

BC | Business Connect

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INSPIRING BUSINESS COMMUNITY



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Founder, Reddy and Reddy Law Firm

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Editor's Note

CHANGE IS THE ONLY CONSTANT PHENOMENON

I had a self-imposing urge to ensure that my first editor's note is truly inspiring and filled with encouraging words on all the skillfully right things and how remaining professionally constant is necessary.

But even while I write this, I realize, it is the existence of change that brings me here and inspires me to write this note. Change is in all definite ways worthy, it encourages you to do better, invigorates your will to do more, pushes your limits forward, and keeps you on the edge and for good.

Change is a courageous person's pursuit and if you haven't acquired it yet, you have a long way to go.

Courage though isn't a common trait, because let's be fair, change also brings in discomfort, takes you out of your comfort bubble, makes you anxious about your abilities, brings in long and sometimes unwilling work hours. There are times when we feel insecure, unsafe, and unsure about how good or bad you'll be at your job, would you be judged and so many more mind-boggling questions keep straining your head, till you actually do it.

You start doing your job, you get used to it, you ace like a pro and bam, role change! If you ask me, it's a vicious circle, but a good one. When you look back, you realize, how much has changed in the fight to remain constant, how much have you learned, how better you got and how much more you can do. So about this place, Business Connect Magazine has a few changes as well, me!

The family is new, but not indifferent, which if you ask me is a boon in a competitive universe of media. As the new Managing Editor, I'm hoping to bring a lot of positive professionalism and a few accelerating head starts, because like I said, change is good, it helps us grow.

Ignorance of how change is uncomfortable is foolish, winds of change help blowing away the outdated methodologies of repeating the same mistake each day and never doing it right. Imagine the number of crimes that would occur if there was no law, nothing to encourage the right, the need to change ways of living, atrocity would have mastered its art of destruction. If nobody changes or at least awakes one to change for better, no one would ever learn what's right and wrong.

In the Business Connect Magazine, we will change and only get better on the trend of meaningful content and visually appealing representations with more to read, an extensive array of topics, better profiles to tap, more inspiring stories from all possible corners and wider reach.

What will not change is the fact that the magazine belongs to you as much as it does to all of us. Your suggestions will be welcomed, if you have an opinion we'll hear it out, reach us. I personally am open for ideas, criticism, and changes (of course) or otherwise. Reach us, we are all ears!

Also, I would like to congratulate and wish great success to Vikas Jha, Former Editor, who opted for a change and left behind faith in me to do his job as well as he did. And in all fairness and worthy credits, Vikas has left quite a big shoe for me to fill.

Cheers to change and Constance!

YASHASVI KHUSHU

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INSPIRING BUSINESS COMMUNITY

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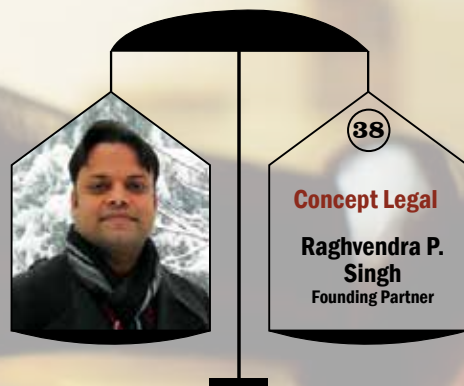
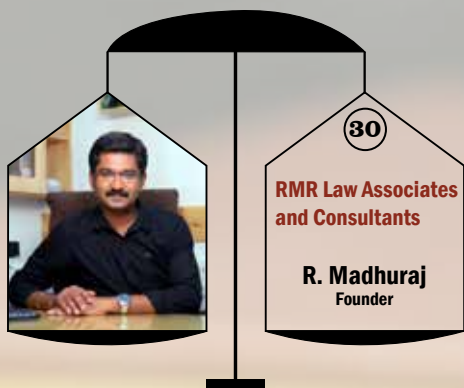


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COVER STORY

SUDHIR REDDY

Founder, Reddy and Reddy Law Firm

AKANKSHA REDDY

Partner, Reddy and Reddy Law Firm



REDDY AND REDDY LAW FIRM

PIONEERING UNMATCHED LEGAL SERVICES IN ALL AREAS OF PRACTICE

Yashasvi Khushu | Business Connect

“What lies beyond one’s dreams, can only be seen when we walk through those dreams with eyes wide open.”

Adv. Sudhir Reddy, Founder, Reddy, and Reddy Law Firm.

With a dream of leaving a mark in the lives of people and a mix of, their passion for law and flair for communication, Adv. Sudhir and Adv. Akanksha advanced Reddy and Reddy Law firm into a full-service law Firm catering legal services in the areas of inter alia corporate, litigation, and alternative dispute resolution.

Advocate Sudhir Reddy, Founder, Reddy and Reddy law firm

He holds a degree of law from Pune University and a degree of masters in law from Cardiff University, UK. He is also a qualified and accredited civil and commercial mediator from Align Mediation situated at Oxford, UK and regularly acts as a mediator in civil and commercial disputes, including divorces and family disputes, and that he also intervenes in all types of negotiations. He has expertise in advising and practicing on matters related to banking and finance, land dispute, divorce, and other family law related matter. He has dealt with various high profile cases dealing with economic offenses and financial frauds.

Advocate Akanksha Reddy, Head of Corporate Law Dept., Reddy and Reddy Law Firm

She is the key pillar of the organization, a master in corporate laws, she heads the corporate law department at the Firm, and she combines her dynamic personality and compassionate nature to oversee the entire management of the firm. She goes out of the way to ensure that the entire team is comfortable, and all their needs taken care of.

2010, is the year which marked the start of the firm and since then the Firm has moved forward slowly towards recognizing its aim to provide efficient, effective and creative legal services to meet the distinctive needs of their clients. The firm is a brainchild of Mr. T. R. Reddy, which saw the light of the day due to the joint efforts of Mr. T. R. Reddy and Adv. Sudhir Reddy.

“I owe my existence to my father, Mr. T. R Reddy. This firm became a reality because of his unbiased and continued support. He has also motivated me at the same time his support and contribution during the infant stages of this Firm has played a key role in building this organization. He has always provided constructive feedback and criticism where required. He gave me the opportunity to follow my dream and continue to stand by me until this date. His faith in me has made me the person I am and given me the confidence to aim higher each day” further adds Adv. Sudhir while in conversation with the Business Connect Magazine.

Based in Pune, India, they are continuously etching their way forward to become one of the leading law firms in the country. Presently, the organization is broadly divided into three departments i.e. Corporate, Litigation and, Alternative dispute Resolution extending efforts for expertise into areas like- Financial Recovery and related offences, debt recovery, Information Technology Laws, Intellectual Property Laws, Environmental Laws, Business and Commercial Litigation, Consumer Protection Laws, Labour Laws, Cyber Laws, White-collar crimes, Competition Laws, Civil and Criminal Litigation etc.

The litigation team at the firm is highly experienced in drafting numerous conveyance deeds, testamentary documents etc. and deals with client issues like insolvency, family law disputes, defamation cases and the list continues. In order to achieve a holistic approach while rendering services, they represent their clients in various courts of law across the country beginning from the lower courts to higher courts reaching up to the Apex Court of this country, as well as various Tribunals and forums like- Labour Tribunal, National Company Law Tribunal, National Green Tribunal, Real Estate Regulatory Authority, Debt Recovery Tribunal, Consumer Forum etc.

Business Connect: What do you believe makes you more approachable for the client?

Adv. Sudhir: Dreaming and aiming of touching a zillion lives by way of our expertise runs parallel with being approachable. Our client will not be able to benefit from our expertise until they feel comfortable and trust that they are in the right hands. Among the various characteristics which make us approachable we believe that the personal time rendered, spontaneity and flexibility are paramount. The legal field is such which is considered to be complex and carries with it certain stigmas, therefore whenever a client enters the doors of Reddy and Reddy Law Firm, our first aim is to make them comfortable.

We first understand the client's perspective and accordingly strategize our options. To keep up with the pace with which the legal fraternity is moving, we also encourage out of the box and creative thinking. Once a client becomes a part of Reddy and Reddy family the associates leave no stones unturned for getting the desired result for its clients. A balanced mix of professional and personal attitude is that blue diamond amongst the zillion white diamonds which makes Reddy and Reddy an approachable law firm in the city.



Business Connect: What are your firm's inherent values and ethos?

Adv. Sudhir: The moto that guides the entire team of Reddy and Reddy Law Firm is 'Ethical, Efficient, and bespoke'. Ethical practice is the very fundamental pillar of our firm. We lay a strong emphasis on ethics and intent bringing transparency throughout the firm and with the clients. Ethical practice never grows old, instead, it helps any organization survive in the long run. Efficiency is the ladder with which great leaders scale the heights of success. Knowledge of one's profession is incomplete without an efficient application of the same. Every client is new, every dispute is fresh and original, which requires custom made solutions for everyone instead of a ready-made, rigid, and uniform approach.

We at Reddy and Reddy cater to wide strata of the society, therefore value for money, time and emotion is the thread that helps us bind this wide range of clients. Right from its inception, we believe that law is the mirror of the society we live in, therefore giving back to the society we live in is the least we can do as a Law Firm. Legal aid is deep-rooted in the values and ethos inculcated in each and every member of the firm.



about preventive measures, settlement, positive and constructive dialogues. We don't work, instead, we practice and while practicing consistency is the key.

Business Connect: Do you believe in positive competition or competition at all?

Adv. Sudhir: Competition is a human instinct, it is deeply rooted in our psychology. We try to maintain positive energy in and around our organization. Therefore, even competition is looked at in a positive manner. Competition is essential for the growth and development of the team. Competition opens up our minds and broadens our perspective. We at Reddy and Reddy Law Firm derive inspiration from our competition. We are our biggest competitors and every day we strive to perform better than the previous day.

Business Connect: How do you ensure the faith of your client in your brand?

Adv. Sudhir: There are two guiding stars in our profession, first the passion for the law of the land, and second, the zeal to deliver client satisfaction. When a client decided to approach us, it is not always that they come with varied expectations. In order to ensure that the client trusts the decisions taken by their counsels, we provide proper reasoning and explanation to our steps which we take. Our client is always aware of all the information regarding the legal help or legal issue he has approached us to resolve. We try to develop that trust by not promising unrealistic results, taking into consideration the perspective of the client and lastly by delivering what is promised. A happy and contented client benefits the firm to the fullest, as spreading the word in our business is the best advertisement required.

Business Connect: Do you feel a loyal and committed workforce is important for success?

Adv. Sudhir: We at Reddy and Reddy Law Firm consider ourselves a close-knit family. Loyalty is the outcome of a sense of belonging and symbiotic relationship. We are a team, we work together, we



Business Connect: What kind of hindrances came your way, when you started?

Adv. Sudhir: I am fortunate enough to choose a profession that comes naturally to me therefore, work is not working as it is defined in this era per se. However, it will be unjust to state that we did not face any hindrance. It is not a cakewalk every day. There are difficult days, difficult clients and difficult situations, but that is the time when innovation, common sense and practicality comes to the rescue. When we began the journey, there were times when we had to take that extra step in order to understand the needs of our client. Until and unless you know the needs you cannot cater to them in the best possible manner. It's not always about approaching the Court of Law, sometimes it's



shoulder responsibility together and we support each other in every situation. Loyalty is a very important aspect and only a loyal team will be able to work and perform to utilize their full potential leading to the ultimate growth and success of the organization. Loyalty, trust, commitment and a sense of belonging are important to team qualities.

Business Connect: What do you feel holds in the future of the legal system, in this country?

Adv. Sudhir: India being a developing country, our laws and the legal system are still evolving. The entire global outlook towards the legal system is changing and with the increase in cross border commercial transactions, the alternative mechanisms for dispute resolution have become highly developed.

The early days were characterized by a procedural centric approach which is now developing into a more practical and solution-oriented approach. Even the legislature is bringing about drastic changing in the existing legal framework to suit the needs of the current situations. The judiciary is playing a very important role in spearheading the required amendments by revisiting the interpretation of the law to suit the problems of today. We feel that the overall attitude of the people is undergoing a transformation with increased faith in the judicial system.

Business Connect: What would be the firm culture at Reddy & Reddy? How do you deliver a better experience for your clientele and a nurturing, stimulating environment for your talent?

Adv. Sudhir: We stand by the belief that a law firm functions like a well-oiled machine only when its essential components are kept intact and valued for their involvement. As against the conventional practices surrounding the legal profession, we provide our associates the opportunity to delve into their ideas and be innovative rather than restrictive to the scope of work assigned to them. The experience of the seniors coupled with the innovative thinking of the juniors is utilized at every possible opportunity as we are a blend of young and old minds determined to provide legal services to the utmost satisfaction of our clients. It can be said with conviction that all the team members of our firm respect one another irrespective of their age, experience, responsibilities or cultural variations and such an environment has culminated in concluding that anyone working at Reddy and Reddy Law Firm is not just an employee but also a part of an extended family.

We believe that for any organization to function smoothly it is imperative that a positive, comfortable and constructive environment is maintained in the office. We try to keep the energy positive and vibrant at the office. The interiors and aesthetics of a workplace



also play a very significant role in the overall progress of the organization. We are grateful to our Architect “Ms. Sarah Mulla” who has brought a positive flair to the environment with her artistic perspective coupled with our practical needs

We provide internships on a short-term and long-term basis to applicants from law schools pan India. Internships are not only restricted to theoretical based research assignments but are also exposed to practical and real-life cases. We further encourage interns to be more productive and provide their ideas and inputs during team meetings so that the interns may enhance their knowledge base during case discussions which shall be very helpful to them in their individual capacity.

Business Connect: Has the era of globalization and ease of doing business help the firm in marking its presence throughout India?

Adv. Sudhir: We are based in Pune, however we cater our services to clients pan India with operations in major metros such as Mumbai, Delhi, Bangalore, Chennai etc. Pune is one of the fastest growing cities both socially and economically and has witnessed significant and substantial growth of companies including start-ups. We have a well-established and linked network of lawyers all over India through whom we represent our clients at various forums. We are open to collaborating with other professionals across the globe and expand our foray to satisfactorily cater to a broad and diversified spectrum of clients.

Business Connect: What are you doing that’s different? How is your career conspicuously unique from other legal professionals?

Adv. Sudhir: We began with an office space comprising of a single room catering to just one lawyer and a few files and books. As we grew, not only did the work



grew but so did the size of the firm grow and so did the number of lawyers. We are not restrictive to a specific arena of laws but are flexible and accommodating to cater to a varied sphere of legal issues.

Business Connect: Other than work, what else interests you?

Adv. Sudhir: Travelling develops insights. Legal practice necessitates practical knowledge. There can be times that people across the globe are looking at the same issue from different angles and approach. We as lawyers should always have thirst for that. Therefore, traveling remains my core interest after my profession. It helps in broadening of our horizon and draw inspirations from parallel running judicial systems across the world.

Reddy and Reddy Law firm, are strong proponents of Arbitration and Mediation and in pursuance of that, we let our clients indulge as well as succeed in resolving their matters via Arbitration or Mediation purely depending upon their needs. Therefore, we whole-heartedly promote ADR methods which have achieved new heights owing to globalization and technical developments which have paved the path for increased pace as well as ease of doing business.

“The field of law and the role of lawyers in one’s life is often misunderstood. Most people shy away from taking legal advice or consult lawyers until the very onset of a dispute. We understand that there is a social stigma attached to legal proceedings and regarding the judiciary. We need to change this and contribute to upholding the wheels of democracy, viz. liberty, equality, and justice. Taking legal help at the right time will enable you to secure your rights in an effective and efficient manner”,

Adv. Sudhir.

WHY IT MAKES SENSE TO START YOUR CARRIER WITH STARTUPS

Business Connect Team

India is a country of millennial. It is having the largest young population in the world. In the last few years, youngsters have reared new ambitions for their lives. But there are certain hindrances, the unemployment being the major one. The desires and ambitions of life can be fulfilled only when there is a source of earning. India is really struggling on this front for last many years.

Although there have been some transformation in the recent past but that is not enough. So what is the solution? Without a pinch of debut, it has to be the start ups. Why start- ups? Start-up comes with all sorts of flexibilities that are necessary for creativity and the ideation of an out-of-the- box concept. Start-ups provide you with a window that is required for your ideas to flow and take new shapes.

Moreover, one can upgrade the skills from time to time and can evaluate the needs of the people. Apart from this, it takes a very nominal capital expenditure for start-ups to flourish. One can start it by means of seed funding and crowd funding. These are some of the easiest and most convenient ways to ideate your vision. The prerequisite is an idea that is futuristic enough to know the upcoming needs and trends.

Startups are often revolutionary having ample space for creativity and innovative ideas that are the must have for an idea to nourish. Many western countries have bloomed only because of an established startup culture. Those countries have ensured every kind of resource needed to make startups grow and become a major platform as job provides.

In the past few years, there has been a paradigm shift in the Indian government's modus operandi. It has taken a sharp curve and has become more fruitful than ever for new startups. The government has even introduced some ambitious projects to help startups grow so that they could become a major source for new jobs. Startups need to make full use of this new opportunity. The government has even provided some tax benefits to bolster the profits of startups. India had never ever witnessed such an enormous opportunity for the startups.

What you need is a solid concept that has the potential to change the way we live. It needs to make the lives of people more comfortable and less complicated. It can be anything ranging from foldable bicycle, easy to cook food, online portals and many more Convenient and hassle free product or services.





When one is done with the ideation part, the next step is to give the final touch. One can take assistance of friends, parents, colleagues (ex) who have the know-how to run a business. Their advice can be valuable. When you are done with this part, you are surrounded with the thought of capital expenditure, office space and human resource.

For a startup, seed funding is the best choice. You can easily get help from your family, friends and relatives. They are the most convenient choice for a startup. When we talk about office space, it can be started with a small space that is good enough to run your business in the initial few months, the trajectory of the business will let you know the potential of your business. If the curve is upward continuously, you definitely need to have a big office space.

Let's talk about the human resource component. Initially, you only need to have few reliable and multitasking people who are truly an asset. Once your business reaches to a profit making scale, you can think of hiring employees. You need to keep in mind that initially you have to work for long hours. The lack of workforce has to be compensated by the few people along with you. If your concept is transformative, you can quickly see the day of light in a few months itself.

The biggest merit of startup is that you have nothing to lose. Whatever you will have, that will count into experience. You either win or learn. There is no scope for failure. Keeping

this in mind, one needs to develop skills that prove good enough for the betterment of the startup. You need to be prepared to grab that magical opportunity for which you have been waiting for a long time. You need not miss a single opportunity. Believe in your hard work and that will take you the zenith of success.

You can read multiple, inspirational biographies and autobiographies of famous business personalities who have proved their brilliance to the world. They will come handy in the testing time for sure.



TAX N LEGAL PARTNERS: Young & Experienced



“The utmost challenge is to be seen or heard the moment you decide to start something new in an already established field with quite a few big players”.

Siddharth Tewari

Managing Partner, Tax N Legal Partners

Vikas Jha | Business Connect

India has established itself as one of the top breeding grounds for legal consultants. There are lot of firms working with a vision for the betterment of this country and to seek justice for victims. In a pool of such law firms, a few of them have cemented their position as dependable and trust worthy, only because of their steadfast services. One such firm is Tax N Legal Partners(TLP).

TLP was founded in a small chamber in Noida in the year 2011. Starting from a small consultancy focusing on taxation, they have rooted themselves as a full service law firm in a short span of time. Years of thriving existence and hard work have helped the firm in attaining dexterity in practice areas other than taxation as well. TLP sees growth of the Indian industries and its future economic prospects as the perfect opportunity for finding their niche in the legal fraternity. The immense success has prompted the firm to become full service partnership under-Tax N Legal Partners LLP. The firm is now expanding into a full service clientele with expertise in tax compliances and litigation.

Through the years, they have established ground in areas like Recovery Suits, POSH Law, IP Laws etc. but what really sets them apart is their **expertise in Tax Laws**. The founding partner, Sharad Tewari, is a retired IRS and has worked closely on the reforms and regulations of tax laws of the country. He was part of the government when GST was being conceptualized. Now working on the other side, he makes this practice area to be the firm's strong point. In the years 2017 and 2018, he helped the firm win close to 30 appeals in CESTAT, besides an equal number of first Appeals. The firm has established itself as a one stop shop for all the Tax related matters.

The Skillful Expanse of the Firm

TLP with its head office in Noida has their associate offices situated in Delhi, Noida, Lucknow, Allahabad, Ghaziabad and Kanpur. Currently its practice areas are Constitutional Matters, Civil Matters & Recoveries, Intellectual Property Laws, POSH Act / Sexual Harassment Matters, Joint Ventures, Mergers & Acquisition, Consumer Protection Laws, Company Law, Arbitration & commercial litigation, Criminal Matters (through associates) and its expertise is in Indirect Taxation Laws, Customs & allied laws, Income Tax, GST and total legal support to small traders and manufacturers.

Given their presence in various practice areas, their clientele is diverse too. Some of them are Maral Overseas (Bhilwara Group), ASHA Society (Venkateshwara Hospitals, Delhi), Anjani Technoplast, Radhu Group, Jayanita Group, Capital Power and Capital Urjatech etc. They have also served Cummins, Escorts and Delphi in the past.

In the words of Managing Partner, Siddharth Tewari, “*We believe in our in-depth knowledge and patience to slowly progress and make a name*”.



Sharad Tewari
Founding Partner

Saumya Tewari
CEO

Siddharth Tewari
Managing Partner

Plans for Growth

TLPs short term plan is to grow Pan-India. Mr. Tewari believes that quality of the firm's work delivered has itself been doing a lot of promotion for the firm and is getting good amount of work from cities other than Delhi-NCR as well. Initial plan is to keep moving at this speed without compromising on the quality of work. Next aim is to slowly pick up speed in expanding vertically and horizontally, i.e., increasing the practice areas vis-à-vis its workforce as well as its presence in top cities of India. "This is the first step towards realizing our goal of establishing offices in Mumbai and Bangalore etc. Plans are in place for expanding presence in Tier 2 & Tier 3 cities as well." Says Mr. Tewari.

After this, firm will get ready for the long term plan. Once they are able to gauge progress on short term plan, they will make a move on the global front. "My time in the USA has given me a lot of exposure about intricacies of their work culture and their law, so it will help us in building a blueprint for our move", says Mr. Tewari. For a considerable amount of time, firm was working out of a very small space. With steady increase in the work and staff, they moved into a bigger space last year. For them, this was a mark of progression which motivated them even more to keep pushing to greater heights.

Tax N Legal Partners understands the importance of women workforce in today's world. Sharing his views about women power in entrepreneurial world, Siddharth Tewari says, "The world cannot function without women, there is no chance entrepreneurial world can be as dynamic without women's participation. Women have special set of skills which, when applied to any business or any workplace gives out unmatched results. "Taking a leaf out of our firm only, our CEO Ms. Saumya Tewari brings most workable suggestions to the table", asserts Mr Tewari.

TLP believes in simplifying law and making it accessible to the clients. Their passion for the noble profession, belief in justice for all and utilitarian approach in issue resolution permeates through all the working professionals in the firm. Firm has a team of Lawyers, Chartered Accountants and Company Secretaries who provide consulting, litigation and advisory services with superior efficiency and empathy towards the clients.

Business Connect

Key figures

SHARAD TEWARI- Founding Partner

To bring experience to Tax N Legal Partner in the field of taxation and civil laws, Mr. Sharad Tewari (B.Sc., L.L.B) with about thirty five years of experience in the field of law has joined as Founding Partner of the LLP. Besides his experience in law practice at Lucknow, Mr. Sharad Tewari is an emeritus Assistant Commissioner of Customs, Central Excise & Service tax having experience from grass root level to highest echelons of litigation and management of taxation matters. He took voluntary retirement after many years of service with the department to follow his one and only passion in life, which is Law.

SIDDHARTH TEWARI- Managing Partner

Managing Partner, Mr. Siddharth Tewari (B.A., L.L.B., L.L.M. (U.S.A.)), is a Symbiosis Law School graduate and a post graduate from George Washington University, Washington D.C., U.S.A. He is currently enrolled with the Bar Council of Delhi. He is also admitted to practice in the state of New York, U.S.A. His areas of practice are Taxation, Competition law, Company law, Intellectual Property law, Constitutional law and the Arbitration amongst others. He has represented clients in tax matters, writ petition, consumer cases, recovery suits, arbitration matters, negotiable instrument cases, sexual harassment at workplace related matters and has credible experience on the same. He is committed to make the firm a full-service client oriented legal community. It is because of his enterprising approach that the firm enjoys a strong network of lawyers in India and abroad.

SAUMYA TEWARI- CEO

CEO of the firm, Ms. Saumya Tewari, holds post graduate degrees in English Literature, Mass Communication (Specialization - Corporate Communication) and a post graduate diploma in Business Management (Specialization-Marketing and Finance) besides diploma in digital marketing. She comes to the firm with a vision of running a tight ship. She makes sure that quality work is delivered on time and is responsible for functioning of the firm while the legal eagles can concentrate entirely on clients' matters.

QwinLaw

Complete Legal and Compliance Solutions for Foreign Investments

Yashasvi Khushu | Business Connect

In the last few years, there have been some drastic changes in the sector of investment law for foreign investors in India. The legal scenario has witnessed a major paradigm shift in the process of how the industry functions with dynamic changes in the permissions and the compliances of law and reporting requirements.

The legal system for foreign investors faced a complete makeover and for good. QwinLaw Legal and Compliances, one of the law Firms based in Mumbai provide legal advice pre-investment and Compliance support services post-Investment for the Investors into Indian Market, one of the fastest growing capital markets globally, ensuring that the investors are in the right side of the regulations with respect to their investments in India.

Capt. Deepa Kuruvilla, Advocate, QwinLaw Legal & Compliances, in conversation with Business Connect.

Business Connect: How has your experience as DAJAG (The Judge Advocate General) helped you in the establishment of the company?

Capt. Deepa Kuruvilla: The learnings and experiences which one gets from the Defence services as an officer is of an all-around performer. The Officers training Academy develops good administrative skills and gives an edge to see things from all angles of the problems. These skills are required to be an entrepreneur in the legal Sector. I developed these skills during the tenure as a DAJAG, it helped tremendously along with my years of experiences and knowledge in the laws related to Capital Market and Financial Markets (SEBI & RBI) in setting up of QwinLaw Legal & Compliances.

Business Connect: How do you ensure the smooth functioning of the companies in the domain of Capital Market & Foreign Investments?

Capt. Deepa Kuruvilla: Laws related to Indian Capital Markets and Foreign Investments to India are highly dynamic in nature. Regulators and the Ministry of Finance and Economic Affairs are responsible to keep the Indian Capital Markets and Foreign Investments regulated to maintain stability in the economy. Therefore the Market participants also need to keep themselves very proactive in participating in compliances of the ever-changing rules and regulations and at the same time remodel their products as often as needed.



Capt. Deepa Kuruvilla
 Advocate
 QwinLaw Legal & Compliances

QwinLaw is at the forefront to advice our clients with respect to the regulatory trends and changes well in advance or immediately upon a change. This is achieved by extensive research and closely observing the regulatory and ministerial discussions.

Business Connect: You were a part of the earlier batches of Lady Officers commissioned into Indian army? How has that experience shaped up your life as a woman entrepreneur?

Capt. Deepa Kuruvilla: I joined Indian Army way back in 1995, it still was still a taboo for a girl to do what I did from the place where I belonged. But I enjoyed thinking in unconventional ways. The army teaches you 'How to lead' even at the worst situation, and that becomes muscle memory for an Army Officer. This learning as a Commissioned Officer of Indian Army shaped up my overall personality.

Business Connect: What is your opinion about the current financial situation of the country? How viable is it for foreign companies to invest in India?

Capt. Deepa Kuruvilla: India is a fast-developing economy and as per my opinion, Manmohan Singh as a Finance Minister during 1991-1996 period carried out several structural reforms that liberalized India's economy. Opening India for foreign Investment paved

a very dynamic growth as the world took it as a positive move and a lot of foreign investment flew into the country. We have young, smart and educated population, ready to take India to the next level. We are on our way to be the favorite destination for investors for yielding good returns. The Foreign Investment data published by RBI speaks for itself with respect to the growth of foreign interest.

Business Connect: How do you mitigate the risk involved in an investment?

Capt. Deepa Kuruvilla: Risks are basically financial and regulatory, I concentrate on helping my clients in mitigating the regulatory risk. We help our clients to be at ease by advising them way in advance and work with them on the changes needed.

Business Connect: How have you adapted yourself to the latest needs of the market?

Capt. Deepa Kuruvilla: Keeping ourselves equipped with the latest information and possible regulatory changes. Also by observing the trends of the global and internal economy, and the changes brought in by the government related to the economy. This helps in advising the clients and adapting to the regulatory changes /remodel their product line.

Business Connect: What gives you an edge over your peers? Please mention some of your fortes.

Capt. Deepa Kuruvilla: I believe in preventative approach than remedial approach. If you are on the right side of laws and regulations, no need not worry about the mayhems. I advise my clients to take time to evaluate the pros and cons and cost-benefit analysis based on the regulatory parameters and take an informed decision. I help my clients to be on the safe side of law and regulations by educating them for being compliant with the relevant legal formalities.

Business Connect: Do you see any transformation happening in the entrepreneurial world?

Capt. Deepa Kuruvilla: Yes, the major change I see in the entrepreneurial world is the foreign investors coming to India. Now they are serious about their regulatory homework and spend their time in productive areas of their business than in lengthy legal procedures for correction and penalties.

Business Connect: Did you face any obstacle during the initial days? How did you sail through them?

Capt. Deepa Kuruvilla: I would rather call it a learning curve, each obstacle is an opportunity. Game of life, personal or business is like kids playing Fortnite. You have to be always at Call of duty as a true soldier. It's your choice which costume you wear Skull Trooper or Creepy Bear. Your success will depend on who you become at a given point of time, I mentally change my costume as per the need.

Business Connect: What was your learning during struggling days so that our readers could prepare themselves for upcoming challenges?

Capt. Deepa Kuruvilla: Whether it is existing or upcoming challenges, I realized that challenges can be conquered by having clarity of the nature of it, if you do so, a problem can be easily tackled by dissecting it and solving it by simple solutions.

Business Connect: How difficult is it to remain relevant in this competitive world? How do you keep yourself motivated during tough times?

Capt. Deepa Kuruvilla: Legal profession is highly competitive, Tough times are window period for brushing up skills and become smarter for better days. We use the tough time for getting new ideas, new insight, re-plan a compliance module, spent the time in learning and educating clients so we can be more productive.

Business Connect: Tell us something about your staff.

Capt. Deepa Kuruvilla: My primary approach to my staff is to help them learn and improve, they should be more confident personally and professionally. I motivate them to create an impact on whatever they do. That helps them to stay positive during challenging times, and they always know I am there to do final troubleshooting if they find challenges.

Business Connect: Mention a couple of your favorite books/novels that have taught you the intricacies of business? Please share the erudition for our readers so that they could be inspired.

Capt. Deepa Kuruvilla: I read a lot. Reading is an integral part of the legal profession. Law journals, Panel Discussions, Regulatory Study Committee reports are my regular topics of interest. Apart from this I regularly read Brain Tracy, Robin Sharma Robert Kiyosaki Jim Rohn & Lisa Nicol, these books helped me a lot in all aspects of life.

Business Connect: What are your short term and long-term future plans for the company?

Capt. Deepa Kuruvilla: The short term and long-term plans are to touch upon maximum business participants and help them preventative approach to regulatory and legal issues by providing them simple and self-implementable solutions to their legal issues and plan custom made regulatory compliance worksheets so that they can focus on to their respective businesses effectively.

The age we belong to, with a rapid increase in the rules and regulations, it is a fight to structure an operational fund foreseeing the possible regulatory change and as a professional legal outsourcing company, this is what they provide the best. Regardless of what problem you are facing, there is an end to end solution for everything with QwinLaw Legal and compliances.

Walmart Vs Amazon

Who wins the Battle of Titans



Business Connect Team

Will Walmart continue to be highest revenue earner or is Amazon emerging as a new ruler? The clash of the titans begin.

Walmart and Amazon are retail giants that aim to satisfy consumer needs in an all-encompassing way but also at the lowest price possible.

For years, Walmart sat atop the retail industry in the United States. But top business magazine reported that when Amazon's trend took over the online retail market, it looked as if Wall-Mart days are over.

But Wall-Mart wasn't going down without a fight. It really started expanding its online presence when it bought Jet.com for a little over \$3 billion.

The company continued to step up its online business by buying brands and adding tons of new items. All that effort really paid off.

And it got Amazon more than a little worried. But Amazon wasn't going down without a fight either.

The message is clear: Both these online giants have the power and the will to take on each other.

Business connect- a business magazine in India brings forward how each of these Big Giants started:

Story of Walmart

Sam Walton- the founder of Wall-Mart transformed the way America shopped and built Walmart into the biggest retailer in the world, single-handedly.

Sam- Walton began his career as a sales trainee in the retail business in 1940. His ideas of work were so different that his boss even threatened to fire him, saying he wasn't meant for retail work. Later from 1942-1945 he started working in United States Army. When he was released from the army, he borrowed some money from his father in law and purchased a variety store in Newport, Arkansas.

Through immense dedication and planned strategies of pricing products much below than what other retailers charged, Walton's business began to grow immensely. By 1950, he owned the store in a six-state region. There were other variety stores in town, but neither offered products at such a low price that Walton did. As a result, the new enterprise quickly achieved the same success of his previous venture, prompting Walton to look for other such opportunities. By 1960, he was an owner of 15 stores. To expand his business further, he re-planned his strategies and played a gamble by mortgaging his home, he opened his first Walmart in 1962 in Rogers, Arkansas. With the help of the borrowed money he started offering

enormous discounts to reduce competition and increase sales. It was like a dream for the rural customers that big-city discounting had come to small-town. It grew from one retail store in Arkansas in 1962, to the largest food retailer in the U.S.

Walmart employs over 2.1 million people. There are 8,500 stores around the world. More than 200 million customers visit the store every week.

Story of Amazon

At the age of 30, Jeff Bezos came across a news that web usage grew by 2300 percent. Never had anyone heard of such growth. He told his wife that he wanted to quit his job and gamble out this new venture. His wife knew his stories of his childhood that he always wanted to be an inventor and how he used to experiment by making the best out of waste. In doing so, he invented an automatic gate closer out of cement-filled tires, a solar cooker out of an umbrella and tinfoil. She thus told him to go for it and follow his passion.

When Amazon first started, it sold only books. After books, the next items Bezos added to Amazon were music and videos. Then, he asked customers what else they would want to buy from the online retailer.

“I sent an email message out to the customer base, actually a thousand randomly selected customers, and I said, besides books, music and video, what would you like to see us sell? And the list came back incredibly long,” explains Bezos.

“It was basically just whatever the person had on their mind right now,” says Bezos, and that sparked an idea. Today, Amazon sells almost everything. It has grown a lot over last 20 years and has corporate offices in more than 30 countries across the world. 2018 was a busy, profitable year for Amazon.com Inc. E-retailing’s leader generated \$141.92 billion in product sales in 2018. Amazon now employs 566,000 people worldwide.

So how do Amazon and Walmart stack up today? Below we highlight few areas of retail technology and examine how they compare in:

Online Shopping



BC | Business Connect

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Loyalty Programs

Amazon

Amazon Prime now has over 100 million members, but even more noteworthy than its size is its revenue impact. In 2017, Amazon shipped more than \$5 billion worth of items through Prime. Now, Amazon Prime isn't like other loyalty programs you see in the marketplace. The bulk of Prime members say that Amazon is the "first place" they look when shopping online.

Walmart

While Walmart has a reward mechanisms in place with their credit card partners through Sam's Club memberships But doesn't offer a loyalty rewards program in the traditional sense.

Amazon vs. Walmart: Who Wins?
Who does the loyalty program better?

Acquisition

Amazon

Amazon's boldest move yet, buying Whole Foods signals Amazon's goal of becoming a transcendent brand that touches every aspect of daily life. More recently, Amazon made waves with the news of its \$1 billion acquisition of PillPack, a pharmacy.

Wal-Mart

Walmart's \$15 billion deal to buy Indian e-commerce company Flipkart, is beating out Amazon's bid. The list of Walmart acquisitions that have taken place already is a long one, including Jet.com, Bonobos, and Parcel. These moves are a step into a premium segment outside of Walmart's traditional market.

Amazon vs. Walmart: Who Wins?
Whose acquisition which allow more growth?

Voice shopping

Amazon

Amazon is already well underway in its strategy to penetrate households with devices such as Echo, which allow users to communicate with its Alexa voice assistant and perform tasks such as shopping through speech.

Walmart

In September, Walmart integrated with Google to make items available for voice shopping via the Google assis-

tant. With a Google Home smart speaker shoppers can link their Walmart accounts to Google Express.

Amazon vs. Walmart: Who Wins?
Which retailer is better controlled to take voice shopping into the future?

Free Shipping

Amazon

Amazon quietly reduced its free shipping minimum for non-Prime members to \$35, although you'll have to wait 5 to 8 business days for your package to arrive. But there has been no change to Amazon Prime, which still offers free two-day shipping on a much larger selection of products than Walmart, a big selling point for online shoppers.

Walmart

Walmart.com recently began offering free two-day shipping on eligible orders of \$35 or more, with no membership fee required.

Amazon vs. Walmart: Who Wins?
Who attracts more customers based on better shipping services?

Click and collect

Amazon

In 2017, Amazon accounted for 12.5% of US digital grocery sales, compared with Walmart's 11.1%, according to a Deutsche Bank Securities report. What's more, Deutsche reports that Walmart could account for an estimated 17% of sales by 2025.

Walmart

More evidence that Walmart could surpass Amazon comes from a September survey by The Retail Feedback Group, which showed that 33% of US digital grocery shoppers made their most recent purchase on Walmart's site, while 31% chose Amazon.

Amazon vs. Walmart: Who Wins?
Which retailer will have better click and collect service in future?

Walmart and Amazon are two of the largest and most notable retail entities in the world. Both have a common goal: to convince consumers that they can provide all of their consumption needs at the lowest costs. But this competitive barriers will just continue to get higher and higher.

Global Legal Consultants at your Platter

Sugandh Bahl | Business Connect

One stop solutions for bridging many gaps is seen as a prevalent trend in today's market. We don't have many competitors in market for one stop legal solutions. But then P.M. Legal Associates came on board to cater to this segment. Formerly known as Deshmukh & Mathur Legal Associate, the legal clinic was established in Year 2010. The firm was founded by Adv. Prateek Mathur who has studied in India and London. The firm has started catering the criminal side litigants since its inception, however since 2016 the firm has opened up its door for Civil side litigants and Immigration Law clients and firm has expanded across 4 cities in India (Mumbai/Delhi/Jaipur/Goa) and Firm has made Associate Partnership in London, Paris and Hongkong to cater international market and growing Indian Overseas Citizens. Firm now maintains 26 Corporate clients across India and Overseas.



Kanchi Manik
COO
P.M. Legal Associates

Adv. Prateek Mathur
Founder
P.M. Legal Associates



Adv. Prateek Mathur
Founder

Kanchi Manik
COO

Distinctive Player

“Opening a law firm just out of college and without practical experience of law and courts was most difficult time of my life. At this particular time many seniors from college had introduced me to some great lawyers of our country who were more than happy to provide all the information as well as to provide confidence for my first court appearance. I am also thankful to the clients of that particular time who has put their faith in young aspiring lawyer and regular going to court rooms has given me great recognition,” remembers Mathur.

In Normal circumstances one will find that there are very few selected firms which handle Civil and Criminal law related matters, the market is distributed on broad parameters, however at P.M. Legal they handle Civil, Criminal & Immigration Law related matters, In India there are specialized consultancy firms for immigrations however very few lawyers deal with immigration laws and their firm is one of them. The firm mostly has Corporate and HNI's clients, never the less this does not discourage us to take regular normal client who can get cheap and affordable legal service. The clientele involves big construction groups to housing societies to most reputed airlines in world.

Flowing with the Trend

There are more than 100 law firms in one city itself to cater the client with competitive quotes, their legal firm offers dedicated partner service to each client and keep them in loop on the development of the matter. With advanced technology, the firm and its core members keep themselves updated to pace of market, immigration sector is one of the major upcoming legal service demanding sector and the firm has opened its international associate partnership offices to cater the latest trends in market. Our all client files are secured and kept on cloud technology in order to enable us to share with them and we use the ultra-modern software to cater our clients.

The founder is also one of the view that the women power in particular has helped their firm to reflect gender equality in the society and the firm is being managed as COO who is female herself.

Following the Footsteps

In words of Prateek Mathur, “Mr. Thomas Mesereau is my role model. His excellence in criminal law is not unknown to anyone. His ability to take odd cases and winning them with extraordinary results is probably the best in world. A close look to his work allows me to see things differently in the most odd cases which I handled.”

They are trying to set up as many as associate partnership ventures as possible. The firm already have successful partnership ventures in Europe, Hongkong, Srilanka and very recently brought on board Russian lawyers to cater international clients. The Government as such has not been doing much to help Lawyer fraternity in India. The Lawyers in India has no much protection like many other countries. Indian Government has still not opened Foreign Direct Investment in India in law business which is affecting top clients and international law firms are not able to provide direct services in India. They strongly feel Government must appoint more judges as the case load in India is very high as compared to other countries of world and the ratio of judge to case is still worst. There is also need to provide adequate infrastructure to Justice System in India in order to bring speed to Justice here.

Further, the firm is looking forward to have infusion of capital by way of Associate partnership in few cities of India and Abroad in order to provide more efficient service under its brand. In long terms firm is looking to expand its team and enter in field of every law to provide its expertise to seeking clients.

Company Name	Person	Designation
Chauhan Law Associates	Yudhvir Singh Chauhan	Founder
Concept Legal International	Raghuvendra P. Singh	Founding Partner
Law Offices Of India	Alkanshree Dahar	Managing Partner
P.M. Legal Associates	Prateek Mathur	Founder
QwinLaw Legal & Compliances	Deepa Kuruvill	Advocate
Reddy & Reddy Law Firm	Sudhir Reddy	Founder
RMR Law Associates And Consultants	R Madhuraj	Founder
Tax N Legal Partners	Siddharth Tewari	Managing Partner
Tritent Legal	Rakesh Malhotra	Managing Partner
UKCA & Partners	Manisha Chaudhary	Advocate & Managing Partner

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RMR Law Associates and Consultants, a law firm in Thiruvananthapuram, Kerala specialized in Divorce, Criminal, Family, Civil, Property, Corporate, Intellectual Property, Customs special Acts like COFEPOSA, KAAPA etc. and handling litigations in different courts such as High Court, Sessionscourt, Family court, Customs Tribunals, Consumer forum.

Flowing with the Trend

According to the firm Indian economy appears to have recovered from the disruption caused by some of the aggressive financial reforms such as demonetization and GST. India's pace of FDI was not impressive last year. However, this trend may change in the coming financial year. India will surely maintain the status of the fastest growing economy.

Like any other profession, employment or business Legal arena also is subjected to and is affected by the changing trends and needs of the world brought out and promoted on account of over-all development. One has to be updated not only in matters of knowledge, but also with the requirements of society which the time demands. An outlook towards the changing trends can give a clear



vision as to the needs of the market. Especially in the matter of advocacy, society is the laboratory so far as an advocate is concerned and obviously he has to have a spontaneous look at it in order to be good at profession.

Praising the staff unit, "My staffs very well know and understand our methods, motives and norms by which we mean to pursue the profession; and that obviously helps me a lot since they could well make out the object and reason of my commands. Procrastination is the thief of time. Getting done each day's work without procrastination is very important. Likewise, we always keep a "to do list" for each day per person, which they have to clear-off by the end of the day. The office environment has to be kept friendly, amicably and thus comfortable for any person to render his/her maximum output," said the founder R. Madhuraj.

Obstacles and Learning

"As I started as a junior lawyer in the career, it was one of the toughest situations wherein someone is really put to dilemma as what to do. The embracement caused due to the vastness and ignorance of the practice of profession as well as the inspiration sensed by the real scope of it – both had always created brain storming. It is only the presence of mind, patience, determined hard work and will power that made my venture successful," exclaims Madhuraj.

So far as a lawyer is concerned, having a law degree doesn't really make him "the advocate" instead it enable him only to be "a lawyer". To be the real lawyer, one is

supposed to nurture lot of personal qualities and abilities to make him a challenging and competent person. It is the power of a person's character, attitude, integrity, will power and the like elements which raises his over-all quality and competence that could make him "the lawyer". Of course, the skill and flexibility in English and regional language plays a very important role from the blooming stage. The strive to attain more and more perfection and excellence in the doing of the profession too is so important.

The New Era

Like any other profession, employment or business Legal arena also is subjected to and is affected by the changing trends and needs of the world brought out and promoted on account of over-all development. One has to be updated not only in matters of knowledge, but also with the requirements of society which the time demands. An outlook towards the changing trends can give a clear vision as to the needs of the market. Since society is the lab for an advocate and obviously he has to have a spontaneous look at it in order to be good at profession. In legal profession, strictly sticking on to professional etiquettes and one's own norms as to the do's and don'ts is the inevitable factor by which one can hold on to the faith of the clients. Apart from that paying of individual attention to each cases by the strategy of office establishment too is important; keeping in view that for each client his case is so important and most often a matter of life.

If anyone really want to remain relevant in this competitive world, he/she won't feel any difficulty for that. Human brain gives answers to any questions and has a capacity to find solutions to any challenges. So obviously, it depends upon the need of survival of a person. Speaking about self motivation, Madhuraj added – "Motivation is one which develops within and I don't think the degree or level of motivation decrease or increase depending on the easiness or toughness of times through which one passes. I have been self-motivated at all times irrespective of external factors.

RMR Law Associates and Consultants are into Court practice and consultancy as well. As of today the firm provides legal consultancy coupled with the business administration also to corporates and business groups on contract basis. Also do take up individual issues of consultations wherein the firm provides exact advises and solution after thorough perusal and learning of the client's situations, issues, the nature of business and the element of risks involved. This method of consultation involves committed learning and peeping into the client's issues including administrative problems relating to their business.

UKCA and Partners

Eminently Meeting All Your Legal Advisory Needs

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Founded on the concept of believing that the success of a law firm is dependent on the success of the client, UKCA and Partners, successfully combines commitment and excellence.

At UKCA, it is understood that clients benefit from the legal and technical skills of the industry and are attuned to the know-how and experience of the lawyers. They have developed a refined insight into various areas of law, business, economics etc.

In conversation with Business Connect, Ms. Manisha Chaudhary, Advocate and Managing Partner, takes us through a fair understanding of their firm.

Manisha Chaudhary, Advocate, Managing Partner

Manisha is a Master of Laws graduate from the prestigious Ivy League Cornell University Law School, Unit-

ed States. Manisha brings to the firm an extensive view of Corporate Laws from the biggest players around the world.

She has worked with some of the top lawyers and law firms of the country prior to joining UKCA. While at Cornell, she was under the guidance and tutelage of the top lawyers and management professionals from New York City thus gaining tremendous insight into the corporate and legal culture in America.

Business Connect: Please walk us through your firm profile and its offerings.

Ms. Manisha: The Firm provides legal advisory services to its clients in diverse areas including Company and Commercial Laws, Insolvency Matters, Mergers and Acquisitions, Restructuring, Business, and Financial Transactions, Real Estate Laws

and General Advisory and Advocacy Services to individuals and business enterprises; of all descriptions, within and beyond India for over 30 years.

Business Connect: How have you adapted yourself to the latest needs of the market?

Ms. Manisha: The Firm is accustomed to the work culture of both small and large corporate clients and their expectations. We also have a huge private client practice and thus different partners are accustomed to working with varied types of clients.

Business Connect: What gives you an edge over your peers? Please mention some of your fortes.

Ms. Manisha: We are always available for our client with a vigorous approach launched from a variety of perspectives. The combination of



sensitivity to the needs of clients and providing high-quality legal services has been the benchmark of our success. Our forte lies with personal attention paid to each case by all the partners, we ensure that the quality of work is never compromised.

Business Connect: What kind of clientele do you serve?

Ms. Manisha: Most of our clientele are big Indian conglomerates and multinational companies. Though we cannot disclose the names of the present clients (attorney-client privilege), however, we regularly work with or have previously worked with DLF Group, Reebok India Company, PayTM, Wave Group, SRF Limited, Rambagh and Jaimahal Palace Hotels, Gujarat Liquid Pharma, Milkfood Limited, Modi Industries, Tourism Finance Corporation of India, to name a few.

Business Connect: How do you ensure the unbreakable faith of clients in your law firm?

Ms. Manisha: For us, the main objective is a beneficial relationship between the Firm and the client. Every employee at the Firm, at all times, acts with honesty and with integrity and exudes confidence, pride, and enthusiasm for their clients. Our deadlines are honest and we do not mince our words and always think about the client and the future result of the advice given.

Business Connect: What are the efforts made by you not to lag behind in the race of having latest technology?

Ms. Manisha: We utilize the best hardware and software tools to ensure credibility and effectiveness. We try to incorporate the latest technologies to make sure that all software required for providing legal services are at the disposal.

Business Connect: Do you feel R&D is important?

Ms. Manisha: It is the key to the success of any industry, you need to keep on doing research and innovation, as it is one of the most important tasks to keep up with the coming changes and challenges.

Business Connect: How difficult is it to remain relevant and motivated in this competitive world?

Ms. Manisha: With a large number of companies coming up every day, it takes a lot of effort to still remain relevant in the field. We keep ourselves motivated by continuous hard work and commitment towards our work. We do not give our clients any chance to complain.

Business Connect: How do you keep your staff enthusiastic?

Ms. Manisha: It is their honesty towards the work and their enthusiasm that keeps them motivated towards the work, they love what they do. We have committed professionals as our Associates and Partners (N. Raja Singh and Naveen Dahiya), whom we rely on for the best results in regard to our clients' legal needs.

N. Raja Singh, Advocate, Senior Partner

N. Raja Singh has vast experience in banking, civil, general commercial corporate laws, domestic arbitration, injunction laws, writs, tenancy laws, mortgage laws, real estate laws, family laws, employment laws, labor laws, winding up of a company.

Naveen Dahiya, Advocate, Partner

Naveen has vast experience in advising clients in the areas of corporate commercial laws, real estate, corporate advisory, and litigation. His forte lies in the area of corporate restructuring and strategizing investments inbound and outbound.

Business Connect: Who do you look up to?

Ms. Manisha: I look up to Dr. U.K. Chaudhary, Senior Advocate – as my father, superhero, and as a lawyer, I consider him to be the epitome of hardwork, humility and excellence in the legal profession, something which I as well as any young lawyer would wish to emulate.

Business Connect: How are you giving back to society?

Ms. Manisha: We do a number of pro-bono matters representing persons in need but without sufficient material resources to engage skilled lawyers.

Business Connect: Are you looking for expansion?

Ms. Manisha: A firm that is not thinking of expanding will never succeed. Every law firm has a plan of action prepared for the upcoming times.

Business Connect: Please let us know about the achievements of the Firm.

Ms. Manisha: Emerging Law Firm of the Year (Dispute Resolution), by the Indian National Bar Association, Featured in the 1st edition of the Indian Corporate Counsel Association's coffee-table book "The Vanguard" as one of India's most "Trusted Corporate Lawyers"

The firm is a member of SILF, PHDCI, ASSOCHAM, CII, and FICCI etc. The firm's lawyers are credited with being members of the Corporate and Commercial Law Committees of FICCI, CCI, ASSOCHAM, PHDCCI and are also part of various national and international bar associations.

Business Connect: What are your thoughts on women entrepreneurs?

Ms. Manisha: I have the utmost admiration for women entrepreneurs who have created a niche for themselves from sheer admiration and hard work. They should be encouraged to actively participate globally in every field. Women lawyers are facing many issues which we need to address and I am actively participating in many group discussions for the same..

Business Connect: Kindly enlighten our readers with your experiences that could prove fruitful for them.

Ms. Manisha: I have great responsibilities. As a managing partner, I have to be innovative and visionary to truly stand out and mentor my associates to their level of expectations. "Never stop learning" is what I learned from my father, Senior Advocate Dr. U.K. Chaudhary. A lawyer has to constantly learn and evolve, that is the only way to be successful and survive in this profession.

UKCA provides a need-based, one-stop legal resource to ensure timely and personalized advice and all legal services under one roof.

Becoming ELON MUSK



Technology, creativity, Innovation, and vast imagination took a entrepreneurial drive to the universe to bring more futuristic canvas. Be it the role of technology entrepreneur, Engineer, investor or a successful inventor the man has poised his triumphs in a glorious manner. The astounding success of the tenacious single minded sight no need any introduction unless you have spent your lives under the solid caves.

Today we the team of **BUSINESS CONNECT MAGAZINE** dedicate this article to none other than **ELON MUSK**.

Beyond all the jumps and bumps of the life, he managed to get the roads of success. Developing the relentless pursuit of work ethic, he ranked 21 among the list of world's most powerful people issued by Forbes. The 54th richest person in the world owns the worth of \$21.4 Billion as on January 2019.

Turn around the history

Elon Reev Musk was born on 28 of June in 1971, almost 47 year old guy owns A great journey of discovery. At the age of 17 he moved to Canada in Queen's University later transferred to university of Pennsylvania. He attained the degree of economics from Wharton school, Degree of physics from college of Arts and science. The man began his PhD in applied physics and material science at Stanford University in 1995 but dropped it just within two days to participate in raging dot com boom for his entrepreneurial spirit.

Business Connect Team

Subsequently seeded up the co foundation of Zip 2, a web software company with his brother Kimbal which was acquired by Compaq for \$340 million in 1999.

Musk then incepted X.com, an online Bank which was merged in 2000 with confinity, the latter become PayPal acquired by eBay for \$1.5 billion in October 2002.

In May 2002, MUSK founded SpaceX, an aerospace manufacturer and space transport services company. Along with helping Tesla Inc. with financial structuring, an electric vehicle and solar panels manufacturer in 2003 and became CEO and Product architect in 2006 of the same. Inspired by the efficiency, he mold the creation of Solar city, a solar energy services company that is now a subsidiary of Tesla Inc. operating work as chairman.

In 2015 he co-founded open AI and Neuralink in July 2016. In December 2016 the cultivation of The Boring Company is harvested, an infrastructure and tunnel construction company founded by Elon Musk.

In a interview Musk has stated that "goals of Space X, Tesla and solar city revolve around his vision to change the world and humanity" the aims of the



successful entrepreneur include decline the rate of Global warming through sustainable energy efficiency and productivity and consideration, also reducing the risk of human extinction by establishing a human colony on Mars.

In a website it was also claimed that the relentless work ethic makes him popular for known as to work around 80-100 hours per week.

Untold Stories of 'Real Tony Stark'

- One of the oft-told story about Elon Musk is that he wrote code and built a functional video game called "Blaster" at age of 12 which was reportedly sold for \$500 that means he moved on the paths of becoming successful entrepreneur very earlier.
- His early interest in reading Philosophy, science fiction and fantasy novels reflects the sense of idealism and humanitarian aid.
- He has defied critics and made advance in all three frontier of Internet, The Transition to renewable energy sources and space colonization.
- He holds South African, Canadian and US citizenship
- He is Founder, CEO and lead designer of SpaceX;
- Co-Founder, CEO and product designer of Tesla Inc.;
- Co-Founder, CEO of Neuralink;
- Founder of The Boring company;
- Co-Founder of PayPal
- Co-Founder of Open AI
- Chairman of the Solar City .



ELON MUSK

ELON'S WORDS

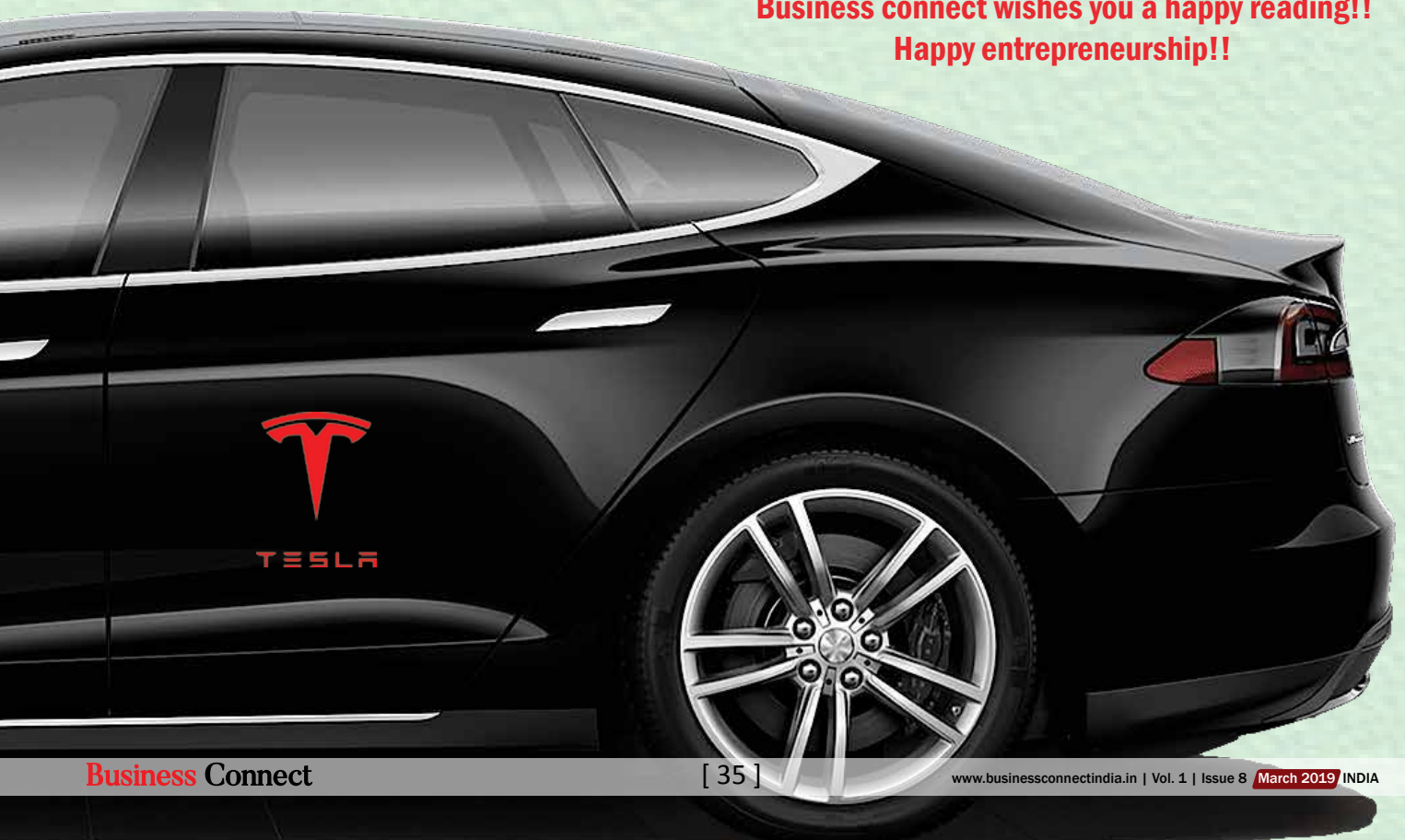
Let's read some popular words of encouragement and guidance by one of the inspirational person of the world.

- "Failure is an option here. If things are not failing, you are not innovating enough"
- "If something is important enough you should try. Even if the probable outcome is failure."
- "Tip #1: Work super hard," asserts Musk in a discussion speech on the secrets of success.
- "I would like to die on Mars; just not on impact." Musk believes that rocket-based space travel is the key to humanity's future.

Wrapping up

This was a great journey of life of Elon Musk in a short blink. The inspirational and motivational person who has poised to be a great working machine in the technical frontiers so as to bring world in next zone. Hope you are inspired and motivated by the prosperous and successful business man.

**Business connect wishes you a happy reading!!
Happy entrepreneurship!!**



Securing your future with a medical specialist by your side

Sugandh Bahl | Business Connect



Rakesh Malhotra
Managing Partner | Tritent Legal

Injured due to medical accident? Tritent Legal is your one stop solution for getting access to a medical negligence specialist. The firm deals in all kinds of clients disputes and specializes in the medical negligence litigation. Their team provides all kinds of solution to disputes which results ranging from negligence of the doctors, medical professionals, inadequate patient care and criminal offences by doctors. In today's times when there are ample of cases where hospitals have been found to behave in an adverse manner, they provide legal help to the aggrieved patients and their families.

"One who understands your particular needs and has the skills to deliver the best result. Our job is win your case and to obtain the maximum compensation in the minimum time. But how we go about it will be tailored to you, because it is also about getting the right treatment, rehabilitation and expert evidence at the right time in your recovery. It is about keeping you at the centre of the process without it dominating your life," says Rakesh Malhotra, Managing Partner, Tritent.

The Beginnings

"Initially when we started out, it was difficult to establish ourselves and to be recognized. What was much more difficult was to win trust of our clients, but we have come to carve a niche for ourselves through our constant efforts and patience. I thank all my mentors who have guided me to reach this height today. Our team believes in the value

of empathy towards the society, thereby making us more reachable for help when needed. We care for the people in general by understanding their problem as our own and adopt reasonable resolutions. Tritent Legal is committed to resolve people's issues in a sensitive manner and make legal process as smooth as possible," expresses Malhotra. Tritent Legal firm believes in the value of hard work as irreplaceable to be successful. They are committed and equally loyal to their clients. They are passionate about what they do and thus are devoted to their work. The team believes in the motto 'Work is Worship' at Tritent Legal firm.

India's Legal Setup

There is much which is changing in the Indian Judicial system today. Justice is being given to those who were neglected and downtrodden. Our judiciary is ensuring



the human rights to its citizens as we can see from the recent Supreme Court judgments. India is moving towards a future where people's rights will be respected and protected. With the increase in the law students who are graduating each year, they hold not only the responsibility of maintaining legal profession but also carry the burden of social justice and legal reforms on their shoulders. They have an additional responsibility towards the country which is greater than any other profession, the reason being that they are well equipped with the knowledge of the justice mechanism of the country. Law plays an important indirect role in regard to social change by shaping a direct impact on society.

Malhotra's, Law Firm who also took part in High Court Bar Association Cricket Tournament and also in Cricket Corporate Cup feels that the future lawyers hold special responsibilities to resolve those disputes which have arisen from the past and are brewing in the present. He feels that young lawyers will have to shoulder responsibility with their peers to be the protector of the civil and criminal rights of the people by fighting for their cause.

Firm's Daily Economics

According to Malhotra, this is the best time to work for the people towards the betterment of the society and legal profession. For building a nation into a fundamentally powerful country it has to first build a strong legal framework and justice dispensal mechanism. The state of its legal affairs depicts a lot about the people and the future of the nation. Legal parameters are reflective of the state of the basic rights of the people and the rule of law. Lawyers thus have a very crucial role to play in making a country leave a mark on the world. Lawyers, judges, legal academicians and law professionals have time and again

risen to the demands of the time in nation building. The tritent family believes in constant improvement and look for ways of how they can help their clients. They have upgraded to provide services through electronic means and to be in touch with daily developments of laws. Sh. Prem Kumar is a mentor to Malhotra, who has guided and shared a lot of wisdom and also motivated Malhotra to always work in a positive Direction and at Present Mr Sanjeev Sharma, Mr Bharat Malhotra and Mr Sahil Ahuja is working in Malhotra's team and the members of the team are young and enthusiastic lawyers who are hard-working and passionate about the work been given to Tritent and strive for success.

"We believe in delivering what we have promised to. We give our cent percent effort for the dispute resolution and providing justice to our clients. Clients will be faithful towards you only if you are loyal to them, which we completely agree to, thus giving them our best. I believe that if you are a good leader you will work with your staff and be a good example for your team. I believe in working together with the team and providing with opportunities and incentives to the deserving staff-members," asserts Malhotra.

Further, Malhotra is of the view that Law should act as a tool for social reform and this should be taught to each and every lawyer. They should be made conscious of the legal impediments which India is currently facing and they should actively take part in eliminating these problems. Lawyers should themselves have a moral sense of being active elements in the machinery of the State. Lawyers should be made aware of their potential to revolutionize the social transformation; they should know the importance of law in changing the fabric of the society.

TAKING CARE OF YOUR 'LAW-RELATED NEEDS' WITH ITS BRILLIANCE

Vikas Jha | Business Connect



RAGHVENDRA P. SINGH

Founding Partner of CONCEPT LEGAL INTERNATIONAL

CONCEPTLEGAL INTERNATIONAL' is a Delhi based full service commercial law firm with cutting-edge specialization primarily in the area of real estate laws, corporate laws, general litigation and Intellectual Property along with allied services. 'CONCEPTLEGAL INTERNATIONAL' provides single window legal service involving litigation, dispute resolution and interface with the plethora of regulatory frameworks in a timely manner.

It specializes in several diversified areas of practice which include but are not limited to Intellectual Property, Dispute Resolution, Technology, Media and Telecommunications, Information Technology, Banking & Finance, Litigation, Advisory, Regulatory Compliance, Corporate and Real Estate laws. It has a dedicated team of specialists who specialize in handling matters related to Real Estate Laws and Due Diligence.

The firm provides services to several Public Sector Banks on wide ranging issues such as the drafting and reviewing of Corporate Documentation, Project Finance and the deployment of Internet Banking facility. The firm advises several banks and financial institutions on Internet Banking issues in India.

'CONCEPTLEGAL INTERNATIONAL' is well known in the industry due to increasing expertise in international commercial arbitration and intellectual property related dispute resolution. The firm is totally respon-

sible for handling the entire trademark portfolio of several leading companies from different parts of the world. The firm handles the patent portfolio of various multinational companies and the patent team is well equipped to handle a diverse range of patent applications in various fields including computer sciences and biotechnology.

An Ocean Of Best-In-Industry Services

The firm's key services in the Information Technology sector include advising, negotiating and drafting contracts in connection with procurement and delivery of IT systems and services, outsourcing projects and managed services, soft-

ware development and distribution, dispute resolution, joint ventures and other strategic alliances, e-commerce and Internet-based businesses, data protection, privacy and security, project finance and other funding arrangements, intellectual property management, enforcement and commercialization and regulatory compliance.

In the domain of Electronic Commerce, law and practice, the firm's services include advising on strategic alliances in the e-commerce field, establishment of e-procurement exchanges and multi-party trading arrangements, establishment and operation of web sites, design, hosting and maintenance agreements, online terms of trade, data protection and privacy issues, copyright protection and brand strategies, linking agreements, strategic partnerships, collaboration agreements and joint ventures.

The firm also specializes in advising and undertaking IT protocols for E-banking, payment systems for on-line transactions and compliance with financial services legislation. It also undertakes litigation, mainly civil and criminal litigations of general nature in District courts, High Court of Delhi, High Court of Uttarakhand at Nainital, High Court of Punjab & Haryana at Chandigarh, Supreme Court of India, Debt Recovery Tribunals, National Company Law Tribunal, Consumer Forums, and Labour Tribunals etc. It also provides advisory services to government, companies and individuals on issues relating to intellectual property rights, legal compliance and strategy to handle regular legal issues.

Stays Updated To Keep Your Interest Above Everything Else

The firm regularly reviews the law and regulations emerging on national and international level in the field of World Trade Organizations, investment regime of India, real estate, energy infrastructure, aerospace, highways and seaways, road transport, biotechnology and emerging issues in Companies Laws and Capital markets and advises the clients in order to cope with the changing legal atmosphere swiftly and with cost-effectiveness. The firm also advises and sort out issues arising in labour law regime and update clients on the changing scenarios of labour legislation and regulations framed under it on timely basis.

The firm provides effective and solution oriented guidance on issues relating to corporate compliance scattered over a wide range of legislations and rule/regulation framed under them in order to enable our clients to operate in hassle free atmosphere so far the legal issues are concerned. The firm mainly operates in real estate, banking & finance institutions, capital markets, energy, foreign trade, hospitals & diagnostic centres, oil & gas sector, and FMCGs.

'CONCEPTLEGAL INTERNATIONAL' also provides regular imputes to doctors & diagnostic centres and hospitals on emerging law and provides advice and compli-

ance related services in area of surrogacy, PNDDT, medical negligence, professional indemnity and regulatory interface with government departments and litigation arising out of these issues.

Clients

The firm has corroborated its excellence by serving many top notch companies in their segment. Some of those esteemed clients include SBI, Tata Energy, Delhi University, Hero Honda, ICICI Bank, Siemens Financial Services, and Gold Developers Private Limited, among others.

Know The Egghead Founder Of The Firm

Mr. Raghvendra P Singh is a leading practicing lawyer and founding Partner of 'CONCEPTLEGAL INTERNATIONAL'. He is enrolled as Member of Chartered Institute of Arbitrators- London. He has more than 14 years of rich experience in various field of Law primarily focused on real estate practice which includes due diligence reports especially covering the areas of Delhi NCR, Punjab, Haryana, UP, and Gujarat.

He has worked for various Public Limited Companies such as BLB Ltd, Kotak Mahindra Bank as an In-house Legal Head for Real Estate and Corporate Advisory. He is an expert in providing the end-to-end solutions to clients in real estate matters right from due diligence of properties, advising on commercial aspects including valuation of properties till the conferment of title of properties including residential and/or commercial properties with the Registries and various Authorities.

He has vast experience in litigation as well and has successfully represented clients before various Courts and FORA and has handled the issues related to employer/employee relationship, service contracts and their enforcements, recovery cases, execution matters, matrimonial matters, family disputes, maintenance and domestic violence etc.

Mr. Raghvendra P. Singh has also been featured on several leading news channels and newspapers for his insights on real estate laws and regulations and many more in the country, which are his core areas of expertise.



Raghvendra P. Singh

WHAT TO EXPECT, WHEN YOU'RE EXPECTING A CAR in 2019!

Business Connect Team

With 2018 being such an eventful year, 2019 has already set the expectations really high. It's that time of the year when car buyers are generously showering their buyers with a flood of discounts and year starting freebies to prepare them for new car launches of 2019.

The ambush of SUVs has been brutal in the previous year, but the coming year promises a promising car debut of a lot more than that. If you're not keen on SUVs, so be it, there'll be a car for all. From the suave and economical Hyundai Grand i10 to the chic and extravagant sedans like the BMW 3 series.

However, if you are in a dilemma about when to invest, let us give you a fair reason to make your buy now. Buying your car in the year start will offer you a better resale value eventually while you can avail the new launch discounts.

To further help you in taking a decision **BUSINESS CONNECT** brings you the following list of cars for 2019, you may want to consider buying;



FORD FIGO FACELIFT

All set to be launched with a new set of features of new upholstery inside, significant exterior update and more that will set its standards with the competition. They are adding a number of new elements in the upcoming model like rain sensing wipers, climate control, 6.5 inches of touchscreen infotainment, and more.

- Expected Launch: March 2019
- Expected Price: Rs 4.75 lakh-Rs 7.50 lakh

HYUNDAI GRAND I10

Anticipated to be launched in the second half of the year, the popular Hyundai hatchback, Grand i10 is all set to get a generation change. The revelation has come from the whistleblowers that the new baby is going to introduce with its smart alloy wheels, large new age cascading grille, wider head and tail lamps, a larger touchscreen, sunroof etc.

- Expected Launch: Mid-2019
- Expected Price: Rs 5 lakh to Rs 7 lakh



TATA 45X

This car is being introduced to the market with all new AlfaARC platform and other features like digital multi-info display, floating infotainment system etc. While each part of the news has been concentrated on the upcoming Harrier, there are other TATA products on launch as well, the Maruti Suzuki Baleno.

- Expected Launch: Mid-2019
- Expected Price: Rs 5.5 lakh-Rs 8.5 lakh

VOLVO S60

This one is expected to be launched in the coming year by the mid. No diesel engines are being added to this model, but to ensure efficiency it is coming up with two petrol hybrid motors. This one is luxurious and sporty all at once, being one of the best designed Volvo's in quite a while. This beauty hits a 0-100Kmph in a matter of 4.9 seconds with a speed limit to reach 250Kmph. There are upgrades in the motor in terms of brakes, suspensions, lighter wheels etc.

- Expected Launch: Mid-2019
- Expected Price: Rs 45 lakh onwards



MARUTI SUZUKI BALENO FACELIFT

Maruti is all set to give Baleno hatchback a facelift. Scheduled to be launched in the middle of the year, the car is being introduced in the market with fresh alloy wheels, smart LED DRLs, tweaked grille, and redesigned bumpers.

- Expected Launch: June 2019
- Expected Price: Rs 5.5 lakh-Rs 8.5 lakh



MARUTI WAGONR

This evergreen beauty is all set to be updated soon. The model is expected to be launched in India by early 2019. It is expected to arrive with cosmetic upgrades like touchscreen entertainment system and new interiors with fancy revamping. It is expected to get all an electric version by the year 2020, the pilot project of prototypes has already gone into testing in Gurugram.

- Expected Launch: January 2019
- Expected Price: Rs 5 lakh-Rs 6 Lakh



ISUZU D-MAX V-CROSS FACELIFT

Isuzu is all set to launch the upgraded version of D-Max V-Cross in 2019. The upgrades are scheduled to have a fog lamp, revamped grille, redesigned bumper, day lamps, headlamps and a lot more. It is also expected to have alloy wheels of 18 inches that have similarity with the mu-X.

- Expected Launch: August 2019
- Expected Price: Rs 14.32 lakh-Rs 16.31 lakh



BMW 3 SERIES

The all-new BMW sedan is ready to be launched at the fancy and glamorous Paris Motor Show by the end of the year. The 3 series is looking as sharp as it could and comes with a number of technological updates. It also is more spacious with an evolution in the terms of design like dual barrel headlamps, kidney grille and more.

- Expected Launch: July 2019
- Expected Price: Rs 32 lakh-Rs 48 lakh



HONDA CIVIC

Civic, yes, it is finally making a comeback in India after almost four years of gap. The new model is the curvy sedan that will be in the likes of Toyota Corolla Altis, Skoda Octavia or the Hyundai Elantra. The vehicle was already flaunted well in the Auto Expo in February in Delhi, with its substantial improvement in the leather used, touchscreen system and sunroof, it is the car to look forward to in 2019.

- Expected Launch: March 2019
- Expected Price: Rs 16 lakh-Rs 22 lakh



TOYOTA CAMRY HYBRID

Toyota is expected to launch its all-new sedan in both hybrid and standard form. The efficiency is being vouched for by the company for its 4-cylinder petrol engine and 88kW electric motor. This upcoming sedan is not just efficient, it is going to be a lot more dynamic than it was. With classy V-shaped grille, the new Camry is adding a bigger air dam and sleeker headlamps. There also is wireless smartphone charger and dual-zone climate control available like the standard one.

- Expected Launch: Mid-2019
- Expected Price: Rs 38 lakh-Rs 40 lakh



We hope this blog clarifies your apprehension and confusion about which car to buy and when. It will also make the process of decision making easier. So, waste no time, choose the car that best suits your budget and requirements. Cheers!



Alkanshree Dahar
Managing Partner



LAW OFFICES OF INDIA :

An international Law firm rendering the Best Legal Advisory and Consultancy Services

Yashasvi Khushu | Business Connect

Law Offices of India is an international law firm providing strategic, innovative and comprehensive legal services to its clients and cover the entire gamut of corporate and commercial laws.

In India they are spread across Gurgaon, Kolkata, Mumbai, Chennai, and Bengaluru while teaming with professionals of in-depth knowledge and experience in their respective fields. Internationally we have a Best Friends Agreement with Howard Kennedy in London and with Studio Legale Sidoti & Soci, a premier Italian Law firm. In Australia with have tied up with Auzworld for immigration matters. The firm prides itself in solving their client's cases with a unique combination of legal and practical expertise.

Alkanshree Dahar, Managing Partner, Law Offices of India

Alkanshree Dahar holds an L.L.B. degree from the Delhi University and was awarded Bachelor's Degree in Psychology (Honours) from Jesus and Mary College, New Delhi. She practiced for many years in London, and her areas of expertise are international arbitration and litigation, particularly in the Oil & Gas and Real Estate Sector. Her other practice areas are Joint Ventures and Intellectual Properties Rights.

Alkanshree Dahar has also represented many Hollywood and Bollywood actors and film producers and regularly speaks on numerous forums including major television channels such as New X, CNBC, Doordarshan, Star TV etc. who regularly invite her as an expert to speak on various legal issues. She has received many awards including Women Achiever Award 2017 for Outstanding Women, Outstanding Corporate Lawyer's award from the Hon'ble Union Minister for State Affairs, Rajesh Pilot and All India Organizational Entrepreneurial Confederation (AIOEC) in 1993 and corporate lawyer of the year award in 2003 from Indian Associated Industries Organization. She is actively involved with many NGO's and charities such as Angel Foundation, CSGCS where she lends her support to educate and empower women. She is also the promoter of 24x7 legal advice which is one of India's first online portal rendering free legal advice to people. She is also the Chairperson and President of Rights for All (RFA), a non-governmental organization involved with human rights and is an avid human rights activist with special focus on children and women rights. She is member of the Supreme Court Bar Association and Delhi High Court Bar Association of India.

Business Connect: How does your firm keep us with the latest needs of the market?

Alkanshree Dahar: As industries and businesses experience constant change, so does the legal profession; we strive continuously to provide advice with a high level of expertise coupled with innovation, to deliver the best possible results. The firm has extensive experience in rendering legal advisory and consultancy services to its clients on a wide range of matters relating to all aspects of commercial and corporate law. The firm also extensively advises its domestic and foreign clients on Joint Ventures, Foreign Investment, Project Finance, Infrastructure, Service Laws, Cross Border Transactions and Corporate Structuring and Restructuring.

Our main practice areas: Litigation, Arbitration, Foreign Investment, Joint Ventures & Technology Transfer, Intellectual Property, Media & Broadcasting, Environment, Alternate Dispute Resolution, Conveyance, Project Consultancy, Infrastructure, Corporate - Incorporation, Mergers and Acquisitions, Due Diligence, Restructuring, and Corporate Governance.

Business Connect: What kind of clients have you been in association with?

Alkanshree Dahar: We are privileged to represent a wide spectrum of clients like Lufthansa Airlines, American Airlines, Crain Energy, ABN Amro Bank, CONCUR, IOCL, MMTC, SAIL, Vedanta, Paytm, TATA AIG, Development Bank - Singapore, Honda Motors, Vedanta Group, Sony Entertainment and many more. We have with us a number of government and private companies associated with us. Our clientele extends across India and many foreign jurisdictions. Many of our team members have studied and worked in different countries, which equips them with invaluable insight into understanding the cultural needs and nuances of their client's legal requirements. Law Offices of India, in particular, has considerable expertise in dealing with the Indian Government, which still retains some control over investment and business activities in India.

Business Connect: Are you planning to establish the firm as a global brand? How are you going to do that?

Alkanshree Dahar: Law Offices of India has expanded its service capability by joining hands with Howard Kennedy LLP, London, only as 'Best Friends' to provide more robust and expert capabilities in India. The two firms jointly offer as best friends a complete range of high quality specialized expertise in International Commercial Arbitration, Corporate & Commercial Law and Intellectual Property Law.

We have signed 'Best Friend Agreement' with Studio Legale Sidoti & Soci., at Palermo & Padova, Italy. The firm is authorized to represent its clients before all judicial authorities in Italy, Spain and the rest of the European Community. The Sidoti & Partners Law Firm assists several of the largest Italian and global industrial groups, as well as a few Fortune 500 companies. Law Offices Of India is a part of "Australia India Business Council" focus group to facilitate investment, foster innovation, enhance skill development, protect intellectual property and build best in class manufacturing infrastructure in India which is focused on "Make In India Programme". We also have signed an MOU with Auzworld Migration Pty Ltd of Australia for providing the required legal services. Auzworld was established in 2006. They are a team of Registered Migration Agents of Australia, who specialize in providing professional advice on matters relating to Australian Migration, Visa Eligibility, Australian Education, Investment and Settlement processes.

Business Connect: How do you ensure the unbreakable faith of clients in your firm?

Alkanshree Dahar: The firm has achieved its impeccable reputation from the outstanding services rendered by it to numerous multinationals corporations, construction companies and local corporations, which it continues to enjoy till date.

We believe that services based on proficiency and qualifications are the pillars of success. Dynamic development of business requires a legal team able to provide effective solutions, based on experience in particular legal areas. We provide our clients with legal services in such areas where we can provide essential knowledge and experience. Our aim is to assist our clients by offering efficient legal support in order to help them perform their activities with sharp efficiency and edge.

In the journey of almost 20 years, Law Offices of India has been honored and accredited with trophies and certificates. Most recently they were named "Legal Consultant of the Year-2018" and also received an 'Award of Excellence' in the form of trophy and certificate of honor from a very reputed magazine group of the corporate world.

Debasish Moitra, Senior Partner, Law Offices of India



He holds a master's degree in commerce with an L.L.B. degree and is also qualified as a Corporate Secretary. Mr. Moitra has more than 26 years of specialization in corporate and commercial litigation, domestic and international arbitration, real estate laws, Intellectual Property Rights, infrastructure laws, labor and environment laws, banking and debt recovery laws.

He is actively acting as co-arbitrator with Retd. Chief Justice of India and Retd. Delhi High Court Judges in many high profile cases. Mr. Debasish also speaks regularly at various domestic and international forums and conferences.

Nivedita Sharma, Senior Partner, Law Offices of India

She has more than 25 years of rich experience in international corporate and commercial laws, arbitration, property, environment laws, Media & Broadcasting, Infrastructure & Energy Laws. Ms. Sharma acted as standing counsel for union of India in many high profile cases. Nivedita Sharma served as standing counsel for Union of India in Supreme Court.

She specializes in Environmental Law, Human Rights, Infrastructure, Family and personal law

She also took the case of Harishchandra, a young man who developed cancer due to constant exposure electromagnetic radiation since long periods of time as it was suspected that the radiation level from the tower was much higher than permissible. In India there is no policy of the government with regard to installation of mobile towers in and around residential areas and consequently the Supreme Court warned the telecom authorities to spruce up their policy keeping in mind the health risk in-



involved. Post Supreme Court order to discontinue the radiation from this particular tower and expressing its concern over public health issues the government is trying to bring in better policy and effective monitoring.

Shantha, Senior Partner, Law Offices of India

She has rich experience of around 3 decades in litigation, arbitration and corporate practices. She is known for her civil law practices, consumer, contractual issues, insurance service matters, real estate, property related litigation and Arbitration.

Advocate Shantha Devi Raman appeared on behalf of NGO Dignity India and raised the issue of huge pendency of cases in District Forums and state commission of Delhi, vacancy of members and staff positions, lack of infrastructure, untrained staff and not adhering to summary procedure by the State Commission and District Forums etc. Lack of strong will of the Govt. of NCT to adhere to the guidelines already framed by the central Government to curb such pendency in consumer forums is also one of the many reasons of such situation. She argued that the consumer cases remain pending in the Consumer Forums for a long period of 5 to 10 years,



which has defeated the whole object of this beneficial legislation namely Consumer Protection Act, 1986.

Chauhan Law Associates

Tapping Potential Legal Desks



www.chauhanlawassociates.com

Sugandh Bahl | Business Connect

Lawyers in our country have historically contributed immensely towards the effective dispensation of justice -Be it, the struggle for Independence, the framing of our Constitution, governance, or for fighting for the socio-economic rights of the poor and the downtrodden. Even as on date, we have some outstanding lawyers, inter alia, who are doing excellent work in this noble legal profession.

FROM THE INCEPTION

Incepted in the year 1999, "Chauhan Law Associates" possesses a huge network of advocates spread across the country i.e. From the Hon'ble Supreme Court of India to almost at all the Hon'ble High Courts situated throughout the country. The firm from its very inception has been working with a professional/honest approach and has



One such lawyer is Mr. Yudhvīr Singh Chauhan, who has an impeccable record of giving genuine valuable advice to his clients. Mr. Yudhvīr Singh Chauhan also happens to be a quick learner, who acclimatizes to the changing situations with ease and communicates patiently and effectively with fellow legal professionals and with the members of the general public. Currently, Mr. Yudhvīr Singh Chauhan primarily practises at the Delhi High Court and is also running his own law firm i.e. "Chauhan Law Associates". After the inception of his own law firm, Mr. Yudhvīr Singh Chauhan has successfully undertaken multiple matters pertaining to various Laws, be it civil/criminal/Quasi-Criminal/Quasi-Civil and more in nature.

been striving to achieve excellence in order to provide effective relief to the clients in the matters assigned. The firm is fairly well equipped and committed to providing practical/sound/genuine advice/solutions to the clients throughout the country. The firm even though is based in Delhi, however enjoys the distinction of being one of the firms, which has a presence throughout the country.

LITIGATION: A LIFE LONG LEARNING PROCESS

What Mr. Yudhvīr Singh Chauhan is today, it is only because of the sheer hard after work, dedication and passion that he has for this noble legal profession. Prior to establishment of the firm, Mr. Yudhvīr Singh Chauhan, joined the Chamber of Mr. M. M. Sudan, the then Senior Standing Counsel for the Union of India and as such acquired good knowledge and exposure in different fields of law under his guidance and it is only after his consistent efforts he was able to setup his firm. Till today, Mr. Chauhan strives with equal enthusiasm and zeal to live up to the expectations of his clients that includes;



"What makes us approachable to our clients, are the bright and talented lawyers who possess vast wealth of knowledge and have a proven record of providing indispensable advice to clients,"

-- Mr. Yudhvīr Singh Chauhan, Advocate

1. Providing accurate, timely and effective legal advice to the clients and fellow advocates practising in this noble profession;
2. Detailed analysis of the relevant documents in order to make the case of his clients effective;
3. Ensuring speedy delivery of justice/relief to his clients;
4. Effective drafting and pleading of the cases handled by him;

“Being a first generation Lawyer, I have evolved from the grass roots and can understand the hardships of the legal profession. One should be a quick learner who can easily absorb new situations and can communicate patently and effectively with both legal professionals and public. The legal professionals should constantly be focused on resolving legal issues and always looking for ways to improve and evolve processes. He/she should be skilled with the ability to assess the legal issues and produce professional results while adhering to rigid guidelines.”

- Mr. Yudhvir Singh Chauhan, Advocate

NOTABLE ACHIEVEMENTS

After his enrolment in the year 1999, Mr. Yudhvir Singh Chauhan commenced his career in the field of litigation under the blessings and guidance of senior members of the Bar. and has appeared in Courts throughout the country. The seniors and colleagues with whom he practiced together, inter alia, infused within him, the strict/high standards/norms of ethics of the Bar, which he cherishes and practices till date.

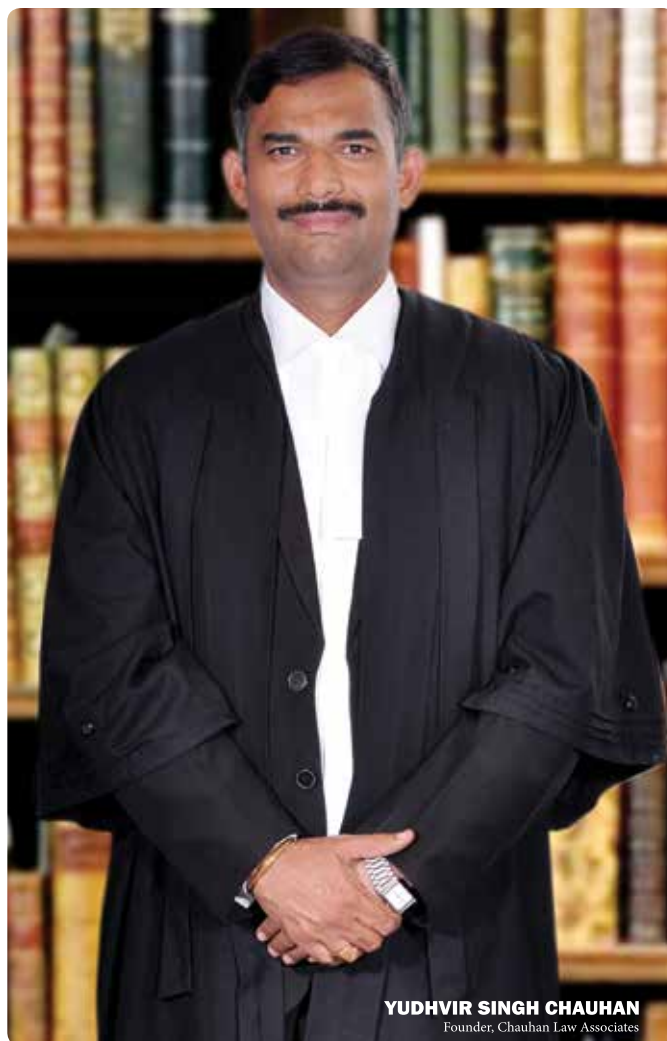
That in the year 2007, Mr. Yudhvir Singh Chauhan contested his first ever elections at the Delhi High Court Bar Association and was elected with thumping majority to the post of Executive Member. Being the elected member of the Delhi High Court Bar Association he got an opportunity to comprehend and solve various issues concerning the members of the Bar and the legal profession.

MR. YUDHVIR SINGH CHAUHAN HAD BEEN A COUNSEL PREVIOUSLY, INTER ALIA, HAVING THE FOLLOWING PANELS

1. Empanelled as Counsel for ‘Union of India’ for High Court of Delhi;
2. Empanelled as Counsel for ‘Govt. of NCT of Delhi’;
3. Empanelled as Counsel for the ‘United India Insurance Co. Ltd.’;
4. Empanelled as Counsel for the ‘GAIL (India) Limited’;
5. Empanelled as Legal Adviser/Consultant for the ‘Office of the Controller General of Defence Accounts’;
6. Empanelled as Counsel for ‘Land & Building Department of Govt. of NCT of Delhi at Delhi High Court’;
7. Empanelled on the panel of ‘Ministry of Railways’;
8. Empanelled as Counsel for ‘Delhi SC/SC/OBC/Minority & Handicapped Financial & Development Corporation’;

MR. YUDHVIR SINGH CHAUHAN IS A COUNSEL, INTER ALIA, HAVING THE FOLLOWING PANELS

1. Standing Counsel for ‘Directorate of Panchayat/ Goan Sabha’;
2. Empanelled as Counsel for ‘Delhi Jal Board’;



3. Empanelled as ‘Mediator’ by the Delhi High Court Mediation & Conciliation Centre.;
4. Empanelled as ‘Arbitrator’ by the Delhi High Court at The Delhi International Arbitration Centre (DAC).;

THE ROAD AHEAD

Mr. Yudhvir Singh Chauhan being resourceful advocate when it comes to providing effective day-to-day advice to clients on legal matters is also actively and sincerely devoted to the cause of Bar and has been tirelessly striving for the dignity and welfare of the Bar and the people. Mr. Yudhvir Singh Chauhan, inter alia, has never hesitated in opposing/raising concern if any wrong or unethical steps are undertaken, which are detrimental to the members of the legal profession and for the public at large. Mr. Yudhvir Singh Chauhan has in the past and is currently persuading the Executive Body of the Delhi High Court Bar Association to implement, the decisions for the welfare of the members in most transparent manner and also in accordance with the Bye-laws of the Association.

Mr. Yudhvir Singh Chauhan is also constantly thriving to introduce and implement certain welfare schemes for the members of the Bar i.e. medical reimbursement facility, family pension and group housing schemes for advocates. He is also taking up the said issues with the Bar Council of Delhi, Bar Council of India and other appropriate authorities constantly on a regular basis.



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The Subtle Scream Of The Glitches In The Indian Judiciary System

Business Connect Team

One of the oldest legal systems in the world, the Indian Judiciary System is still highly influenced by the features of the British law that were incorporated centuries ago while India was still under the colonial rule.

The framework provided by the supreme law of the country, the Indian constitution and the judicial system flaunt a history of the glorious independence era. It abides by the common law system that couples with regulatory and statutory laws. We also follow the adversarial system which happens to be of high importance for its unbiased perspective to present both sides of the story to present neutral to the judge, who further proved the judgment based on the evidence provided and the arguments made.

But like every system with amendments, the Indian Judicial Systems comes with its own set of flaws that reflects upon its weaknesses and defects and should immediately be reformed and accountable. Here are a few major problems that are faced.



CORRUPTION

Corruption is deep-rooted in a lot of institutions of the government in India and so is in the legal as well. The number of scams, rapes, murders, and atrocities that take place have highly put the legal system, judiciary, functioning process, ignorance to truth, in a negative light. The culpability is under the constant scanner, there have been cases of bribes being given to a number of high profile lawyers, judges etc. there is a dire need for immediate repairing of this culture.



PENDING CASES

With the maximum number of backlog cases in the world, Indian Judicial system is running on an all-time slow with close to approximately 30 million cases. And there is no end to the constant rise of this number, the need for more judges has been discussed a lot of times but hardly much is done about the same, implementation is either insufficient or late. And while the rich can get away with tapping on expensive lawyers, it's the mass of poor that mostly suffers the wrath. The slow pace not just delays the justice, it also keeps the prisoners awaiting in the prisons for their trials, eventually with a number of innocents spending their life behind the bars. For instance, the financial hub of India, Mumbai's industrial development has been suffering immensely due to the pending land dispute cases for years.

ZERO TRANSPARENCY



Lack of transparency is another great barrier that holds back the better of the judicial system. Over time we have come to understand that Right to Information (RTI) act has not proven to be enough organized and hence the issues like trust on law, quality, and liability of justice keep popping up among the citizens.

THE UNDER-TRIALS

The number of prisoners on under-trials is very high in India and these prisoners end up spending their entire lives in the prison waiting for their cases to come to some definite conclusion. And while at it, the agony and suffering of staying back in the prison defending themselves are far more than the actual time of sentence. These prisoners are not proven guilty unless they are convicted by the courts. On the other hand, the rich and influential people can fetch the police at the back, and they can pester or hush troublesome and the unfortunate, throughout the long trials in the courts.

ISOLATION OF THE LAW

It is of utmost importance that the judicial system of a country should be of paramount essentiality and an integral part of the society. It should as well ensure that participation and communications are of the relevance of the society. There are a number of countries out there that encourage participation of the citizens for a better outlook, but on the contrary in India, there is no such activity followed, which again is something that is derived from the colonial rule times. There is a need for change after more than 60 years of independence for the officers to come on common grounds with the people.

In spite of the advancements technologically and otherwise that has dramatically impacted the lives of the commoners in positive ways, the legal system of India still looks like carrying its shady past and subtly shouts for a change in its actions and ways.

No matter how hard we shout of being a developing nation, the fact remains that the judicial system is out of place and need an immediate tuning with more case sensitive democratic norms and procedures that validate each and every section of the society and not just the posh. The faster we structure the judicial system the better and immediate progressive bend will intercourse the society.



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