

# ANNUAL REPORT 2016-17



## A DIGITAL CONGREGATION

# ANNUAL REPORT 2016-17



## President's Message

Dear Members,

Festive greetings in advance to you and your family!

I am very grateful to all my association members and EC team members who have supported me whole heartedly since last two years. COMPASS has won the No.1 position and was awarded "Best Association Award of Eastern India" by NCN and CRN for 2017.

During my tenure, we celebrated the glorious and colorful Diwali Meet & Picnic under the chairmanship of Mr. P L Suhasaria and Co-Chairman Mr. Manish Lunia. Approximately 750 people were present in Diwali meet and approximately 300 people in the picnic, comprising of COMPASS members & their families, and Vendors & their families.

The greatest event of the year was "Logitech COMPASS Premier League 2017". I would like to thank Mr. Nikhil Deora, Chairman of this event for his extended support. Approximately 600 family members enjoyed this event to their fullest.

I would like to thank all the various committee heads, especially Mr. Asif Khan, Chairman-Legal, Statutory, Grievance Cell, along with Mr. J Jayanth, Chairman-COMPASS Ankur Training.

I also take this opportunity to thank Mr. Neeraj Agrawal, Hony. Secretary, for co-coordinating and executing every task smoothly throughout the year.

I extend my special gratitude to the association advisory board members - Mr. Vishnu Bhandari, Mr. Alok Garodia and Mr. K. L. Lalani for their valuable suggestions and support.

**Rajesh Saboo**  
**President, COMPASS**



## Secretary's Message

Dear Members,

Puja Greetings to you and your family!

Welcome to the 23rd Annual General Meet of COMPASS.

The current year was full of revolutionary changes in the country due to demonetization and introduction of GST. We saw many associations and apex bodies going on strikes, which was showcased in National Television and Newspapers, but COMPASS being a key contributor for IT development in Eastern India, we always followed a legal path & instead of going on strike we advised our members not to panic with GST implementation, we advised the OEM's to support dealers at time of crisis. Hence, it makes me proud to say that our association has done a groundbreaking and a remarkable job in educating and updating members about the latest development and changes in GST in way of mailers, seminars, GST Helpdesk etc. which no other IT association has done so far for their members.

Under the leadership and guidance of our President Mr. Rajesh Saboo, COMPASS has reached new height and was showered with many awards and recognition.

It has been 2 years since I have been handling the post of Hony. Secretary, which urges me to say that I have thoroughly enjoyed working in these 2 years and have learnt a lot from our seniors and fellow members. It has always been a great learning experience to be a part of such a vibrant and enthusiastic COMPASS family. I take this opportunity to express my gratitude to all the core members for making this year a success. Secondly, 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. Really your friendship and blessings have made me richer.

COMPASS has implemented remarkable initiatives this year and will continue to do the same in the forth coming years, 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.

Last but not the least, 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. Asif Khan



**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. K. L. Lalani



**Past President**  
Mr. V. K. Bhandari



**Past President**  
Mr. Alok Garodia

### Executive Committee Members



Mr. Amit Sharma



Mr. Dinesh Mohta



Mr. Hemant Chabria



Mr. Kishan Daga



Mr. Lilesh Khakhra



Mr. Manish Lunia



Mr. N. Dhanuka



Mr. P. L. Suhasaria



Mr. Pradeep Biyani



Mr. Rahul Sarda



Mr. Ranjan Goenka



Mr. Shiv Kr. Mohta



Mr. Sushil Poddar



Mr. Vinay Kr. Dugar





## Special Invitees - Members



Mr. Ashish Bagla



Mr. G. Jayanth



Mr. Gaurav Goel



Mr. Manoj Jain



Mr. Nikhil Deora



Mr. Pankaj Kedia



Mr. Rajendra Bachhawat



Mr. Rajendra Seksaria



Mr. Satish Tosniwal



Mr. Umang Lalani

## COMPASS Office Bearers

Name	Designation	Company's Name	Mobile No.
Rajesh Saboo	President	Saboo Computers Pvt. Ltd.	9830030178
Asif Khan	Vice President	Technocrat Infotech Pvt. Ltd.	9831060916
Neeraj Agrawal	Hony. Secretary	Nimbus Computer Pvt. Ltd.	9830055055
Jitendra Kr. Bothra	Treasurer	Planet Computer	9830042391
Pranay Agarwal	Jt. Secretary	Alfa Tech	9830045322

## COMPASS Ex-Officio Members

Name	Designation	Company's Name	Mobile No.
Pawan Jajodia	Imm. Past President	Mohit Electronics	9831014294
Prakash Ch. Agarwal	Imm. Past Secretary	Comp-Tech Sales & Services	9831088349

## COMPASS Advisory Board

Name	Designation	Company's Name	Mobile No.
K. L. Lalani	Past President	Lalani Infotech Ltd.	9830039501
V. K. Bhandari	Past President	Supertron Electronics Pvt. Ltd.	9831004462
Alok Garodia	Past President	Jupiter International Ltd.	9830040000

## COMPASS Executive Committee

Name	Company's Name	Mobile No.
Amit Sharma	Dynavision Corporation	9830022991
Dinesh Mohta	Best IT World (India) Pvt. Ltd.	9830113980
Hemant Chabria	Chabria Infotech Pvt. Ltd.	9830022890
Kishan Daga	Marc Infotech Pvt. Ltd.	9836387770
Lilesh Khakhra	Crown Trading Co.	9830049549
Manish Lunia	Shree Infotech	9831155806
N. Dhanuka	Odyssey Computers Services Pvt. Ltd.	9830031170
P.L.Suhasaria	Caltron	9830059313
Pradeep Biyani	Suntronic Systems	9831028443
Rahul Sarda	Rahul Industrial Enterprises Pvt. Ltd.	9830064573
Ranjan Goenka	PDS Infotech Pvt. Ltd.	9830086326
Shiv Kr. Mohta	SIPL Systems & Services Pvt. Ltd.	9831029129
Sushil Poddar	Berlia Compu System	9830059006
Vinay Kr. Dugar	Supreme Technologies Pvt. Ltd.	9831004813



## Special Invitees

Name	Company's Name	Mobile No.
Ashish Bagla	Shakambaree Technologies Pvt. Ltd.	9830084221
G. Jayanth	Microcom	9837012281
Gaurav Goel	Eastern Logica Infoway Ltd.	9831038911
Manoj Jain	Ishika Technologies Pvt. Ltd.	9830068765
Nikhil Deora	Rashi Peripherals Pvt. Ltd.	9830645100
Pankaj Kedia	Alco Infotech Pvt. Ltd.	9831031456
Rajendra Bachhawat	Arihant Mercantiles	9831017751
Rajendra Seksaria	Balaji Solutions Pvt. Ltd.	9831046672
Satish Toshniwal	M B T Infovision	9831355303
Umang Lalani	Lalani Infotech Ltd.	9836422757

## Chairman of Various Committees

Chairman's	Name	Company's Name	Mobile No.
Public & Media Relation	Rajesh Saboo	Saboo Computers Pvt. Ltd.	9830030178
Public & Media Relation	Neeraj Agrawal	Nimbus Computer Pvt. Ltd.	9830055055
East 100 / New Office	Pradeep Biyani	Suntronic Systems	9831028443
Grievance Cell / Legal	Asif Khan	Technocrat Infotech Pvt. Ltd.	9831060916
Anti Piracy Drive	Rajesh Saboo	Saboo Computers Pvt. Ltd.	9830030178
Website	Dinesh Mohta	Best IT World (India) Pvt. Ltd.	9830113980
Digital Media Training	Hemant Chabria	Chabria Infotech Pvt. Ltd	9830022890
Members Relationship	Manish Lunia	Shree Infotech	9831155806
Fellowship	P. L. Suhasaria	Caltron	9830059313
DMS (Data Management System)	Ranjan Goenka	PDS Infotech Pvt. Ltd	9830086326
Exhibition	Pawan Jajodia	Mohit Electronics	9831014294
Seminar / Statutory	Shiv Kr. Mohta	SIPL Systems & Services Pvt. Ltd.	9831029129
IT Directory & New Member	Sushil Poddar	Berlia Compu System	9830059006
Vendor Management	Vinay Kr. Dugar	Supreme Technologies Pvt. Ltd.	9831004813
Sports	Nikhil Deora	Rashi Peripherals Pvt. Ltd	9830645100
COMPASS Ankur & CSR Activity	G. Jayanth	Microcom	9831012281

## Executive Committee Meetings

The following 8 Executive Committee Meetings were held during 2016 -17:					
Sl.	Date	Venue	Sl.	Date	Venue
1	22nd Oct' 2016	COMPASS office	5	24th May' 2017	Caltron office
2	07th Dec' 2016	Rashi Peripherals office	6	28th June' 2017	Lalani Infotech Office
3	21st Jan' 2017	Caltron office	7	28th July' 2017	Caltron office
4	23rd Feb' 2017	Rashi Peripherals office	8	22nd Aug' 2017	Park Hotel

## Attendance at the Executive Committee Meeting :

Name	Total	Name	Total
Rajesh Saboo	7	Kishan Daga	3
Asif Khan	7	Lilesh Khakra	0
Neeraj Agrawal	7	Manish Lunia	7
Jitendra Kr. Bothra	3	N. Dhanuka	2
Pranay Agarwal	7	P. L. Suhasaria	6
Pawan Jajodia	7	Pradeep Biyani	4
Prakash Ch. Agarwal	5	Rahul Sarda	4
Amit Sharma	3	Ranjan Goenka	5
Dinesh Mohta	5	Shiv Kr. Mohta	6
Hemant Chabria	5	Sushil Poddar	3
Vinay Kr. Dugar	1		





## SECRETARY'S REPORT

### DIWALI CARNIVAL

**Mr. P. L. Suhasaria | Chairman**

Held at Hotel Pride, on 6th November, 2016 at Rajarhat amid great fan fare with a record attendance of more than 600 families of COMPASS Members, OEM's & National Distributors.

Sponsored by M/s, Supertron Electronics Pvt. Ltd, the stage was set with a special acoustic musical player from Central India and was then taken over by the No.1 RJ of India Praveen Sethia of Red FM fame who entertained one and all with his wits and jokes.

The children enjoyed the games and also the special Magic show along with the Fashion show especially for the young ones.

The games organized by Rohit Singh, Manjesh Sharma, Vineet Kala and Chetan Seksaria was thoroughly enjoyed by the Members and their families. The excitement soared when the Lucky draw winners got special Silver Handcrafted gifts.

The Dinner included Rajasthani Delicacies which was enjoyed by one and all.



## SECRETARY'S REPORT

### CRICKET

**Mr. Nikhil Deora | Chairman**

With the amount of success & support we received last year February 2016, we have continued the journey of Logitech COMPASS Premier league with great enthusiasm & energy in February 2017 as well.

The Event was organized at IB Park Ground, Salt Lake on 4th & 5th February 2017, with Logitech being main Sponsor, CP Plus as Prize Partners, Gigabyte as Champion Sponsor & Rashi Peripherals Pvt. Ltd. as CSR partner.

This year 8 teams participated in the event:

<b>Acer Predators</b>	<b>Balaji Blasters</b>
<b>Dell Challengers</b>	<b>Epson Tornado</b>
<b>HP Super Giants</b>	<b>Lenovo Leaders</b>
<b>Supertron Lions</b>	<b>Team COMPASS</b>

In a nail-biting finish Acer Predators held their nerves & came out as a Winner against Epson Tornado in the Finals of Logitech COMPASS Premier League 2017.

Total attendance recorded combining both the days was around 2000 plus .

Breakfast & Lunch was arranged on both the days for participants, Members and Guests .

Kids corner was arranged on 5th February 2017 where hundreds of kids enjoyed games & freebies from our participating sponsors Rashi Peripherals / Alfatech / AOC / Digisol .

This year the glitter of the event was the CSR activity that was organized on 5th Feb, where we called upon more than 70 under privilege children's from orphanage and organized Lunch for them along with a small token of gift. All children appreciated our efforts & we could see them cheering for the playing teams during their visit.

I would like to thank each & every COMPASS member, sponsors and friends who came forward & supported in making the event a grand success.







## SECRETARY'S REPORT

### COMPASS FAMILY PICNIC

**Mr. P. L. Suhasaria | Chairman**  
**Mr. Manish Lunia | Co-Chairman**

The Annual Picnic held on 29th January, 2017 at Sungrace Lagoon (Singhi Gardens) sponsored by PC Island was a grand success with more than 300 plus families attending the Outdoor event. Games for Elders kept them busy while the children enjoyed the Horse Rides, Badminton, Merry-Go-Round, Volley Ball and others.

Special Delicacies were served throughout the day with the highlight being a 100 variety Churan-Supari Counter.

Buses were arranged for the members to reach the Picnic Spot. A special seminar was held on Sound Therapy.

All the family members parted with fond memories of bonding and togetherness.



### WEBSITE - COMPASS

**Mr. Dinesh Mohta | Chairman**

I would like to thank our President, Mr. Rajesh Saboo, Hony. Secretary, Mr. Neeraj Agrawal & Executive Committee for giving the responsibility of revamping the website of COMPASS. I would also like to thank our Sub-Committee members Mr. Ranjan Goenka & Mr. Ashish Bagla for giving their valuable time and efforts to make this happen.

In line with the changing dynamics in the internet space, COMPASS has revamped its website and was launched on 22nd August 2017 during the 8th Executive Committee meeting at The Park in presence of Founder Members, Past Presidents & Secretaries.

It is compatible to most of the popular browsers across any digital device namely Computers, Tablet, PCs & Mobile Devices & is powered by WordPress which provides facility for simplified content management. Adequate flexibility is in place to add new sections. Few dedicated sections on GST, Service Centers, Information on New Launches, Sharing of EOL Stocks of Members etc. have been included. Some of these sections are under construction and will be activated soon.



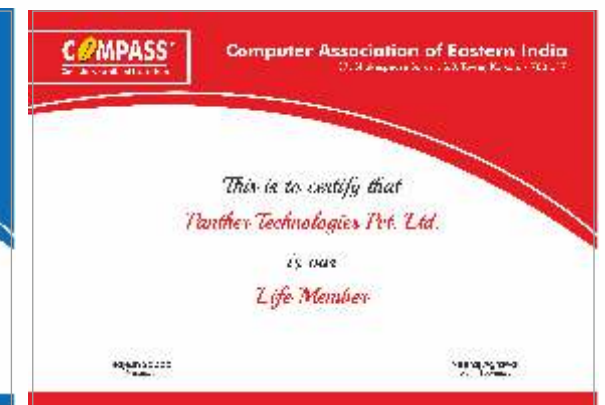
## SECRETARY'S REPORT

### MEMBERSHIP DRIVE

**Mr. Sushil Poddar | Chairman**

This year we have added 37 Life members which is one of the highest additions in a year.

3 Annual Members were also added with the total Strength of 406 members in COMPASS Family.



### GRIEVANCE CELL / LEGAL

**Mr. Asif Khan | Chairman**

Sl No.	Case		Issue		Remarks
1	EIPR-(HP)	vs	Sai Computer	Premises was raided mistakenly and with Intervention Rs. 7 lakh compensation was paid	Closed
2	Technopolis	vs	Cyber Works	Manpower Issue settled	Closed
3	Venktron	vs	Vijay Enterprise	4 + years old pending payment issue settled	Closed
4	Shree Shyam Electronics	vs	Techsecure Technology	Payment issue settled	Closed
5	SIPL	vs	Dell / Iris	Warranty issue resolved	Closed
6	Om Electronics	vs	Sarda and Sons	Payment issue is pending. Not getting co-operation from Om Electronics	Pending
7	Nimbus	vs	Redington India Limited	Claim of STK settled	Closed
8	Lalani	vs	Redington India Limited./ Optoma Corporation	Claim Settled	Closed
9	TrendMicro/IMIL	vs	Technocrat	Initially Trend Micro was not responding and with Intervention of IMIL ,Trend Micro has agreed for a meeting	Pending





## SECRETARY'S REPORT

### ANTI PIRACY DRIVE

**Mr. Rajesh Saboo | Chairman**

At COMPASS we are strictly against Piracy and we Promote genuine Software to be sold by our members so that it is beneficial for both seller and consumer. In this line we maintain close relations with Software vendor specially Microsoft so that hygiene is maintained in the market.

use  
genuine  
software

We have sent mailers and educated members for using and selling Genuine Products which in turn, Members are protecting their customer, their business and are establishing a reputation of Selling the highest quality Product.

### COMPASS ANKUR & CSR ACTIVITIES

**Mr. G. Jayanth | Chairman**



Our emphasis this year is to improve the student strength at COMPASS Ankur Computer Training Center and incorporate systems in our training to help in quality and employability of the students.

We have contacted some educational institutes around Ankur and took their opinion about our existing Curriculum and changes they wanted us to incorporate.

We are happy to inform that we have trained around 120 students in the year 2016-17 and identified students who require additional help and arranged special classes.

We have developed software for evaluation of student's through Multi Choice Questionnaire on each topic of our course modules. The questions are selected keeping in mind of their preparations for Government jobs.

The spoken English classes are conducted regularly by Mrs. Debika Bhattacharya and these classes have become popular.

We have also introduced mock interview, motivation and personality development sessions for enhancing the employability of the students.

We have also started one day training sessions for imparting training to junior and middle level executives of small and medium companies. We have conducted training sessions on GST, Google applications.

We are also planning to start training programs related to Sales, Accounts, Front office and Back office operations which will benefit our members.

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 and students strength.



## SECRETARY'S REPORT



Computer Association of Eastern India

### SEMINAR / STATUTORY

**Mr. Shiv Kr. Mohta | Chairman**

COMPASS is actively involved in organizing Seminars, Conferences and Workshops along with its Partner Member Associations i.e. CWBTA, MCC, CII, CCC for the benefit of its members. With lots of Statutory changes in the country, members were regularly communicated on statutory circulars and updates.



### DATA MANAGEMENT SYSTEM

**Mr. Ranjan Goenka | Chairman**

The association has developed a web-based application for online management and maintenance of Member's data. Apart from generic directory listing information, the platform includes other relevant information as provided in the Membership Application Form. An effort has also been made to index the products and services associated with members. Once data is in place, it will help in finding out member companies dealing in a particular product / service. The Member's Directory on the website is powered by this application.

### MEMBERS RELATIONSHIP

**Mr. Manish Lunia | Chairman**



Our Young Chairman never forgets to acknowledge Members on their Birthday and Anniversary.

Customised colorful birthday Card were sent to members on their birthday, along with a Flower Boquet. These greeting cards were sponsored by Austin Plywood.

### PUBLIC & MEDIA RELATIONS

**Mr. Rajesh Saboo & Mr. Neeraj Agrawal | Chairman**



COMPASS has worked very closely with the entire Media Fraternity and almost all our major activities were covered by the Leading IT magazines.

- NCN awarded us with the Best Association of Eastern India, though we couldn't make it to their Awards Ceremony in Delhi but they were kind enough to fly down to Kolkata and hand over the Award to us.
- CRN invited us for their Awards Night at Mumbai and COMPASS was recognized and honored with "Best Association of Eastern India" Award.





## ACTIVITIES @ GST - AT A GLANCE

COMPASS has always tried to help members updating their knowledge for any new statutory compliance levied by the Government. In relation to GST your association has played a pivotal role and would like to share with you the following activities which we have done.

1. Our members have participated in 12 seminars organized by different parent associations on GST.
2. We were in continuous touch with the State Government Officials for getting regular updates.
3. We have send advisory mail to all COMPASS members.
4. We have send advisory to all OEM's for protecting IT Channel Interest.
5. CWBTA had organized an informal meeting with the Members of GST council, President & Secretary of various associations and we had raised our concern related to IT industry.
6. We have done GST Seminar on 5th June 2017 at The Park hotel , just after the very important meeting on 4th June by GST Council. This was attended by 300+ members with their Sr. Accountant, wherein keynote speaker was Mr. T. B. Chatterjee and Chief Guest was Mr. Khalid Aizaz Anwar - Sr. Jt. Commissioner and member of GST Council. This meet was very fruitful and effective and was appreciated by the attendees.
7. In the first 2 weeks of June 2017 we were fully focused on giving letters, mails and representation to Government for making GST Tax rate uniform for all IT products @ 18%.
  - a. We have sent letters to the Hon. Finance Minister, GST Council (10 letters) for making the rate uniform.
  - b. We have mailed to the Finance Ministry, GST Council and others for making the rate uniform.
  - c. Through CWBTA we have given representation in Nabanna and have given memorandum from COMPASS side.
  - d. We have represented with FAITA in giving Memorandum to IT Minister Shri Ravi Shankar Prasad in Delhi .
  - e. Our parent association FAITA has represented and given Memorandum to Mr. Vinod Kumar (Co-Convener GST Council) in Bangalore .



## ACTIVITIES @ GST - AT A GLANCE



8. We have deputed our EC member Mr. Shiv Mohta for getting trained in Capacity Building Program of Commercial Tax Dept., so that our members can contact him for any help.
9. We have sent advisory to members which we had received from CIITA and the same has been send to all OEM's in June 2017 for protection of Channel Interest especially related to existing stock and MRP issue.
10. Our parent association FAITA had sent an advisory related to all the OEM's for protection of IT Channel interest especially loss on existing stock.
11. Our delegation along with CWBTA had met Finance Minister Shri Amit Mitra requesting him for making uniform rate for all IT Products.
12. Several emails were sent to members updating about new informative inputs on GST i.e. MRP rules, process for filling up of forms etc regularly.
13. We have appointed a GST consultant and have started weekly GST Helpdesk, wherein day to day queries of the members can be resolved. We have circulated at Helpdesk a list of tentative HSN codes of IT Products. We have also conducted training on Filling of GSTR-3B / GSTR-1 / TRAN-1 Return Forms. COMPASS acknowledges and thank CA Shweta Bagaria Sarawgee of M/s. Bharat D Sarawgee & Co., Chartered Accountants for conducting the GST helpdesk. We also thank Mr. K. L. Lalani for providing us Lalani Infotech Conference room for GST Helpdesk.
14. We were one of the sponsors of "GST- Road Ahead" held in Kalamandir on 31st August 2017 wherein Chief Commissioner and many Senior Government Officials of Commercial Tax Department were speakers and the Seminar was presided over by Chief Guest Hon'ble Finance Minister Dr. Amit Mitra and the icing on the cake was our Hon'ble Chief Minister Ms. Mamta Banerjee who gave keynote speech through Mobile and addressed the gathering and assured full support to the Trading Community as a whole.
15. GST Master Classes CD conducted by Dr. Hasmukh Adhia was given on request to members and the same has been uploaded in our website.

Since GST is not static and is dynamic in nature there will be lot of changes in tax rate, return filing process etc. , so we request you to follow [www.cbec.gov.in](http://www.cbec.gov.in) & [www.gstcouncil.gov.in](http://www.gstcouncil.gov.in) or other related sites regularly.





## MOBILE PLAN

We have negotiated with Airtel and Vodafone with special Corporate tariff plans which has been circulated among members.

We have done a Reliance Jio Camp to enable our members to get free SIM Cards when the whole nation was in Long Queue outside Reliance Stores.



## LEGAL ADVICE

COMPASS has appointed a Legal Advisor Mr. Rabin Majumdar, who is available every Tuesday at COMPASS office from 5pm to 6.30 pm.

## FROM THE DESK OF OUR PAST PRESIDENTS & SECRETARIES



**K. L. Lalani** - Past President

Team work of COMPASS Executive Committee is highly appreciable. It paved the way to scale the height of best IT association of India awarded by CRN. This committee invented strong additional source of survival to raise the fund through "Cricket" in lieu of slowly dying exhibition source. All credit goes to Mr. Saboo, Mr. Neeraj & team. Asif Khan is new discovery of COMPASS. J. K. Bothra proved to be new Ganesha of COMPASS.

**V. K. Bhandari** - Past President

Mr. Saboo with his leadership quality has build up a good team to organise many social and professional activities during last 2 years such as Picnic, Cricket matches, Diwali Meet and GST Seminars successfully. He has used his excellent team work and personal rapport with all the COMPASS members, and motivated them to participate in all the activities of COMPASS. I congratulate him and his entire team for the wonderful work they have done."



## FROM THE DESK OF OUR PAST PRESIDENTS & SECRETARIES



**M.K. Shah** - Past President

The most important parameter to measure success of any trade association is :

- Maintain an environment of trust, friendship, cordial relationship between members
- Taking up the issues of common interest of members to appropriate authorities
- Spreading awareness amongst members about new legislations and challenges
- To strengthen the association financially as well as with increased membership

I am happy that last two years of able leadership of Sri Rajesh Saboo has been able to deliver fully against all parameters and strengthen the association to a greater height with the support of all able executive members

**Arun Kr. Jalan** - Past President

The entire COMPASS Committee has done a wonderful job under the leadership of President Mr. Rajesh Saboo and Secretary Mr. Neeraj Agarwal. Each and every member of the committee has executed their responsibility to the core. I wish the entire committee thumbs up. Keep it up guys.



**N. Dhanuka** - Past President

Just two words " Well done " ; Keep it up !!! Most of the events were well organized and well attended. COMPASS played a vital role in implementation of GST amongst its members.

**Pawan Jajodia** - Past President

The current tenure of Office bearers was an example of true leadership.

President Saboo Ji and Secretary Neeraj Ji always thought about all the members at par. The Committee organised a very informative seminar on GST which was certainly beneficial to all the members. They also appointed a GST consultant for COMPASS members to answer their queries. It was a period of overall growth of COMPASS.





## FROM THE DESK OF OUR PAST PRESIDENTS & SECRETARIES



**Alok Garodia** - Past President

Did all the good you can, By all the means that you can, In the ways that you can, In all the places you can, At all the times that you can, To all the people you can.

**B. Hari** - Past President

The current COMPASS team under the leadership of Sri Rajesh Saboo has reinforced and energised the core values of the Association and has planted the seeds for a #NEWINDIA platform for the young generation of COMPASS family to come forward and play a crucial role in the development of the industry and contribute to building a stronger India. I congratulate the entire executive committee members for their selfless service and thank all the members of COMPASS and all our partners in the eco system for their continued support



**Pradeep Biyani** - Past President

It was a Year of Change as we migrated from VAT to GST. I appreciate the efforts taken by Our President and his team, especially Neeraj for taking all the care so that migration hassel can be minimized.

All The EC members had been doing their best for the responsibility they chair.

I wish the current President would have continued for one more term.

All the Best for the new incoming President and his Team.

**G. Jayanth** - Past Secretary

Mr. Rajesh Saboo has exhibited good leadership qualities as President of COMPASS and he has built good team spirit among the executive committee members. I appreciate good work done by him and the committee members during last two years.



## FROM THE DESK OF OUR PAST PRESIDENTS & SECRETARIES



**Rajiv K Poddar** - Past Secretary

Great Job done by Mr Rajesh Saboo and Team COMPASS!

In fact when the market is so competitive, even no Exhibition for 2 years, keeping all folk in high spirit was a big challenge. Cricket match was a new innovation. Thanks again.

Hope the New President will take the COMPASS baton far ahead .

**Gopal Pansari** - Past Secretary

Words will be less for whatever I might say for Mr. Rajesh Saboo.

He is not just a great personality, he is a true leader. His intrinsic leadership qualities makes him such an impressive personality in all our lives at COMPASS. I would like to express that Mr. President, Secretary and the entire office bearer of COMPASS are really doing a fantastic job and setting examples for other associations across the country. Kudos and three cheers to the entire committee for their outstanding work!



**Prakash Agarwal** - Past Secretary

The teamwork shown by the entire Executive Committee was really worth praising. This also reflects on the great leadership quality of taking the entire team together by the office bearers. All the events were very well organised. I congratulate the team for the successful tenure.

**Sanjay Chaudhary** - Past Secretary

2016-17 was an eventful year for COMPASS. Led from the front by Mr. Rajesh Saboo, President COMPASS, multiple GST seminars organised and periodic dissemination of related information helped members, getting onboard GST system, immensely. Social activities like Annual Picnic, Cricket Tournament etc. resulted in enhanced bonding between members, organisation staff as well as member families.







## INDUSTRY FEEDBACK ABOUT COMPASS



*I know "COMPASS" for more than two decades; India's most organized & structured Computer Association. COMPASS brought all channel partners and vendors under one roof. Members of COMPASS's effort towards bringing business ethics & hygiene are indeed commendable. COMPASS is also engaged in serving the poor under-privileged pupil in our society. Please accept my appreciation for the excellent job and I extend my best wishes to COMPASS for success in all its endeavors.*

**PARTHA GHOSH**  
**Logitech Electronic India Pvt. Ltd.**  
Regional Manager - East India  
Country Manager - Bangladesh & Bhutan

*Most Organized IT association ever I have seen  
All the best for your contribution*

**ASIM KUMAR BASU**  
**Western Digital**  
Sr Manager Sales  
East India & South Asia



*Work gets stressful. We can all attest to that. But it's the attitude you approach your work with that determines whether or not your engagement level is on the friz.*

*I want to take this opportunity to congratulate you each one of you for your efforts.*

*Keep up the good work.*

**RITESH KUMAR**  
**Asus India Private Limited**  
Branch Head – System Business Group  
Jharkhand/Odisha/Bihar

*COMPASS has been the most instrumental association who has worked towards the growth and stability of the trade. We, at HP, has always recognized COMPASS as the most dynamic body who has always worked in favor of the industry. We wish all the best for COMPASS, long live COMPASS.*

**AMIT MUKHOPADHYAY**  
**Hewlett Packard Enterprise India Pvt. Ltd.**  
Zonal Manager



## INDUSTRY FEEDBACK ABOUT COMPASS



*For vendors / OEM's like us COMPASS has come a long way since its inception. The organization is working tirelessly for the well being of the IT partner fraternity & acts like a bridge between partner community & vendors. The organization being professional & impartial in its approach tries to give best possible advice/solution on grievances of partners as well as the concerns of OEM's also.*

*Keep up the good work team COMPASS & all the very best for your future endeavors.*

**SAURABH SENGUPTA**  
**Quick Heal Technologies**  
Associate General Manager (East)

*Most active and passionate association, always keen to do better and take new initiatives for the IT fraternity.*

**KOUSHIK GHOSE**  
**Microsoft Corporation (India) Pvt. Ltd.**  
RSM (North and East India) - OEM Distributor and Resellers Channel



*COMPASS is clear No.1 IT association across India in terms of its vision, transparency and commitment towards creating harmony among vendors & IT dealers*

*I feel COMPASS is the only association with organized structure and capable team members who are consistently striving to protect business interest of IT dealers*

*Wish you all the best for FY'17-18!!!*

**PAWAN K BHAN**  
**Epson India Pvt. Ltd.**  
Zonal Head East

*Ingram Micro appreciates and applauds the efforts of COMPASS in building & nurturing the channel community by creating knowledge sharing platforms and regular communication to all its members.*

**ALOK SAXENA**  
**Ingram Micro India Pvt Limited**  
DGM Sales







## INDUSTRY FEEDBACK ABOUT COMPASS



*Team Canon would like to congratulate COMPASS for their proactive efforts in establishing a conducive business atmosphere for sustainable growth & stability in the IT hardware business in East.*

*Team COMPASS has fostered a strong collaborative culture of harmonizing the ambitions of market along with OEM vendors, thereby, creating a healthy business ecosystem for ensuring customer delight.*

*We look forward for a more meaningful role of COMPASS for the future for the growth of IT business, augmented by the digitalization of the economy and related Tax reform initiatives of the Govt.*

**UDAYAN BANERJEE**

**Canon India Pvt Ltd.**

Regional Manager- East

*COMPASS as an IT Association is doing a good work in aggressively building a positive image of IT Industry by creating awareness in general through their various activity in and around Kolkata. Their strong presence gives lot of confidence to Channel Partners for facing the various challenges in the IT Industry. Continue the good work and hope to play a much more pro-active role in engaging activities & exhibitions for boosting the business & more focus on Up – Country market place.*

**RAHUL MISHRA**

**Acer India Pvt. Ltd.**

Regional Sales Manager- Consumer



*My best wishes to all COMPASS members on this festive season & congratulation to all members for the wonderful work they are doing for the entire IT fraternity, we also appreciate the social services of COMPASS on Computer awareness.*

**DEBABRATA DAS**

**Redington India Ltd.**

Deputy General Manager

## FROM THE DESK OF JT. SECRETARY

### Anytime Is a Reality.....



The growth of Indian Economy is now based on Information Technology. It is the backbone of our daily lives.

What we once thought as mere data entry and management has transpired to be an important ingredient of our life. Be it in Work, Leisure, Travel, Health, Education and Spirituality, we have a dependency on Technology in everything we do.

When I was young, my idea was that computers will help us in performing difficult calculations. As it turned out, I was wrong, what really changed my life were much smaller things.

Today, it is hard to imagine that a 'cut and paste' requires a pair of scissors and glue. I wonder how on earth accounting worked at all.

Another important aspect is personal communication. I am sure we don't even remember the last mail that we wrote on a piece of paper and sent it through the postal service. With Skype, WhatsApp and other options available, communicating with anyone, anywhere, anytime is a reality.

Technology has become our best friend both at work and home. The online calendars help to coordinate everyone's schedules and can be accessed by everyone across different devices. The cell phones allow families to communicate through text messages and phone calls, and even prepare grocery lists.

Busy parents are able to pay bills and do bank transactions online. You can conveniently pay the electric bill at 11:30 at night while watching your favourite show Kaun Banega Crorepati.

Doctors are now using Skype and other messaging services to chat with patients and the latter can save them a trip to the Hospital. The list on how Technology has touched our lives will go on and on...

The trust on Technology in this world is increasing exponentially as it not only keeps us connected, but gives us a new vision of Growth. There is neither any expiry date nor any pause button, the growth is at our fingertips and we can use it for Universal Growth.

It truly seems that Duniya Apni Mutthi Main..... Anytime and Anything is a Reality ...

With Regards

**Pranay Agarwal**

**Jt. Secretary, COMPASS**



## Computer Association of Eastern India

37, Shakespeare Sarani, S.B. Tower, 1st Floor, Kolkata - 700 017

Tel: 033 2281 3609/3610, Fax: 033 2281 3609

E-mail: [info@compassindia.com](mailto:info@compassindia.com)

Web: [www.compassindia.com](http://www.compassindia.com)

CIN: U30007WB1994NPL063186