



Computer Association of Eastern India

ANNUAL REPORT 2015-16

President's Message



Dear Members,

We are in one of the most dynamic industries of the world and the transformation has been more rapid than ever in the last few years.

The past year had been full of achievements for our Association with great team work of the Executive Committee and the support of all the members.

It was the first time CeBIT Hanover and Nasscom had partnered with our exhibition. We had also organized a very successful Seminar at Taj Bengal. Speakers from STPI, Govt. of India and many Public and Pvt. Sectors had participated in the same.

After a lot of patience and persistence, we have been able to regularize the mutation of our office after years of purchasing the same. Long pending Service Tax and ROC matters have also been streamlined now.

Against all odds, we have been able to maintain our investments and by now have increased it further than the last year end.

The need of strong teamwork and interdependence is now paramount. Our association is one of the Founder Member Associations of "Federation of All India IT Associations" and we hosted its 4th Conclave on last Friday, 25th of September, 2015.

I am very confident that the new President and Executive Committee will take this Association to newer heights. Wish all the members of COMPASS the very best for the coming year.

Rajesh Saboo
President, Compass

Hony. Secretary's Message



Dear Members,

Puja Greetings to you and your family!

And a very Happy Deepawali in advance.

Welcome to the 22nd Annual General Meeting of COMPASS.

COMPASS has been a key contributor for IT development in Eastern India. Our country is fast-moving towards digitization and COMPASS too is harnessing the Power of Digital India for business transformation.

Watching COMPASS thrive to achieve such prowess gives me immense gratification. To be a part of the COMPASS family has been a great learning experience.

It has been over 25 years that I have been a part of the IT industry and have been showered with warmth from each one of you. I take this opportunity to express my gratitude to all the core members for making this year such a success.

I would like to thank all the Members, Executive Members and COMPASS back office staff for helping me all the year round whenever it was required. I would like to take the privilege of thanking our President, Mr. Rajesh Saboo who has showed faith in me and has given me this responsibility. I would also like to express my sincere gratitude towards my Past Presidents who were the guiding force behind me, especially Mr. Pradeep Biyani & Mr. Pawan Jajodia.

COMPASS has implemented remarkable initiatives this year. We have tried our best to incorporate vigor and harmony in all our endeavors. I request you to read through the initiatives mentioned in the Secretary's Report to get a better understanding of how COMPASS has evolved and explored new dimensions.

Finally, I convey my greetings to all our members and their families for the festive season. Wishing you all the very best!

With Regards

Neeraj Agrawal
Hony Secretary, Compass

Office Bearers



President
Mr. Rajesh Saboo



Treasurer
Mr. Jitendra Kr. Bothra



Vice-President
Mr. P.L. Suhasaria



Jt. Secretary
Mr. Pranay Agarwal



Hony. Secretary
Mr. Neeraj Agrawal

Ex-officio Members



Imm. Past President
Mr. Pawan Jajodia



Imm. Past Secretary
Mr. Prakash Agarwal

Compass Advisory Board



Past President
Mr. V.K. Bhandari



Past President
Mr. Alok Garodia

Executive Committee Members



Mr. Amit Sharma



Mr. Asif Khan



Mr. Dinesh Mohta



Mr. Gaurav Goel



Mr. Kishan Daga



Mr. Manoj Jain



Mr. Manish Lunia



Mr. Pradeep Biyani



Mr. Rahul Sarda



Mr. Rajesh Bhutoria



Mr. Ranjan Goenka



Mr. Sushil Poddar



Mr. Umang Lalani



Mr. Vinay Kr. Dugar

Special Invitees - Members



Mr. Hemant Chabria



Mr. Lilesh Khakhra



Mr. Naresh Kr. Bothra



Mr. Nikhil Deora



Mr. Pankaj Kedia



Mr. Rajendra Bachhawat



Mr. Rajendra Seksaria



Mr. Satish Tosniwal



Mr. Shiv Kr. Mohta

Compass Office Bearers

Name	Designation	Company's Name
Rajesh Saboo	President	Saboo Computers Pvt. Ltd.
P.L.Suhasaria	Vice President	Caltron
Neeraj Agrawal	Hony. Secretary	Nimbus Computer Pvt. Ltd.
Jitendra Kr. Bothra	Treasurer	Planet Computer
Pranay Agarwal	Jt. Secretary	Alfa Tech

Compass Ex-Officio Members

Name	Designation	Company's Name
Pawan Jajodia	Imm. Past President	Mohit Electronics
Prakash Ch. Agarwal	Imm. Past Secretary	Comp-Tech Sales & Service

Compass Advisory Board

Name	Designation	Company's Name
V.K. Bhandari	Past President	Supertron Electronics Pvt. Ltd.
Alok Garodia	Past President	Jupiter International Ltd.

Compass Executive Committee

Name	Company's Name
Amit Sharma	Dynavision Corporation
Asif Khan	Technocrat Infotech Pvt. Ltd.
Dinesh Mohta	Best IT World (India) Pvt. Ltd.
Gaurav Goel	Eastern Logica Infoway Ltd.
Kishan Daga	Marc Infotech Pvt. Ltd.
Manish Lunia	Shree Infotech
Manoj Jain	Ishika Technologies Pvt. Ltd.
Pradeep Biyani	Suntronic Systems
Rahul Sarda	Rahul Industrial Enterprises Pvt. Ltd.
Rajesh Bhutoria	Vicom Security Pvt. Ltd.
Ranjan Goenka	PDS Infotech Pvt. Ltd.
Sushil Poddar	Berlia Compu System
Umang Lalani	Lalani Infotech Ltd.
Vinay Kr. Dugar	Supreme Technologies Pvt. Ltd.

Special Invitees

Name	Company's Name
Hemant Chabria	Chabria Infotech Pvt. Ltd.
Lillesh Khakhra	Crown Trading Co.
Naresh Kr. Bothra	Computer Exchange Pvt. Ltd.
Nikhil Deora	Rashi Peripherals Pvt. Ltd.
Pankaj Kedia	Alco Infotech Pvt. Ltd.
Rajendra Bachhawat	Arihant Mercantiles
Rajendra Seksaria	Balaji Solutions Pvt. Ltd.
Satish Tosniwal	M B T Infovision
Shiv Kr. Mohta	SIPL Systems & Services Pvt. Ltd.

Chairman of various Committees

Name	Designation	Company's Name
Rajesh Saboo	Public & Media Relation	Saboo Computers Pvt. Ltd.
Neeraj Agrawal	Public & Media Relation	Nimbus Computer Pvt. Ltd.
Asif Khan	Legal / Statuary / Grievance Cell	Technocrat Infotech Pvt. Ltd.
Umang Lalani	Fellowship	Lalani Infotech Ltd.
Sushil Poddar	Sports Activity & Membership	
	Drive	Berlia Compu System
Vinay Kr. Dugar	Vendor Management	Supreme Technologies Pvt. Ltd.
Manish Lunia	Members Relationship	Shree Infotech
P. L. Suhasaria	Social / CSR Activity	Caltron
Rajendra Seksaria	Award Nite	Balaji Solutions Pvt. Ltd.
Gaurav Goel	New Initiative	Eastern Logica Infoway Ltd.
Hemant Chabria	Training	Chabria Infotech Pvt. Ltd.
P. L. Suhasaria	Compass Yatra	Caltron
G. Jayanth	Compass Ankur	Microcom
Prakash Agarwal	Seminar	Comp-Tech Sales & Services
Ranjan Goenka	Seminar	PDS Infotech Pvt. Ltd.
Nikhil Deora	Compass Cricket League- 2016	Rashi Peripherals Pvt. Ltd.
Dinesh Mohta	Website	Best IT World (India) Pvt. Ltd.

Executive Committee Meetings

The following 8 Executive Committee Meetings were held during 2015 -16:

Sl.	Date	Venue	Sl.	Date	Venue
1	12th Oct 2015	The Park Hotel	5	11th Apr 2016	Compass office
2	3rd Dec 2015	Compass office	6	5th Jul 2016	Compass office
3	12th Jan 2016	Compass office	7	26th Aug 2016	Rashi Peripherals office
4	18th Feb 2016	Compass office	8	16th Sept 2016	Rashi Peripherals office

Attendance at the Executive Committee Meeting :

Name	Total	Name	Total
Rajesh Saboo	8	Gaurav Goel	5
P.L.Suhasaria	7	Kishan Daga	4
Neeraj Agrawal	8	Manish Lunia	7
Jitendra Kr. Bothra	6	Manoj Jain`	6
Pranay Agarwal	7	Rahul Sarda	6
Pawan Jajodia	5	Sushil Poddar	4
Prakash Ch. Agarwal	4	Umang Lalani	4
Amit Sharma	4	Vinay Kr. Dugar	4
Asif Khan	6	Pradeep Biyani	3
Dinesh Mohta	6	Ranjan Goenka	6
Rajesh Bhutoria	2		

Mr. Umang Lalani | Chairman – Fellowship Diwali Meet

This year too Diwali meet was organized but in a different way. More emphasis was given on fellowship and family atmosphere, wherein 650 odd people were present, comprising of Compass Members & Vendors along with their families. This was the first event of 2015-16 and our President Mr. Rajesh Saboo's vision was to make members & vendors come in close proximity so that the IT fraternity works as a family with a close bonding.

Diwali meet was held on 15th November 2015 at The Stadel, Salt Lake stadium. The event was sponsored by Canon. The event was a mix of entertainment, games, music, dance, lucky draw & most importantly fireworks which are a must for the Festival of Lights. The event kick started with the MC entertaining the gathering with quizzes, children games and couple games. Our Past President, Mr. Bhandari honored all the Past Presidents & Past Secretaries with Rajasthani Turbans. The stage was then taken over by singer Ms. Suswati Mullick who entertained the crowd with their favorite numbers and lots of dancing. On the other side Anand Karnani, Rohit Singh, Manjesh Sharma, Vineet Kala and Chetan Seksaria engaged the crowd with the games stall. Finally the Lucky Draw was held with several lucky winners getting gold chains, silverware and silver coins. Finally everyone enjoyed scrumptious dinner by Ganpati's.



Mr. Nikhil Deora | Chairman - Compass Cricket League 2016 Cricket

Logitech Compass Premier League 2016, was held on 6th & 7th February 2016 at FD Park, Saltlake with 10 teams comprising of members from our IT community.

Teams that brushed hands on hands were Dell Challengers, Epson Techno Tornados, Global Gladiators, HP Royals, Intex Astric Warriors, Lalani Knights Acer, Savers Sizzlers, Team Supertron, Quick Heal Vipers & Team Compass. Logitech was the main event partner along with Rashi Peripherals Pvt. Ltd. as Co-Partner & Iball as Prize Partner. Quick Heal & Thermaltake also came forward by sponsoring consolation prizes for all players.

Finals were played Between Intex Astric Warrior & Savera Sizzlers. In a nail biting finish, Savera Sizzlers held there nerves & lifted the golden trophy. The winning team was awarded with Rs. 71,000 & Runner-Up team was given Rs. 21,000 as prize money by Compass.

Along with cricket, 10 Games Stall were organised for kids & teens & more than 1000 gifts were distributed at the venue. These 10 Stalls were organised/sponsored by AOC, Asus, CP-Plus, Digisol, Frontech, HP, Lalani, Logitech, Philips & Portronics.

The Prize distribution ceremony was held in a gala way where Saltlake Ward Councillor Ms. Nilanjana Manna handed over the prizes to the winners.

This time Compass has totally changed the format of Cricket League as compared to previous ones and all the credit goes to the Chairman Nikhil Deora.

20+ vendors participated in what is tagged as one of the biggest Cricketing events in the IT industry across India. This league was very important for Compass as a fund raiser in lieu of the upcoming exhibition. These 2 days of Cricket League reaffirmed & showed the bonding of Compass members, team spirit, fellowship, vendor and vendee bonding, family warmth, fun for children & above all lip smacking food for 2 days which was very well organised by Mr. J.K. Bothra.



Mr. Sushil Poddar | Chairman Sports Activity & Membership Drive

This year we added 15 Life members and 2 Annual Members.

Compass has participated in CWBTA Football Premier League which was held on 16th & 17th of April 2016 at Vivekananda Park, Southern Avenue, Kolkata.

This is the first tournament organized by CWBTA and Compass has participated for the first time in any Football Tournament. Our young and energetic member, Anup Jajoo led the Compass team with 10 players. Compass reached the quarter finals and got the prestigious Fair Play Award. Our Member Ayush Dalmia got the award for Best Goalkeeper. Kudos to Captain & his team who really played well in April's scorching heat.



Mr. Vinay Kr. Dugar | Chairman - Vendor Management

This year our Chairman played a vital role in bridging the gap between members, vendors & national distributors. COMPASS played an important role in resolving the following issues to the utmost satisfaction of our members:

1. Mr. Praveen Pugalia of Computer Gallery had inventory of Dell Tablet range of products worth Rs. 65 lakhs which were discontinued. After no results of follow-up with Ingram Micro and Dell, he approached Compass.
The Vendor Management Committee intervened and the matter was resolved by DELL by taking back the stocks and a credit note was issued.
2. Mr. Jay Shrimal of Laptopia Infotech Pvt. Ltd. approached COMPASS with issues pertaining to HP and the matter was resolved to his satisfaction. We had received concerns with issues related to Targets, Incentive Payouts, DOA & Warranty.

Mr. Dinesh Mohta | Chairman - Website

Our chairman this year took the herculean task of revamping the Compass website. Many bold decisions were taken to make the Compass website more informative and user-friendly.

The new website will use CMS (Content Management System) and will be mobile responsive so that it is Smart phone/ Tablet friendly.

Mr. Asif Khan | Chairman - Legal / Statuary / Grievance Cell

Though our Chairman Legal/ Statutory/ Grievance Cell is quite old in the IT Industry - we witnessed the rise of a new star in Compass. All the year round he handled several grievances politely, calmly and amicably; many of the cases were not officially given in pen & paper but were resolved on initial approach itself.

Sl No.	Case	Issue	Remarks
1	Katcom International vs Astric Computers	Pending since last year	Closed
2	Lalani Infotech Ltd vs Redington India Limited	Back-end issue. RIL paid	Closed
3	Navbharat Impex vs Dealers	Since party defaulter in payments, materials were taken in lieu & distributed among the involved parties.	Closed
4	Kurseong Computers vs Classic Computers	Payment issue due to bank error and was finally settled.	Closed
5	Nimbus Computer Pvt. Ltd. vs Redington India Limited	Back-end issue was resolved in lieu of SRN	Closed
6	Lalani Infotech Ltd vs Computer Shoppee	Payment	Closed
7	Cyberworks vs Delta Computer Services	Payment	Closed
8	Planet Computer vs Hitech, Asansol	Payment	Closed
9	Planet Computers & Nimbus Computers Pvt. Ltd vs Baid International	Old outstanding payments	Closed

Mr. Rajesh Saboo/Mr. Neeraj Agrawal | Chairman - Public & Media Relations

This year Compass worked very closely with the entire IT Media fraternity and all our major activities were covered by leading IT magazines, i.e. DQ Week, IT PRICE VAR, NCN, etc.

- a) **VAR INDIA:** 7th Eastern India Information technology fair was held on 22nd of July 2016 at The Park, Kolkata in association with COMPASS.
- b) DQ Channel Partner Conclave was held on 22nd September 2016 at HHI, Kolkata in association with COMPASS - followed by Panel Discussion on Future of IT Distribution, wherein our Past President & Senior Members of Compass were the Panellists.
- c) IT PRICE VAR had organised Partner Leadership Awards in association with Compass on 29th of September 2016 at The Park where Compass was awarded Eastern India's Best Association.



Mr. Manish Lunia Chairman - Members Relationship



Our young Chairman never forgets to acknowledge Members on their Birthdays and Anniversaries.

Customised Colorful Birthday Cards were sent to Members on their Birthdays and Flower Bouquets along with Greeting cards were sent on their Anniversary. These greeting cards were sponsored by Austin Plywood.

Mr. G. Jayanth | Chairman - Compass Ankur Training Center

Our emphasis, this financial year was to improve the student strength at Compass Ankur Computer Training Center and incorporate systems which will help in quality and also employability of the students.

We have initiated opinions from various educational institutes around Ankur about our Curriculum and have incorporated the same in our courses accordingly.

We have also reviewed the performance of teachers and got assurance from them for improving their teaching standards. We have also identified the students who require additional help and arranged special classes.

We have developed software for evaluation of students through Multi-Choice Questionnaire. The questions are selected keeping in mind their preparations for Government jobs. We have trained around 150 students this year.

We have also introduced Mock interviews and personality development sessions for enhancing the employability of the students.

We appreciate the initiatives taken by the Center in charge, Mr. Saikat Gupta for improving the quality of teaching at Compass Ankur Computer Training Center.

Mrs. Debika Chakraborty, daughter of Mr. Makhan Chakraborty introduced new methodology of teaching in Spoken English Classes and they have become very popular.

Compass Ankur Computer Training Center sincerely thanks Balaji Solutions Pvt. Ltd, Best IT World (India) Pvt. Ltd., Jupiter International Ltd., Rance Computer Pvt. Ltd., Savera Digital India Pvt. Ltd. and Supertron Electronic Pvt. Ltd. for sponsoring the students.



Mr. Prakash Agarwal/Mr. Ranjan Goenka | Chairman – Seminars

*We have given a lot of opportunities to our members to participate in a galaxy of Seminars.
To name a few:*

	Association	Name of Seminar	Venue	Date
A)	FOSMI	Interactive Session on GST	Academy of Fine Arts	12.09.16
B)	CWBTA	Seminar on Consumer Protection & Fair Trade Practices	Mahajati Sadan	07.09.16
C)	MCCI	Interactive Session with Shri M.T. Krishna Babu	MCCI	23.08.16
D)	FOSMI	Seminar on GST	Fosmi Office	23.08.16
E)	MCCI	Session "The Income Declaration Scheme	MCCI Office	04.08.16
F)	FICC I	Seminar on "Income Declaration Scheme and Gold Monetisation Scheme	Golden Park	29.07.16
G)	Indian Chamber	Seminar on " ICT Solution of Commerce for Digital and Smart West Bengal	ICC Auditorium	25.07.16
(H)	MCCI	Interactive Session with Shri Binod Kumar, Commissioner of Commercial Taxes, Govt. WB	MCCI	29.06.16
(I)	MCCI	Seminar on "Global Situation Impacting Local Business even without a Foreign Trade Connect"	MCCI	25.06.16
(J)	COMPASS	Rise & Shine Brings Smart Student Practical Workshop	Kala Mandir	15.05.16
(K)	CWBTA	Seminar on GST and Diwali Get-Together	Indian Chamber of Commerce	18.11.15

Goods and Services Tax (GST)

A lot of speculation was there in the country whether GST will be implemented or not.

If yes, When & How ?

Finally the Bill has been through in the Rajya and Lok Sabha with the final drafting and the date is yet to be announced.

As a proactive Association, a little bit of knowledge about GST was to be shared with the members regarding what was happening.

Various Seminars were organised by our affiliate associations wherein Block were booked specially for our members. Few major GST seminars wherein we participated were as follows:

a) CWBTA - Venue: Indian Chamber of Commerce, dated 18th November 2015 which was chaired by Commissioner of Commercial Taxes with his 21 team members comprising of Joint and Additional Commissioners.

b) FOSMI - Synopsis of GST at Academy of Fine Arts on 13th August 2016.

c) FOSMI - Interactive session on GST at FOSMI office on 7th September 2016.

d) LEGAL ADVICE: Compass has appointed a Legal Advisor, Mr. Rabin Majumdar, who is available every Tuesday at COMPASS office from 5 pm to 6.30 pm.

Compass Family Picnic:

The much awaited Compass Family Picnic was held on 24th January 2016 at IBIZA Resort and was attended by over 150 members along with their families.

Members enjoyed the day-long event with different activities like Segway, Cricket, Nail Art, Badminton, Swimming, Tattoo, Carrom, Sumo Wrestling, Boating, Kite flying and Hookah.

Members enjoyed Breakfast, Lunch and High Tea along with various all day street-food stalls including Puchka, Butter Toast & Sandwiches and were handed pictures of their candid moments at the event.

The day ended with members enjoying the DJ music on the Dance floor.



New Initiatives :



Few New initiatives were taken up by the Secretariat to improve the Back office Operations, Database of COMPASS and engagement with new members:

- a) Individual Member files were updated in the Back office for a proper record maintenance
- b) Our President wanted New Members to be familiarised with the Executive Members for which they were invited to the Executive meeting and were formally introduced & inducted and were handed over the Members' Kit which comprised of Welcome Letter, Certificate, Compass Badge, Members' Directory, IT Directory, etc.
- C) One of the major Initiatives taken this year was to organise Members' database for which software was developed recently with the help and guidance of our Executive Member, Mr. Ranjan Goenka and our Commercial Executive, Sital Datta Choudhuri who is on his toes to update the same at the earliest. This database, when updated will be helpful in identifying Members - Segments, Brands and their Business Activity.

International Activity :

This year as well Compass has worked with TAITRA, Taiwan World Trade Centre. We have facilitated B2B Meetings with our members and TAITRA to visit Taiwan Expo with Free Airfare support subject to fulfilment of eligibility criteria.

AIRTEL offer

Leading Telecom Company, Airtel approached us with a special tariff plan for Compass members which was lower than the existing one. We further negotiated the rates and the final plan was circulated among the members.