

MCHI - CREDAI

# BIZMEET

Network For Networth

April 29, 2016

Venue: SOFITEL, BKC, MUMBAI

Strategic Partner

 HOUSING.COM

# ABOUT

## **MCHI** - **CREDAI**

Formed in 1982, it is the most prominent and the only recognized body of Real Estate Developers in Mumbai and MMR. Offering a common platform for various issues facing the industry, it has over 1800 leading developers as its members.

Members of MCHI-CREDAI account for 80% of the organized development of new residential and commercial properties in Mumbai and MMR. Recognized by the Government of Maharashtra and the Central Government, MCHI-CREDAI is a Member of Confederation of Real Estate Developers Association of India (CREDAI) the apex body for Private Real Estate Developers in India and is also affiliated with leading industry Associations like CII, FCCI, IMC and others. With a strong Membership of over 1800 leading Developers in Mumbai and The MCHI-CREDAI has expanded across MMR, having its own units in Thane, Kalyan -Dombivali, Mira - Virar City, Raigad and Navi Mumbai. MCHI-CREDAI works towards raising awareness among the General Public, Real Estate and Construction Industry while providing them with detailed information on new developments in and around Mumbai and MMR.



Indian Economy is on the threshold of a catalytic change that will have a ripple effect in giving the economy a major boost especially with proactive steps of the Government of India that is laying a strong foundation for an overall progressive economy. 'India as a country has become more aspirational and the constituency which supports growth has become bigger', said our Hon'ble Union Finance Minister, Shri Arun Jaitleyji, at the BANKCON held in Mumbai in October 2015 that was organized by CREDAI National & MCHI-CREDAI. The times couldn't have been better, especially when things have started to look up for the Indian Economy in general and Real Estate Industry in particular.

The swift implementation of the Ease of Doing Business, a landmark initiative by Hon'ble Chief Minister of Maharashtra ShriDevendraFadnavis, has removed major roadblocks in the way of progress of the Real Estate Industry that will certainly pave the way for a progressive development in the State of Maharashtra. This has only empowered us to tread on the path of fulfilling the mission of our Hon'ble Prime Minister of India, which is "Housing for All" by 2022.

The highly successful "Make - in- India" and "Make -in-Maharashtra" initiative from the Government, has created a very positive & conducive atmosphere to do business in India in general and Maharashtra in specific.

Driven by this upbeat scenario, MCHI - CREDAI is now

ready to host new initiatives like BIZNET – Business & Networking Forum on April 29, 2016 which is designed to create an interface between developers and allied industry players.

Allied Industry Players play a quintessential role in real estate development/construction business and a larger forum of interaction will certainly go a long way in identifying new techniques, better quality materials and higher standards that will ultimately benefit the real estate development.

This will also enable MCHI - CREDAI to give shape to the dream of millions of Mumbaikars as we developers need support of allied industry and this is where BIZ NET attains special significance. Towards fulfillment of this objective, MCHI - CREDAI is hosting BIZNET – Business and Networking Forum which is being positioned as ultimate networking platform for our developer members. BIZNET is focused on creating an interface between best-in-class buyers and sellers in an exclusive and captivating environment.

With so much happening around, BIZNET is a great initiative in all respects where Developers & Allied Industry players come face to face to add to the Mumbai's success story.

**Look forward to meeting you there!**

**DHARMESH JAIN**  
Biznet President



## From Convener's Desk

At MCHI – CREDAI, we believe in doing different things, differently!

BIZNET – Business & Networking Forum is one such event which is making its debut on April 29, 2016. This is a platform for creating interface between MCHI – CREDAI member developers and allied industry players.

You are invited to be part of this great initiative - BIZNET – Business and Networking Forum, hosted by MCHI-CREDAI. I hope that you are as excited as we are for this unique industry event. We have created this platform keeping in mind the various benefits to the participants like: Enhanced competitive advantage Boost visibility in the Real Estate fraternity, Differentiate your company from competitors, Showcase your services and products and increase brand awareness within the real estate sector.

Your brand will get an exposure amidst many top real estate Industry players.

Besides, BIZNET would also offer you a perfect platform to enhance your Brand visibility amidst focused target group. We are looking at a long lasting relationship with you through BIZNET and our goal is that you win by way of this interaction with the key decision makers from your counter party business entity.

As strong industry platform we at MCHI - CREDAI bring together prominent Real – Estate developers of Mumbai & MMR to work towards the development & housing needs of Mumbai & MMR. It voices its opinions on various issues with decision making authorities at all levels of the Government, thus spearheading its role as a Real Estate Apex body.

**BIZNET is an extension of this thought process where we want to contribute towards making MUMBAI, the city of dreams.**

**RAJEEV JAIN**  
Biznet Convener



# WELCOME TO BizNET

— NETWORK FOR NETWORK. —

MCHI-CREDAI brings you an Ideal Ground  
for alliance opportunities with Real Estate Giants

Top real estate industry players concentrating on your product

Enhance your brand visibility

Get a chance to showcase your products & services physically

Meet the buyers directly (procurement heads)

Ideal ground for alliance opportunities with real estate giants

Gives you an opportunity to gauge  
immediate customer responses



## WHY TO ATTEND

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TO CHANGE THE FACE OF  
REAL ESTATE INDUSTRY  
TO AN EXTENT WHERE  
EXTRAVAGANCE WILL ONLY BE  
UNDERSTATEMENT.

## NETWORK WITH

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150 DEVELOPERS  
60 PURCHASE HEADS  
20 ARCHITECTS

**EXCLUSIVE NETWORKING OPPORTUNITIES JUST A HAND-SHAKE AWAY. ALLIANCE OPPORTUNITIES WITH REAL ESTATE GIANTS.**

**INCREASE YOUR BRAND'S AWARENESS WITHIN THE REAL ESTATE SECTOR – DEVELOPERS.**

**ENHANCED COMPETITIVE ADVANTAGE, AND BOOST VISIBILITY IN THE REAL ESTATE FRATERNITY.**

**GAUGE IMMEDIATE CUSTOMER RESPONSE TO PRODUCTS, THEREBY FORMING A CRYSTAL PERCEPTION OF YOUR STAND.**

**SHOWCASE YOUR SERVICES AND PRODUCTS IN FRONT OF THE COUNTRY'S TOP REAL ESTATE PLAYERS.**

**SETS YOU APART AND PUTS YOUR BRAND ON A PEDESTAL FROM YOUR COMPETITORS.**



MCHI - CREDAI

**BIZMEET**

Network For Networth

## Knowledge partner



- CRISIL is a global analytical company providing ratings, research, and risk and policy advisory services
- Our defining trait is our ability to convert data and information into expert judgments and forecasts across a wide range of domains, with deep expertise and complete objectivity
- At the core of our credibility, built up assiduously over the years, are our values: Integrity, Independence, Analytical Rigor, Commitment and Innovation.
- CRISIL's majority shareholder is Standard and Poor's (S&P). Standard & Poor's, a part of McGraw Hill Financial
- CREST (CRISIL Real Estate Star Ratings) pioneered by CRISIL in 2010 with the agenda of improving transparency, credibility and objective benchmarking in the real estate sector
- Covers more than 300 projects across 50 cities in India at various stages of rating
- Assesses projects on: Sponsor Quality, Construction Quality, Legal Quality, Financial Quality and Innovation Quality



## ROLE OF CRISIL IN BiZNET

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RECOMMENDING 5 SCORING PARAMETERS AND GUIDELINES FOR SCORING ON EACH PARAMETER

DESIGNING A SCORING SHEET

SUGGESTING FORMAT / GUIDELINES FOR VENDOR PRESENTATION

PREPARING A SCHEDULE FOR VENDOR PRESENTATIONS AND SENDING EMAIL COMMUNICATION TO VENDORS ACCORDINGLY

MONITORING AND MANAGING PRESENTATION TIMELINES

COLLECTING SCORING SHEETS AND ANALYZING VENDOR WISE SCORES (APPROX 25,000 DATA POINTS ASSUMING 50 VENDORS \* 5 CRITERIA \* 50 ASSESSORS EACH SESSION)

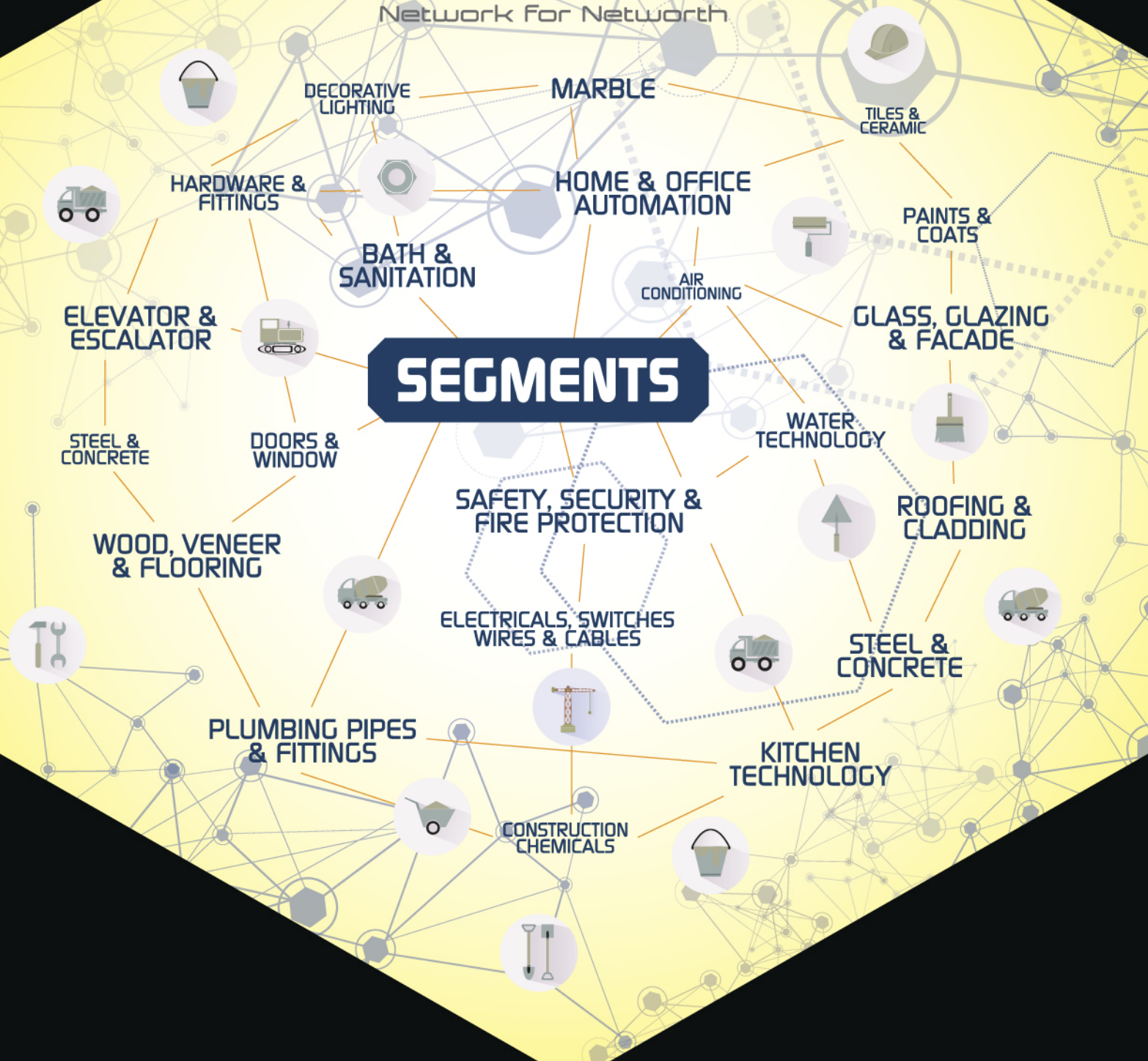
PRESENTING TOP 3 SCORERS AMONG ALL VENDORS

MCHI - CREDAI

# BIZNET

Network For Network

## SEGMENTS



DECORATIVE LIGHTING

MARBLE



TILES & CERAMIC

HOME & OFFICE AUTOMATION

PAINTS & COATS

HARDWARE & FITTINGS

BATH & SANITATION

AIR CONDITIONING

GLASS, GLAZING & FACADE

ELEVATOR & ESCALATOR



## SEGMENTS

STEEL & CONCRETE

DOORS & WINDOW

WATER TECHNOLOGY



ROOFING & CLADDING

WOOD, VENEER & FLOORING

SAFETY, SECURITY & FIRE PROTECTION



ELECTRICALS, SWITCHES WIRES & CABLES

STEEL & CONCRETE



PLUMBING PIPES & FITTINGS

KITCHEN TECHNOLOGY



CONSTRUCTION CHEMICALS





## KEY HIGHLIGHTS OF THE EVENT

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Purchase teams will get to explore  
the product market

Brands will get the opportunity to extend their  
reach to the builders

Networking session over lunch and gala dinner

Special MCHI-CREDAI rates from the participating  
brands to the participating builders

Platform to connect the Purchase department  
with manufacturer's directly.



## THE PROCESS

- 1 DAY CLOSED DOOR EVENT
- SPLIT INTO TWO SESSIONS (MORNING & EVENING)
- BRANDS WILL PRESENT THEIR PRODUCTS & SERVICES
- PRODUCTS & SERVICES SHALL BE MODERATED BY THE JURY PANEL BASED ON CERTAIN PARAMETERS
- POST PRESENTATION THERE SHALL BE ONE ON ONE MEETINGS WITH THE DEVELOPERS
- NETWORKING SESSION OVER LUNCH, DINNER & COCKTAIL RESPECTIVELY



**MCHI - CREDAI**

# BIZMEET

NETWORK FOR NETWORTH

<b>CATEGORY</b>	<b>PREMIUM</b>	<b>PLATINUM</b>	<b>PRESENTER</b>
<b>STANDARD RATE</b>	<b>7 LACS</b>	<b>4 LACS</b>	<b>3 LACS</b>
AV PRESENTATION	√	√	√
PRINT (MAGAZINE)	√	-	-
CHECKERED WALL	√	√	√
VENUE BACKDROPS	√	√	-
PODIUM BRANDING	√	-	-
FYLERS	√	√	√
STANDEES	√	-	-
ONLINE DISPLAY MCHI WEBPAGE	√	√	√
INVITATION CARD	√	-	-
CARRY BAGS	√	-	-
EVENT CATELOGUE (APRIL EXPO)	PREMIUM SINGLE PAGE	SINGLE PAGE	-
EDITORIAL COVERAGE (APRIL EXPO CATELOGUE)	HALF PAGE	QUARTER PAGE	-
DIGITAL DISPLAY OF YOUR ADS/AV (NOT EXCEEDING 60 SEC)	15 TIMES	10 TIMES	5 TIMES
PA ANNOUNCEMENTS	√	√	√
BAG INSERTS	√	-	-
DATABASE	√	√	√
LOGO & MENTIONS IN POST EVENT REPORT	√	√	√



## COMMITTEE



**Rajeev Jain**  
Biznet Convener



**Dipesh Bhagiani**  
Member



**Hemal Jain**  
Member



**Rohan Daisaria**  
Member



**S. Shahzad Hussain**  
I.A.S (Retd.)  
Chief Executive Officer



**TD Joseph**  
Head Events

## Team MCHI-CREDAI



**Bhumika Bhide**



**Madhulika Jain**



**Charmi Mehta**



**Fatima Mapari**

# MCHI - CREDAI

## MANAGING COMMITTEE



**Dharmesh Jain**  
President



**Vimal Shah**  
Immediate Past President



**Mayur Shah**  
President - Elect



**Nayan Shah**  
Vice President



**Deepak Goradia**  
Vice President



**Boman R. Irani**  
Vice President



**Harish Patel**  
Vice President



**Nallesh Shah**  
Hon. Secretary



**Sukhraj Nahar**  
Hon. Treasurer



**S. Shahzad Hussain, I.A.S. (Retd.)**  
Chief Executive Officer



**Bandish Ajmera**  
Special Project



**Rasesh Kanakia**  
Special Project



**Parag Munot**  
Special Project



**Sandeep Runwal**  
Hon. Jt. Secretary



**Lakshman Bhagtani**  
Hon. Jt. Secretary



**Mukesh Patel**  
Jt. Treasurer



**Jagdish Ahuja**  
Co-ordinator



**Pujit Aggarwal**  
Co-ordinator



**Domic Romell**  
Co-ordinator



**Jayesh Shah**  
Committee Member



**Nayan Bheda**  
Committee Member



**Sanjay Chhabria**  
Committee Member



**Shailesh Sanghvi**  
Committee Member



**Tejas Vyas**  
Committee Member



**Jitendra Jain**  
Committee Member



**Deepak Gundecha**  
Committee Member



**Sandeep Raheja**  
Invitee Member



**Munish Doshi**  
Invitee Member



**Navin Makhija**  
Invitee Member



**Rushank Shah**  
Invitee Member



**Pratik Patel**  
Invitee Member



**Rajeev Jain**  
Invitee Member



**Dipesh Bhagtani**  
Invitee Member



**Dhaval Ajmera**  
Invitee Member



**Shyamal Mody**  
Invitee Member



**Nikunj Sanghavi**  
Invitee Member



**Digant Parekh**  
Invitee Member



**Shailesh Puranik**  
Invitee Member



**Paras Gundecha**  
Past President



**Pravin Doshi**  
Past President



**Mohan Deshmukh**  
Past President



**Motatraj Munot**  
Past President



**Rajni S. Ajmera**  
Past President



**Ajay Ashar**  
President, MCHI-CREDAI  
Thane



**Pratul Shah**  
President, MCHI-CREDAI  
Kalyan Dombivli



**Ashit Shah**  
President, MCHI-CREDAI  
Mira Virar City



**Vilas Kothari**  
President, MCHI-CREDAI  
Raigad



**Prakash Baviskar**  
President, MCHI-CREDAI  
Navi Mumbai



**Late G. L. Raheja**  
Past President



**Late Lalit Gandhi**  
Past President



**Late Babubhai Majethia**  
Past President

**MCHI - CREDAI**

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