

# OCTAGONA INDIA

An exciting journey together



Company Profile





# Bonfiglioli - Octagona Group

## Introduction

Bonfiglioli Consulting Srl and Octagona Srl, two well established Italian entities, merged in 2022 and created **Bonfiglioli – Octagona Group** presenting itself as a single interlocutor to support companies in achieving Internationalisation, Digital Transformation, Operational Excellence, Lean Innovation & Sustainability.

Working in the USA, the European Union and Asia, through 12 offices, 100+ consultants and a network of local affiliates, it is able to cater to the needs of its clients by driving excellence, improving profitability and sustainable growth.



# Octagona India

## Introduction

Octagona India Private Limited (OIPL), a subsidiary of Octagona S.r.L., has been operating in the domain of strategic and operational management consulting since 2002.

OIPL has its corporate headquarters in New Delhi and branch offices in Pune & Bangalore with external partners in most major cities in India.

The company's core competency lies in providing its clients with customized international development and subsidiary operations management solutions that are based on the key pillars of: transparency, confidentiality, consistency, integrity and duty of care.

[www.octagona.co](http://www.octagona.co)

# Octagona India

## Our Numbers



**20+** Years of Experience in Management Consulting



**300+** Clients Supported



**3** Own Offices & **6** Partner Offices



**24+** Consultants & Staff



# What makes us different

More than 300 projects have been executed so far



## Personalization

One size does not fit all. Therefore, our services are **"tailored"**. We listen to your needs and build the path we will take together.



## Opportunities

We support clients to **seize opportunities** in international markets. We will help you achieve your global goals and beat the competition.



## Ethics

Our aim for you is to generate turnover and profitability. We strive to achieve them without ever neglecting **clarity, transparency and sincerity** right from the start.



# Why choose Octagona India

The specific advantages and opportunities that Octagona India offers its clients are:

- **Deep knowledge of cultural & commercial dynamics** of local markets
- **One-stop shop** for all requirements arising in an internationalization project
- In-house skill sets that ensure **timely delivery** of work
- **Practical feedback** based on actual on-the-ground experience
- Timely update on frequent **regulatory and statutory changes** in India
- Ensures **'last mile'** delivery with a focus on client satisfaction

The clients avoid following risks by choosing Octagona India as their consultant:

- **No obligation to engage with different consultants** for the same project
- **Not taking a holistic view** by underestimating legal & fiscal complexities
- **Failure to understand cultural aspects** of becoming successful in the market

# Our Board



**Alessandro Fichera**

**Director**

After gaining **over 20 years of international experience**, he has been considered by Milano Finanza to be one of the **100 most influential businessmen** in business relations between India and Italy. He has led Octagona to be acknowledged as one of the leading International Advisory enterprises and among the **top 5 in Italy**.

**He holds the position of Non- Executive Director** on many Boards of Directors of Italian companies outside Italy and provides **advisory services to Italian companies investing abroad**. **He is a trainer for ICE, ISPI, CIS and for the most important** internationally recognised **organisations and institutions**.



**Michele Bonfiglioli**

**Director**

Graduated in Management Engineering from the University of Bologna, **he obtained a Diploma in Business Administration from Berkeley University, California (USA)** and worked as a Researcher in Manufacturing Engineering at the University of Nottingham. **Since 2002 he has been CEO of Bonfiglioli Consulting**, and founder of the Lean Factory School®: he is an expert on Lean Thinking and Lean World Class® (applications in the design, production, project management) areas, particularly in the automotive, industrial goods, electronics sectors. and pharmaceutical. Spoken languages: Italian (mother tongue), English.



**Vishnu Krishna**

**Director**

**Mechanical Engineer with a Management Degree in International Business** with over 22 years of business development experience. **Has worked extensively for Japanese and Australian enterprises** with focus to develop the market in South Asia for consumer products, electronics, infrastructure and renewable energy. **He was the India Representative of a prominent Consumer Electronics corporation from Japan for six years** and thereafter the South Asia Team Leader at the Australian Trade Commission. Currently in Octagona India since 2014. **Specialises in India market entry, strategic marketing and operational support** to foreign companies seeking business solutions in India. Spoken languages: Hindi (mother tongue), English & Japanese (basic).

# Our Services

Our specialisation is Business Internationalisation & Management, and we provide a bucket of services to support your business.

Our aim is to work alongside you in order to overcome challenges in international markets quickly, effectively and strategically.

[www.octagona.co](http://www.octagona.co)



**Internationalisation & New Market Entry**



**Global Entity Incorporation & Management**



**HR & Administrative**



**Legal & Intellectual Property**



**Procurement & Vendor Development**



**Fiduciary Services**



**Operational Excellence**





## Internationalisation

Octagona India using its network of staff and professionals and by undertaking a collaborative, cross-border approach delivers internationalisation solutions to its clients – be it in India or abroad. In essence, our services begin when a company or enterprise or entrepreneur is thinking about going international but doesn't know where and how to start. That's where we come in.

Our 360° approach to assisting our clients in choosing the right market(s); understanding the market dynamics and regulatory restrictions; assessing the contestable opportunities and providing an entry strategy framework makes the client ready to “go-to-market”.



## New Market Entry & Expansion

Octagona India provides multidisciplinary solutions to complex business challenges faced by Indian and Foreign companies and brands that want to enter and expand in the overseas markets. We focus on helping you and your company validate the contestable market opportunities, plan for the new landscape, formulate strategies to drive sales and help forge relationships with potential partners, suppliers and customers.

### **Under this vertical, we offer following services and activities:**

- India Market Entry & Expansion
- Foreign Market Entry & Expansion

### **Activities include:**

- Market Research,
- Business Modeling,
- Go-To-Market Strategy,
- Roll-out Plan,
- Demand & Supply Gaps or Opportunity Analysis,
- Identifying Local Partners or Vendors,
- Regulatory Perspective,
- Competitor Profiling,
- Risk Assessment & Advisory,



# Global Entity Incorporation & Management

Octagona India utilizes an intensive hands-on and concerted approach that cuts across international boundaries to deliver Global Entity Incorporation and Management services by providing a variety of support solutions including incorporation of new entities as per the local laws for a corporate structure, ongoing corporate compliance management as well as a host of other crucial entity management services for multinational organizations..

We not only incorporate your foreign subsidiary, but also go much beyond by helping manage all your post-incorporation requirements including **annual filing, bookkeeping and accounting, taxation and payroll management, company secretarial compliances, DPR, legal and HR** – much like a professional Business or Knowledge Process Outsourcing (BPO & KPO) consultancy so that you remain focused only on matters that are on top of your company's agenda.





## Accounting & Finance

Octagona India provides you with a full range of accounting and finance processes that are scalable as per your business needs. Outsourcing the accounting function has proved to be a very productive strategy for all our clients around the world as they are able to save substantial costs by not appointing an in-house accounting team and buying necessary software and running the risk of discontinuity through employee turnover.

### **Our services cover all aspects of accounting including:**

- Maintenance of Books of Accounts
- Bank Reconciliations
- Preparation of Cash Flow & Fund Flow Statements
- Preparation of Management Information System (MIS)
- Financial Due Diligence & Valuation Services
- Country-By-Country Reporting (CbCr) Services
- Stock or Inventory Verification, Valuation & Aging
- Handling Tax Authority Notices & Client Representations, etc.

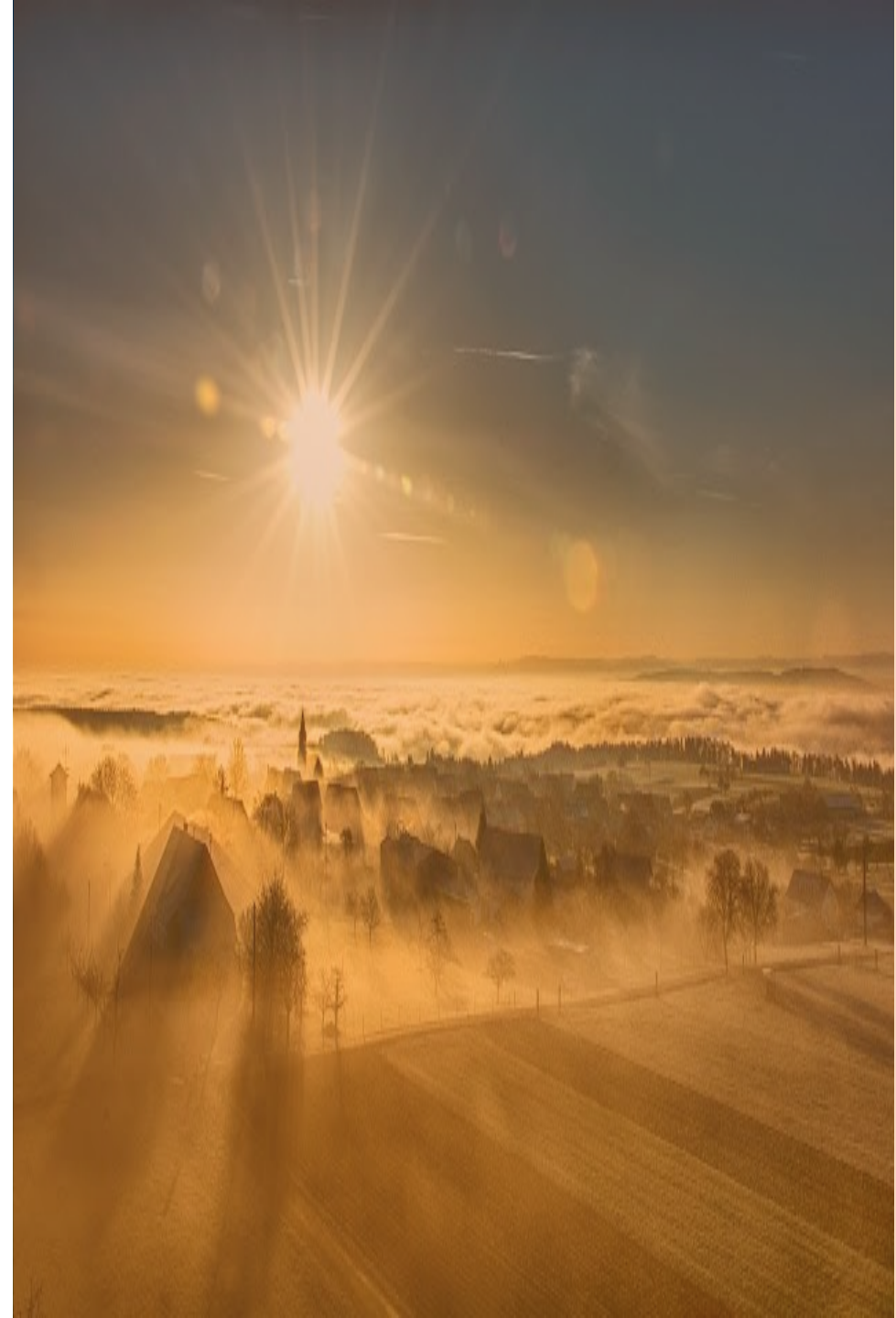


# Taxation

Effective tax advice, innovative planning to reduce the tax burden you confront and enhancing your company's financial performance is our focus. As the advisor of choice for a growing number of privately run and public companies, clients recognise that our research, our case development and our undeniable expertise, makes for pervasive and refreshing solutions.

## **Our services cover all aspects of taxation including:**

- Transfer Pricing Documentation (Economic & Functional Analysis)
- Mergers & Acquisitions (M & A) Regulatory Advisory & Due Process
- Comprehensive Goods & Services Tax (GST) management
- Domestic Tax Applicability & Obligations
- Tax Advisory for International Expansion & Cross Border Transactions
- Tax Deducted at Source (TDS) & Tax Collected At Source (TCS) Calculations & Prompt Return Filing
- Double Taxation Avoidance Agreement (DTAA) Interpretation & Advisory,





# Payroll

It is virtually impossible for the management to make compliances up-to-date and that too on time as the rules and regulations of various applicable labour welfare laws keep on changing frequently. Therefore, keeping in view the complicity and to get away from this tedious job, outsourcing of payroll management is perhaps the smart solution.

## **Our services cover all aspects of payroll management including:**

- Advising Tax Efficient Salary Structures
- Provident Fund (PF) & Employee State Insurance (ESI) Compliances
- Income Tax Calculation & Deduction (TDS)
- Employee Professional Tax Calculation & Return filing
- Employee Tax Return Filing
- Employee Provident Fund (EPF) and ESIC deductions & Return Filing
- Investment Advisory on Tax Planning
- Leave & Overtime Records Maintenance
- Generating Payslips
- International / Expatriate Employee Tax Calculations & Obligations



# Secretarial & Compliances

At Octagona India, we can not only ensure that your organization is fully compliant with the applicable corporate laws but can also make your organization synergize with the ever-evolving regulatory framework with respect to company secretarial services so that companies stay prepared to take on such challenges head-on.

## Some of our services are as follows:

- Conduct of Board Meetings, Annual General Meetings (AGM) & Extra-Ordinary General Meetings (EGM)
- Certification & Filing of Event Based Forms and E-forms with Registrar of Companies (ROC)
- Digital Signature Certificate (DSC) and Director Identification Number (DIN) for Directors
- Corporate Governance & CSR Advisory
- Maintenance of Statutory Registers & Records
- Shifting of Registered Office Inter-State & Intra-State
- Issue of Shares Through “Rights Issues”
- Dividend & Share Transfer Management



## HR & Administrative

Octagona India delivers deep expertise, objective insights, and tailor-made services to your HR & Administrative requirements. We understand that recruiting and onboarding the right staff has become more challenging. Therefore, our HR consultants are focused on producing optimal performance and outstanding results for our clients through offerings such as:

- Executive Search & Onboarding
- Project-Based, Temporary or Permanent Sourcing,
- Background Checks,
- HR Transformation and Change Management,
- Preparation Of Employee Handbook, Travel & Work from Home (WFH) Policies,
- Correspondence Related to Employee Engagements from Recruitment till Retrenchment,
- Help & Support in Designing & Implementing Human Resource Management Systems (HRMS), Time & Attendance, Performance Management Plans,
- Salary Surveys and Trends,
- Prevention Of Sexual Harassment (POSH) Policy Formation & Training.





# Legal & Intellectual Property

At Octagona India, we consider Legal & Intellectual Property (IP) as an invaluable asset and put it at par with other corporeal assets. With our knowledge of domestic and international laws, high-value cross-border matters and strategic transactions, we provide guidance to our clients on registration, protection and transfer of Intellectual Property rights along with Employment/Labour Law; Anti-corruption and Fraud Investigation services.

## Some of our services are as follows:

- Drafting, Vetting & Finalisation of Legal Documents/Contracts,
- Comprehensive Legal Due Diligence, Forensic Investigations,
- Insolvency & Liquidation,
- Capital Structures & Fund Raising,
- Comprehensive External Commercial Borrowings (ECB) support,
- Arbitration and Litigation,
- Registration of Trademarks, Copyrights & Patents,
- Transfer Of Right to Use, Assignment, Licensing of Intellectual Property,
- Legal & Litigation Support in Case of Infringement,
- Support for Renewal of Intellectual Property Registrations, etc.





# Procurement & Vendor Development

If the requirement of a foreign corporation is to buy or source products from India and not to invest or sell in India, our procurement & vendor development services come into play. We understand there has to be complete scrutiny of the manufacturer/supplier to reduce the chances of error. Therefore,

## **Under this vertical, we render the following services:**

- New Supplier Identification
- Running RFI, RFP And RFQ
- Supplier Quotation Analysis
- Supplier Visits & QC/QM Audits
- Price Negotiations
- Sample/Prototype Development
- Ongoing Inspection
- Logistics Advisory

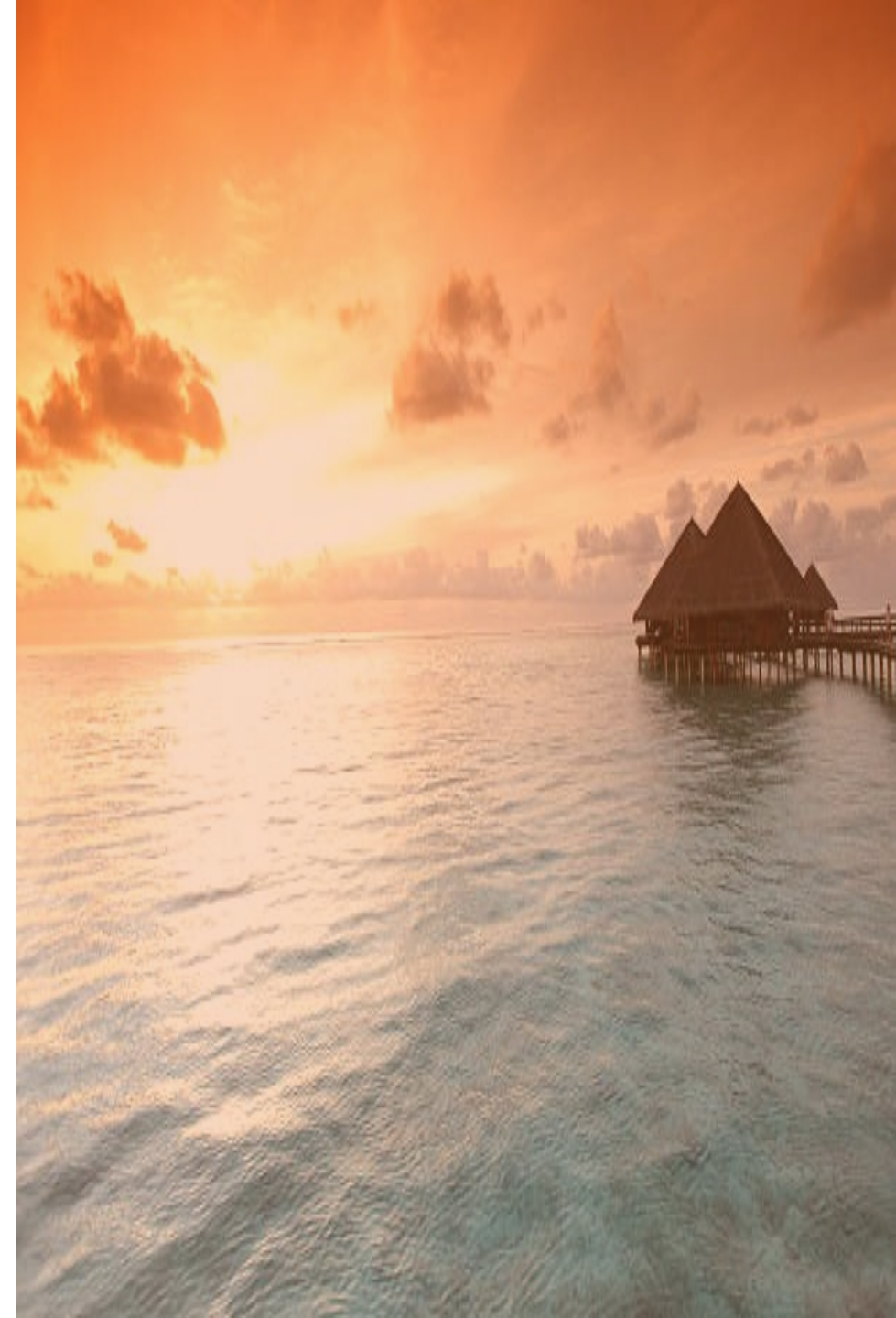


# Fiduciary Services

We understand the needs of our clients and are therefore able to offer customised fiduciary services to help them get over the line.

## **Under this, we provide:**

- Directorship Services
- Nominee Shareholder
- Fund Management & Banking Operations
- Legal & Tax Representation
- Executors Under Power of Attorney (POA)





## Operational Excellence

Octagona India is now offering operational excellence as a solution. Under this, we provide services dedicated to Process Excellence, Six Sigma and Lean Manufacturing concepts. The target industries that could benefit from these services are: Large Scale Retail, Public Services, Banks & Financial Services, Food & Consumer Goods, Life Sciences, Industrial Goods and Automotive.

**The specific services we offer under this highly evolved vertical are:**

- Value Generation
- Value Chain Excellence
- Digitalization
- International Business

# Some of the clients who believe in us

Find out more information at [www.octagona.co](http://www.octagona.co)



## What our clients say about us

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**J. T. Kerns**  
Managing Director  
Urban Ambiance

“Octagona India Team was essential in our search for a new supplier in India. Between identification, introductions, sampling and negotiations, Octagona India was an exceptional partner. In fact, we’ve been so impressed, we’ve decided to further expand the relationship and retain Octagona India’s services on an ongoing basis. If you’re looking for a trusted resource to assist in entering the Indian market, look no further than Octagona India.”

“

**Andrea Fantozzi**  
CEO  
Moss S.r.L.

“It was a pleasure to work with the Octagona Team who guided us in our negotiations and drafting of agreements with the Indian partner. The discussions lasted over a few months but Octagona was always there to support us. We are thankful to them.”



“

**Daniele Piantoni**  
CEO  
OP S.r.L.

“We have been associated with Octagona India from our first day in India. They are advising us on all business matters like Accounting, Taxation, Compliances, Audits, HR and Legal. We are very satisfied with their service and look forward to a long association with them.”

“

**Silvia Ruggeri**  
Controller  
Marchesini Group S.p.A.

“Our Company has built a very fruitful Cooperation with Octagona Company. Professional expertise of Octagona consultants have always given us timely feedback and support for our business. Their knowledge has provided us the necessary advice and requirements on a full spectrum solutions.”

# Our Team



# Starting our journey together

## Let's schedule a meeting

Why not choose to discover the real potential of your project or business idea? Don't miss out on the opportunity of scheduling a preliminary meeting with Octagona India team. We would love to know more about you and your objectives.

Please fill out the enquiry form by clicking on the link below and one of our team members will get in touch with you as soon as possible.

[Enquiry Form](#)

1

**Call or write to us**

[+91 9810035228](tel:+919810035228)/[octagona.india@octagona.com](mailto:octagona.india@octagona.com)

2

**Tell us about your project**

3

**Let's find the solution together**



# Our Offices



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# WIDEN YOUR HORIZONS

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