

# Report on

One-week Faculty Development Program  
on  
“Strategies for Rolling the Economy, Post Covid -19 Lockdown”

From 22/06/2020 to 26/06/2020

The department of management studies organized one-week faculty development Program 22<sup>nd</sup> June to 26, 2020. The FDP was conducted using Microsoft Teams up. The team of resource persons consisted of four inhouse faculty and industry experts from diverse sectors such as print media, pharmaceutical sector and education.

The following is the schedule of the events during this time:

SNo	Day and session	Date & Time	Sector	Name of the Expert
1	Day – 1 session 1	22.06.2020	Understanding COVID 19 Lockdown & its impact on the Indian Economy/important parameters of COVID 19	Dr. D. Pradeep Kumar
2	Day – 1 session 2	22.06.2020	Challenges and Opportunities for the Indian Economy	Dr. R. Varadarajan
3	Day – 2 Session 1	23.06.2020	Pharma sector	Mr. D. Ravichandran
4	Day – 2 Session 2	23.06.2020	Manufacturing sector Inbound Supply Chain	Mr. Suresh Babu Nathamani
5	Day – 3 Session 3	24.06.2020	Health Sector	Dr. Naveen Khaja
6	Day – 3 Session 1	24.06.2020	Manufacturing Sector	Mr. Deeso Manjila
7	Day – 4 Session 1	25.06.2020	Education Sector	Dr. MADHU
8	Day – 4 Session 2	25.06.2020	Tourism sector	Mr. Anil Kumar Gurung
9	Day – 5 Session 1	26.06.2020	Food Processing sector	Mr. Venkat Naidu Thota
10	Day – 5 Session 2	26.06.2020	Media Sector	Mr. A. D. Ranganathan
11	Day – 5	26.06.2020	Reflections and Valedictory	Dr. K. V. Geetha Devi

Full Name: **D RAVICHANDER**  
Designation: **REGIONAL BUSINESS MANAGER**  
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### Personal Profile:

A senior professional working for Serum Institute of India Pvt Ltd with extensive experience across sales, business development, product launching, multichannel marketing and market research and analysis. Skilled in designing and implementing innovative business campaigns. Effective communicator skilled at strengthening relationships across functions.

### Company Profile:

Serum Institute of India Pvt Ltd was founded in 1966 by Dr. Cyrus Poonawalla with the aim of manufacturing life-saving immuno-biologicals, which were in shortage in the country and imported at high prices. Thereafter several life-saving biologicals were manufactured at prices affordable to the common man and in abundance, with the result the country was made self-sufficient. Serum Institute of India Pvt Ltd is now the world's largest vaccine manufacturer by number of doses produced and sold globally.

Mr. Deeso Manjila  
Head – distribution Center  
Bhawan Logistics LLC, Muscat

# DEESO Manjila

## Supply Chain & Logistics Mgmt.

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Head – Distribution Centre (CDC)  
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deesomanjila@gmail.com

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Career Started 1993 in Sales of Ranbaxy, and then later Kurlon, Eveready & Wrigleys products.

Since 1999, transformed into a Logistics and Supply Chain Mgmt professional and got associated directly & indirectly (through Snowman Logistics, CEVA Logistics, DHL & Bahwan Logistics) with brands like Mother Dairy, Kwaliti Walls, Mc Donald's, Pizza Hut, Reliance Telecom, AirTel, Hutch, Heritage Fresh retail, Reliance Retail, APC Schneider, Apollo Tyres, Berger Paints, McAfee, HP, Pearson Penguin Publishing, Fab Furnish (ecom), Toshiba, Bayer, Baxter, NMC Pharma, RAK Pharma, Becton Dickson, BMW Spares, Mitsubishi, Ericsson, Nokia etc

To Summarize, hands on experience and exposure in handling following subfunctions of SCM:

Procurement, Storage & Warehousing, Inventory Mgmt, Primary, Secondary & Last mile Distribution, Reverse Logistics, Order2Pay Cycle mgmt activities of Sectors like Automotive, Spares & ancillaries, IT, IT Security & Telecom, E-Commerce, Modern Retail, Power mgmt., Printing, Publishing & Stationery, Paints, Pharmaceuticals & Healthcare, Cold Chain & temperature managed transport.

Apart from the above, Tariff & Costs Negotiations, Contract Development & Governance, Conflict Resolutions, ISO 9001 – 2015 Certifications – both First time & Recertification, Functional workflow mgmt. for ERP implementation & legacy tool relaunches, SCM Consulting also are handled for both inhouse and external parties.

Sincerely,  
Deeso Manjila

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Handled end to end retail mgmt. & SCM papers for MBA and PGDM students for various management institutions during the period 2010 - 2017

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### Profile of the Organization

Part of iconic Suhail Bahwan Group, (established in 1965 with a small trading shop ) Bahwan Logistics LLC (BLL) is a premier and path breaking (100% Omani registered, est in 1984) Supply chain service provider in the GCC market with formidable presence in all four basic functions of a Logistics services provider:

- International Freight Mgmt and Customs and Border Mgmt
- Distribution Centre and Warehousing
- Transportation (Road, Air & Ocean modes)
- Apart from the above, BLL is also involved in providing 4PL services on demand basis in collaboration with Bahwan IT LLC, another group company.
- Associations with various Ministries:
  - Ministries of Health – MoH; Defense – MoD; Oil & Gas – MoG (PDO, Oman Oil, Oman LNG);
  - Ports - Sohar & Duqm (Sea) Muscat & Salalah (Air)
  - Desalination Plants, Fertilizer Plants, Petrochemical Plants

- Apart from Ministry & public organizations, BLL is associated with & represent a lot of GCC & Global Brands for Services and as Network Partner
- Warehouse: Covered: 60,000 Sqm ( 645,000 SqFt); Open Yard: 40,000 Sqm ( 430,000 SqFt)
- Fleet: 122 vehicles (starting from 1Mt to 60 MT carrying capacities – Articulated Vehicles and trucks)

**Day 1** – After the inaugural address by the principal, Dr. C. Yuvraj, and the Convener of the FDP Dr. D. Pradeep Kumar, two introductory session were held as per the schedule above. These session laid the backdrop for the discussions to take place in the upcoming sessions. The participants expressed that the session were informative and kindled their inquisitiveness about the upcoming sessions

**Day 2** – The first session on the day 2 was on how the pharma sector is impacted by the pandemic and how the sector is working towards the preparation, clinical trials, production, and distribution the vaccine.

The second session was on the impact of the pandemic on the manufacturing sectors inbound logistics. The expert for the session was Mr. Suresh Babu Nathamani from Flsmidith, a diversified MNC. He discussed how the companies are reducing costs of operations and procurement through negotiations with suppliers and employees within the organization

**Day 3** – The second session was on the impact of the pandemic on the health sector delivered by Dr. Naveen Khaja. He talked about how the health care sector has geared up the available infrastructure to protect the people from the effects of the pandemic. He also informed the participants about how to protect oneself from infection  
The second session of the day was on the impact of the pandemic on manufacturing sector’s outbound logistics. The session was delivered by Mr. Deeso Manjila, Head of Distribution at the Bhawan groups CDC in Muscat. He discussed how the manufacturing sector is holding down the cost of operations by re-negotiating contracts with partners and within the organization.

**Day 4** – the first session was on education sector by Dr. Madhu, who discussed how the education sector has transformed itself to provide online classes for students. The sector has leveraged technology to provide value to the students who are looking forward to take up careers in divers fields  
The second session was held by Mr. Anil Kumar Gurung, who discussed about the difficult situation the tourism sector is facing with no visitors in any of the tourist spots. He also discussed how the tourism sector is modifying its operations in or to adhere to the standard operating procedure defined by the government.

**Day 5** – The first session of the day was handled by Mr. Venkat Naidu Thota, who discussed the impact of pandemic on the food processing sector, and how the sector is gearing up to face the challenges put forth by the pandemic  
the second session was held by Mr. A Ranganathan, who discussed how the media sector is struggling due to lockdown as there are no news to cover because all social activities have come to a standstill.

In the end Dr. K. V. Geetha Devi, proposed the vote of thanks and summarised the major points discussed during the FDP



# MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE

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## MITS School of Business



INSTITUTION'S  
INNOVATION  
COUNCIL  
(Ministry of HRD, India)

### National Level One Week Online Faculty Development Programme on "Strategies for Rolling the Economy - Post Covid-19 LOCKDOWN"

**Registration Fee: Rs. 100/-** From: 22.06.2020 to 26.06.2020 (15.00 - 17.00 Hours)

**Bank Details**

Name: Principal, MITS  
A/c number: 50200004213888  
IFSC code- HDFC0002435  
Branch: Madanapalle  
Registration Fee can also be paid through -  
Google Pay, Phone Pe  
9849768124 (Dr. D. Pradeep Kumar)

**Registration Code:**



**Industry on Post LOCKDOWN Strategies**

**E Certificate**

**Resource Persons:**

1. Dr. D. Pradeep Kumar
2. Dr. R. Varadarajan
3. Dr. K.V. Geetha Devi

 <small>Mr. Deeso Manjila Head, Distribution Centre (CDC) Bhawan Logistics LLC, Al Qaim, Muscat, Sultanate of Oman</small>	 <small>Dr. G M Madhu Associate Professor in Chemical Engg at SRMIST Institute of Technology, Kangalore.</small>	 <small>Mr. Anil Kumar Gurung HR Manager Grade - 1 West Bengal Tourism Development Corporation, West Bengal.</small>	 <small>Mr. Sureshbabu Nathamani Head, Group Strategic Procurement &amp; Central Office Functions Tata Steel Ltd, Chennai.</small>
 <small>Dr. Naveen Khaja Medical Superintendent M.S. Hospital, Madhavapeta.</small>	 <small>Mr. D RAVICHANDER Regional Business Manager Serum Institute of India Pvt Ltd, Kangalore.</small>	 <small>Mr. A D RANGARAJAN Special Correspondent Red HINDI, Tuguep</small>	 <small>Mr. Venkat Naidu Thota Asst. Manager HR &amp; Admin Vista Processed Foods Pvt Limited, Madhavapeta.</small>

**Registration Link: <https://bit.ly/2Y6ieou>**