

Offset management tool





- 01 Does your offset compliance process involve too much manual work? Would you like to automate as an alternative?
- 02 What is your level of comfort with the comprehensiveness of your offset management process and compliance coverage?
- 03 Do you find it difficult to control the information and document flow from your Indian offset partners (IOPs)?
- 04 Do you have a mechanism in place to track the offset compliance status and system that provides you a cockpit view across all contracts and offset partners?
- 05 What is your ability to obtain the right information in the right formats directly from your offset partners, or from your own IT systems, for offset compliance reporting?
- 06 Do you want to make your offset management and compliance more efficient and effective?
- 07 Does your offset risk management programme have blind spots?

How efficient are you in offset compliance?

The regulatory process for defence offsets in India is complex and cumbersome, requiring immense coordination to manage the document flow from multiple offset partners for different offset contracts.

Typical issues faced by original equipment manufacturers (OEMs):

- Financial penalties imposed by the Ministry of Defence (MoD)
- Delay in approvals from MoD due to incomplete or improper documentation and MoD seeking documents through multiple iterations
- Lack of all the information necessary to comply with offset regulations
- Documents that may be required later not properly maintained by IOPs/OEMs

Typical issues faced by IOPs :

- Lack of complete knowledge about the set of documents and prescribed formats to be forwarded to OEMs
- Ineffective management of documents as per requirements of the offset guidelines

In case of non-compliance, what threats does your organisation face?

- Imposition of penalties
- Loss of management time and resources to salvage the situation
- Reputational loss
- Debarment from participation in future defence contracts for up to five years

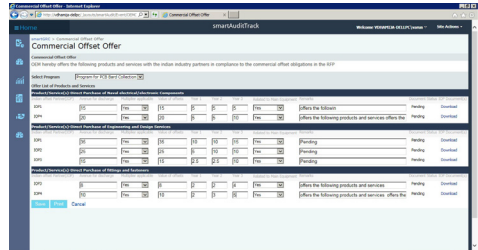
Integrated Offset Management Tool

PwC's solution to help you manage your offset compliance process effectively and efficiently

A web-based online application to help defence companies automate their offset compliance monitoring and management process, thus making it more effective and efficient

Key features

- Documents tracked and archived in a digital repository for all contracts and IOPs (paperless contract files)
- Management of right documents in the right formats
- Offset liability management and control
- Dashboard view of offset liability and compliance status across all programmes and all offset partners
- Help with documenting review: Maker-checker control
- De-risking of exit of people/time-lapse defaults
- One-point repository trail/evidence
- Configuration to manage workflow



Key benefits for OEMs

- Continuous monitoring of offset compliance process
- Variety of dashboards and reports providing relevant information
- Offset liability status report across contracts and partners
- Central reference repository
- Central digitised repository of compliance documents
- Document management in right formats
- Increased efficiency
- Lower turnaround time of document flow and submissions
- Fewer errors
- Reduced compliance costs
- Improved controls
- Maker-checker process for compliances and underlying sub-processes
- Mapping of right compliance to the right person



Key benefits for IOPs

- Effective process support to OEM partners in fulfilling their offset obligations
- Ease of document submission in right formats
- Continuous monitoring of document flow
- Multiple dashboards and reports to view a variety of information

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