

Get the legal edge

“With the economic downturn and global credit crisis, organizations are focusing on how to get more value from existing contracts while postponing new ones. Contract management comes into play to enable organizations consolidate their demands and suppliers to regulate their offerings in the best possible manner in today’s scenario”.

News resource

Business & Legal Contracts Excellence

Managing & developing rigorous contract strategy with sound skills to maximize profits

Date: 20th & 21st September, 2009

Mumbai

GRIPeI

"With Bulk of business today conducted under negotiated agreements, effective contract management is essential"

The Daily Digest

Book & Pay

Book before 3rd October 2009, Pay only INR 14950

Book before 24th October 2009, Pay only INR 16950

Book after 24th October 2009, Pay full price INR 18950

Key Benefits of attending this event:

Imparting knowledge in legal contract formulation and commercial contracts while maximizing contract compliances

Examining the principles, practices and issues in executing commercial contracts in major industries

Discovering remedies available in the event of breach of contracts and disputes

Highlighting international dispute resolution from top arbitrators while providing overview of contract performance

Deriving methods in protecting Intellectual Property Rights (IRP) while focusing on proactive strategies

Formulating effective strategies in incorporating Alternative Dispute Resolution (ADR) into commercial contracts

Gauging knowledge in effective contract drafting and disputes arising from contracts

Specifying needs in controlling liability through contracts while stressing on indemnities

GRIPeI

Featuring case study & expert presentation by:

Rajarshi Chakrabarti, Resident Partner
Kochhar & Co

One of the leading and largest corporate law Firms in India

Tariq Akbar, Chief Executive Officer
Legal Ease Solutions LLC

LegalEase Solutions is a Michigan-based legal outsourcing company

Dr. Sreenivasulu N.S, Associate Professor of Law & Head,
School of Economic and Business Laws,
National University of Juridical Sciences

Ph.D on Intellectual Property and Biotechnology Law with reference to the legal systems of United States, European Union and India. Author of 3 books on IPR

Ankur Srivastava, Head - Legal & Company Secretary
RPG Life Sciences Ltd.

Manufacturing and marketing of bulk drugs & formulations domestically & internationally

Sumant Nayak, Head Legal
Delhi International Airport Pvt Ltd. (GMR Group)

GMR Group is a Bangalore headquartered global infrastructure major with interests in Agri-business Airports, Energy, Highways and Urban Infrastructure (including SEZ).

Bikram Yadav, Executive Vice President Legal
Religare Securities Ltd

RSL is a leading equity and securities firm in India. The company currently handles sizeable volumes traded on NSE and in the realm of online trading and investments.

Rajiv Choubey, Head Legal & Company Secretary
Sterlite Industries India Limited (Vedanta Group)

India largest non ferrous metal & mining company

Prof Arup Kumar Poddar, Professor of Contract Law
National University of Juridical Sciences

Expert in contract law

Karnika Seth, Managing Partner
Seth Associates

One of the Leading law firm in India & Author of the book in are of cyber law

we thank

GRIPeI would like to thank everyone who has helped with the research and organisation of this event, particularly the speakers and their staff for their support and commitment.

Why you cannot miss this event

Business & Legal Contracts Excellence is always a priority as contracts are the cornerstone of all businesses and having quick and easy access to legal contractual information is imperative in allowing organizations to measure their risk moving forward.

With the global economy plummeting into recession, an increasing number of contracts are being delayed or cancelled and everyone is under pressure to manage contracts. Organizations are focusing on how to get more value from existing contracts while postponing new ones. Contract management comes into play to enable organizations consolidate their demands and suppliers to regulate their offerings in the best possible manner in today's scenario.

Who Should Attend

From these target audience from legal & non legal functions

Commercial Heads	Corporate Legal Counsel
SCM Heads	Chief Counsel
Marketing	Group Head of Legal
Business Supports	Head of Legal
Risk management	Chief Legal Advisors
Finance Heads	Company Secretaries
Contract management	Chief Compliance Officers
Project Heads	Senior Legal Practitioners
Procurement	Legal Consultants
Sourcing	Lawyers

From the following industries:

Manufacturing / Engineering
Telecommunication
Real estate / Construction / Project Management
IT/BPO/ ITES
Pharma / Biotechnology / Contract Research
Oil & Gas
Fast Moving Consumer Goods (FMCG)
Food & Beverage
Legal & Law Firms
Media
BFSI / Insurance
Government and Professional services
And many more

Our Programs

We have done events on following topics

Corporate Mergers, JV & Acquisitions
Corporate Governance
Enterprise Risk Management
Sustainable Cost Management
Rural Marketing Excellence
Advance Selling Strategies
Strategic Brand Building (2 Annual's)
Customer Relationship Management (4 Annual's)
Effective Negotiations Skills
Advance Product Development Strategies
Managing Sales Force (4 Annual's)
Advance Leadership Skills Using Emotional Intelligence
High Impact Business Presentations
Managing HR Practices

Our Clients

Aditya Birla Group, Aircel, Atlascopco, Abott, Asian Paints, Alembic, Aventis, Annu Labs, ACG, Bayer, Bajaj, Birla Sunlife General Insurance, Crompton Greaves, Cholamandalam MS General Insurance, Claris Life Science, CMC, Colgate, Cipla, Cadila, Deepak Fertilizers, Dalmia Cements, Eureka Forbes, Everest, E Merck, Family Credit, Grasim Industries, Godrej & Boyce, Glaxo, Glenmark, Hindustan Latex Limited, Honeywell, Hearty Mart, Idea, Impetus Infotech, ICICI Bank, ICI, ITC, JK Lakshmi Cement, JWT, JL Morrison, Kirloskar Oil Engines, Kores, Krishi Gram Vikas Kendra, Lakme, Lupin, MIRC – Onida, Mahindra & Mahindra, Marico, Mcdowel, Mukund, Novartis, Nerolac, Nicholas, Network, Oracle, Orient Cement, Pride Hotel, Perfettie Van Miller, Paymate, Piaggio Vehicles, Pfizer, Philips, Religare, Reliance, Ranbaxy, RPG Life Science, Rallis, Shipping corporation of India, SBI, Shangrila Foods, Titan, Tata International, TAFE, Tata Motors, TCS, Torrent, Usha International, Voltas, Vodafone ,Wanbury, Zenith & many more...

testimonials

"First of all congratulations on pulling off an event of this magnitude; and that too with a novel and innovative concept. You have chosen a concept that is quite interesting but at the same time quite challenging simply because of the lack of any baseline idea about what rural markets mean. You have managed the event quite well. I would have loved to stay on for the second day but for my business commitments. In fact I regret not having been there for the complete session. Personally and business wise, I had enough to learn from the conference and needless to say it was great to network with like minded people. Thanks for providing such an excellent platform! It was a marvelous job indeed. And your hospitality has been quite overwhelming."

eGram IT Services

"Good Event"

ICICI Bank

"Variety of experiences, practical cases & academics added value to the event"

TAFE (Tractors & Farm Equipment Limited)

"I liked the interactive session of two days with a delegate from diversified field"

Deepak Fertilizers & Petrochemical Ltd

"It's a great forum for networking as well as sharing your best practices"

MIRC Electronics (ONIDA)

"Over all a good experience"

Tata Motors

"Speakers were good"

Usha International

"Excellently conducted the programme"

Orient Cement

"The content & speakers are quite rich in their field"

Deepak Fertilizers & Petrochemical Ltd

"It was an experience of my life time. The half-cooked thought on which I mulled a lot before giving it a shape some few years back, was being discussed in the boardroom of a 5-star hotel. It was immensely satisfying. Thank you Gripel for providing me with such a wonderful opportunity. Rural Marketing Excellence 2009 was easily amongst one of the best platforms for sharing of experience, showcasing brand credentials and networking with key professionals from different walks of life. I have definitely gained a lot by being a delegate in the conference and as a speaker I got the unique opportunity to discuss and share my experience with fellow participants who gave me valuable feedback and also appreciated my efforts in building Hearty Mart brand. I am looking forward to more such opportunity of networking in the future."

Hearty Mart

Business & Legal Contracts Excellence 2009

Day 1: Friday 20th November 2009, Mumbai

0830 Registrations / welcome Tea coffee
Please provide your business card at the registration counter

0900 Opening Address

0930 Session 1 -Overview of the current Business scenario Impacting Contracts

Understanding the Impact of Global meltdown & economic crises on fresh contracts
Extracting more value from existing contracts while postponing new ones
Using contracts to consolidate demands and suppliers to regulate their offerings
Eliminating the discontentment with outsourcing partners due to several reasons such as business pressures, budget cuts, high targets etc
Improving efficiency and quality of services with the right optimization of operations
Managing business relations with external suppliers.
Controlling the business operations by well crafted contracts

1000 Session 2: Contract Life Cycle

Exploring Stages of Contract Life Cycle management
Ensuring more control and better compliance throughout the contract life cycle via system integration, alerting, and reporting
Implementing Process, systems & corporate governance for successful contract management
Contract Calendaring

1100 Networking Break

1130 Session 3 - Competitive Intelligence for Effective proposal

making & bidding
Linking Strategy & Execution
Applying Competitive Intelligence for identifying the profitable contracts
Creating competitive advantage
Using latest tools & techniques for making winning proposals
Cost V/S profit analysis of the contract

1230 Session 4 - Technology & e – Contracts: Advantages & disadvantages.

Authoring the legal contract
Having best way for storing & repository
Implementing technology for Contracts management
Accelerating time to contract through automated contract creation and collaboration
Calendaring the contracts timelines

1330 Networking Luncheon

1430 Session 5: Gaining control over business operation & maximizing profitability via Contracts

1500 Session 6: Contract Negotiations & securing business interest

Preparing for Negotiations
Deal-making negotiations
Decision-making negotiations
Dispute-resolution negotiations
Value-claiming negotiations
Value-creation negotiations
Understanding rules of negotiation & culture
Mapping route to agreement
Contract renegotiations

1600 Networking Break

1630 Session 7: Contract drafting

The Structure of a Contract- An overview
Tools, Techniques & terminology for creating formal contract – LOI, MOU, Standard Terms, Informal Contracts, Enforceable contracts
Highlight important ingredient clauses in commercial agreements
Concentrate on drafting the necessary clauses and analysis of relevant precedents.
Draw your attention to pitfalls, commonly made mistakes
Guidance on some of the most commonly used clauses – boilerplate clauses
Competition and compliance issues.
Achieving clarity and precision in drafting
Find out how to avoid over-complex sentences and structures
Effectively drafting payment obligations – Advance Payments, Retention monies, Bonds, Credit insurance, Letter of credit

1730 Session 8: Contract implementation & communication - Rolling out enterprise wide contracts for effective service delivery

Realizing full savings and revenue through contract visibility and awareness
Developing effective strategy in drafting commercial contract to achieve business growth
Developing innovative methods and practices in rationalizing and renegotiating contracts in order to create profitability
Exploring the right mechanism in International arbitration while moving towards competitive market environment
Assessing & analyzing the Performance & Compliance of the contract
Making a performance model to achieve
Implement balance score card & KPI's to achieve desired performance
Capitalizing on the connection between SLA's and contract management in creating sustainability
Rolling out organizational wide SLA's for clarity & performance delivery
Compliance & audits

Business & Legal Contracts Excellence 2009

Day 2 - Saturday 21st October 2009, Mumbai

0830 Re - Registrations / welcome Tea coffee

0900 Session 1: Exploring the Competition Law for business benefits

Prohibiting Anti-Competitive Agreements like Horizontal & vertical agreements & cartels
Prohibiting Abuse of Dominant Position
Providing for Regulation of Combinations
Mandates Competition Advocacy
Examining contracts violating the competition law
Identifying the cross border issues
Understanding the role of Accountants in investigation

1000 Session 2: Intellectual property rights and contract law

Developing and protecting the licensing of trademarks and copyrights in Intellectual Property Rights (IRP) to safeguard organization
Discovering an effective contracting process through strategic methodology and tools to create productivity in organizations
IP Strategy to Promote Innovation and Competitiveness
Creating and Increasing the Corporate Value
Achieving Competitive Business Advantage & Leverage Strength
Identifying the strength of your patent portfolio
Monetizing you IP assets
Prioritizing your IP assets from time to time
Managing IP risks & IP strategy for deriving maximum value from IP assets

1100 Break

1130 Session 3: Figuring Risk in the business transactions & Managing Risk via legal contracts

Minimizing risk through streamlined contract management to achieve effective legal compliance
Predicting and mitigating legal risk through active risk identification while stressing on effective risk management efforts
Eliminating risk factors in managing contracts and disputes in volatile environment to maintain greater visibility in organizations

1230 Session 4: Outsourcing Legal Contracts & Legal Process Outsourcing:

Streamlining the impact of recession on Legal Process
Outsourcing (LPO) to achieve higher demand of scrutiny and focus
Articulating merger and acquisition issues when dealing with contracts in order to maximize business opportunity
Negotiating cross border transactions and the impact towards legal contracts in preparing for current market turmoil

1330 Networking Luncheon

1430 Session 5: ADR's & conflict management for effective Customer Relationship Management

ADR process
Drafting Key provisions to minimize the risk of disputes
Reviewing Alternative Dispute Resolution (ADR) in contracts while determining an effective avenue for resolution
Identifying the best form of dispute resolution for a particular case
Outlining arbitration clauses to facilitating low-cost dispute resolution

1530 Session 6: Legal research for supporting M&A

Handling legal research on issues pertaining to multiple jurisdictions.
Providing reliable, analytical and result-oriented legal research for effective business decisions (on any topic or issue of international relevance, case law research, legal analysis and legal writing, memoranda of law, legal articles.)
Initializing review/analysis of the appropriate law applicable to the issue in question.
Planning resources to be looked at to perform legal research
Using search terms to get the best results.
Formulating the search report as per the format requested - be it Memorandum of Law, Legal Brief, Legal Analysis, Legal Article and other similar forms of Legal Writing based on research of the relevant law, statutes, case law

Business & Legal Contracts Excellence 2009

20th & 21st November 2009,
Mumbai

Registration Form

Participant's details:

Name : _____
Designation : _____
email : _____
Telephone : _____
Mobile : _____

Name : _____
Designation : _____
email : _____
Telephone : _____
Mobile : _____

Name : _____
Designation : _____
email : _____
Telephone : _____
Mobile : _____

Authorization:

Name : _____
Designation : _____
Signature : _____ **Date:** ____/____/____

Fees

INR 14950 per person for 2 days non residential Conference for bookings done before 3rd October 2009
INR 16950 per person for 2 days non residential Conference for bookings done before 24th October 2009
INR 18950 per person for 2 days non residential Conference for bookings done after 24th October 2009

Discount - 10% discount for group booking of 3 or more nominations

To Register

Email us at gripel@gmail.com

Terms & Condition

The nomination gets confirmed once the payments are cleared in advance
The payments have to process in 5 working days from confirmation
Investment is Non refundable; Replacement of delegate is fine.
We reserve the right to change the speakers / sessions / venue should circumstances required.