



## Our Offerings

### Tax and regulatory services

PwC has worked with top-notch foreign universities, Indian colleges, K-12 groups, education services companies, private equity investors and corporate houses. We have developed in-depth expertise in devising regulatory compliant and tax-efficient solutions to meet client-specific requirements.

#### Structuring related

- Regulatory insights and assistance in obtaining approvals
- Entity registration
- JV agreement – exit options, commercial considerations
- Investment structuring/ jurisdiction analysis
- Optimal form of investee entity in India
- Opportunities under tax treaties to seek favourable tax positions
- Tax implications for third-party investors
- Withholding tax/service tax issues
- Tax-efficient cross-border services agreements
- Tax issues and solutions around human resources/ faculty deployment in India
- Social security/visa regulations

#### Operations related

- Drafting collaboration agreements/ MoUs in compliance with regulations
- Taxation of charitable entities/ accumulation/utilisation issues
- Implications of ‘related party’ transactions, such as domestic transfer pricing requirement

#### Impact of proposed new Direct Taxes Code

- Income accumulation and application requirements
- Method of accounting
- Income from assets held in non-specified investment modes
- Grandfathering
- Business not incidental to charitable activity
- Rollover relief

### Strategy, business planning and government advisory

We support universities, governments, corporate houses and institutions in the following:

- Sector vision and policy development
- Strategic planning and fund allocation
- Structural re-organisation and process re-engineering
- Programme innovation, strategy, implementation and management
- Service delivery improvement and social audit
- Public procurement and fiscal management
- Public-private partnership and community partnership
- Information and communication technology intervention
- Skill inventory and labour market information management
- Monitoring and evaluation

#### Information and technology enablement

Over the last several years, PwC has implemented a range of applications that have helped reputed organisations and institutes achieve various goals. We offer the following differentiators to our clients:

- Advice and assistance in systems integration and implementation: Students’ campus lifecycle management and e-Governance solution
- Implementation of ERPs like Oracle/PeopleSoft, SAP and Microsoft
- Assistance and advice on e-learning strategy and implementation
- Development of customised solutions
- IT effectiveness review, strategy and IT blueprinting
- Training to ensure ‘industry readiness’ of students
- Assistance in development of content management and archiving system
- Integration of mobile devices
- Management of application services
- Data security, mining and reporting intelligence

### Corporate finance

To maximise shareholder value, we advise corporate houses, institutions and investors on a variety of transactions including the following:

- Acquisitions
- Divestitures
- Mergers
- Private equity funding
- Debt syndication
- Joint ventures (JV) and other forms of alliances such as know-how transfer, etc.