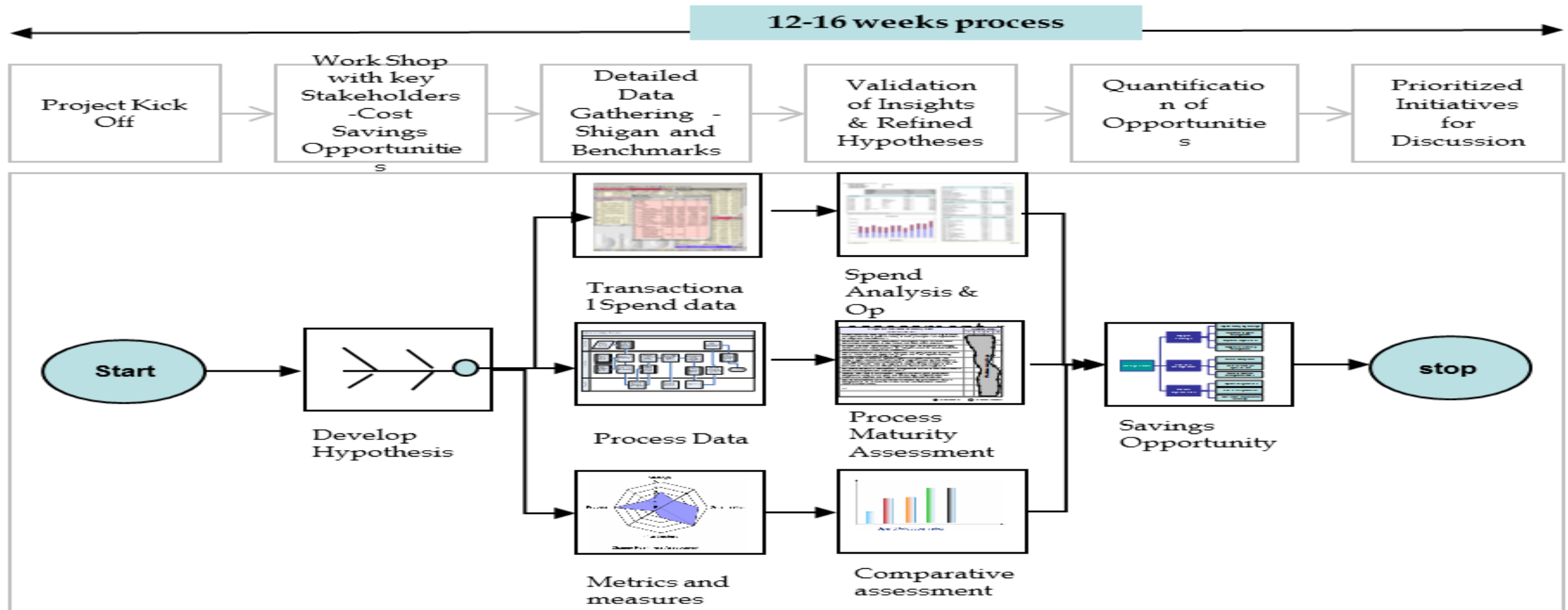


Typical eAuction Savings sheet

Bids: 29
Bidders: 3
Low Bidder: XXXXX



Our Game Plan for OPCS



Portfolio of satisfied clients



ASC GROUP

Advisory

Strategy

Competency



www.vpurchase4u.com

www.ascgroup.in



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