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Symbiosis Institute of Business Management, Hyderabad



Symbiosis International (Deemed University)

Pune



Guest Lecture by

**Mahesh Iyer, General Manager -
Aurobindo Pharma
and
Tushar Ghai, Management Trainee
Aurobindo pharma**

Topic:- “Import Export Policies”

On September 18, 2018

Topic of gest lecture : Logistics and Export – Import Policies

Participants : III semester students of operations management specialisation of 2017-19 batch

Duration : 90 minutes

Guest faculty profile :

Mr. Mahesh Iyer (GM - Aurobindo pharma) and Mr. Tushar Ghai (Management Trainee - Aurobindo pharma). Mr Mahesh Iyer has more than 20 years of experience in supply chain logistics. His area of expertise is in export of pharmaceutical products to mainly USA and Importing the raw materials from Europe and China.

Delivery content :

The session started with the welcome address by Mr. Abilash Nayak who had been an intern with Aurobindo pharma during his SIP and worked closely with Mr. Mahesh Iyer. The lecture started with the introduction of what is logistics and its importance in various stages of supply chain. Then we discussed about differences between local and international logistics. International logistics in Pharmaceutical industry was elaborated using various scenarios that were encountered by Aurobindo Pharma.

Mr. Mahesh Iyer gave insights about import and export processes. Documents required for exporting the goods from our country, processes involved in air freight, custom clearance processes are covered during the lecture. Roles of IEC, CHA, CBIC, DGFT, Agreements between countries like Free Trade agreements are explained in brief

The importance in encouraging exports and offering concessions in taxes on certain products export and exports to certain countries are also explained. Various Operational processes involved in imports and List of documents required for filing bill of entry import are explained with roles of different departments.

Mr. Tushar Ghai gave us the insights about Insurance in each stage of logistics-from the procurement of raw material till the end of finished product being delivered to the importer was held.

Government Policies related to Imports and Exports was discussed by both the guests taking into consideration the Free-Trade Agreement along with its benefits. Types of containers, their uses while transporting different types of goods, Material handling in containers were explained. In addition, Cross functional relationship between departments, importance of their coordination in logistics are explained. Role of External contacts with logistics provider, customs and other consultants were highlighted during the lecture.

Finally the discussion ended with explanation of Incoterms - Uses and importance of Incoterms and basic incoterms like E-terms (The seller makes available its goods at their premises in order for the buyer to collect.), F-terms (The seller delivers the goods to a carrier appointed by the buyer.), C-terms (Require seller to contract for carriage at his expense) and D-terms (The seller bears all risk involved in bringing the goods to the buyer). The students adored the session and were enlightened with the knowledge and insights from this session

Students have shown great interest on this topic by actively participating in this interactive session.



Learning outcome

Students have got the first hand information on EXIM policies of pharmaceutical industry and logistics processes.

Felicitation :

At the end of the discussion both the guests were felicitated and Mr. Sabarna Maity delivered the vote of thanks.



Dr. Mohammed Laeequddin
Area Chair - Operations

Dr. Ravi Kumar Jain
Director
SIBM - Hyderabad