



Profile – Inspiration Global Technologies Private Limited

Dynamic and results-driven International Trade Advisor and Consultant with over 30 years of experience helping businesses navigate the complexities of global markets. Proven track record in facilitating cross-border trade, developing export & import strategies, mitigating regulatory risks, and supporting market entry and expansion in diverse regions including USA, Canada, Europe, Asia, and the Middle East.

Combines deep knowledge of international trade regulations, customs compliance, and trade finance with hands-on experience in building strategic partnerships, optimizing supply chains, and advising on free trade agreements (FTAs), WTO rules, and sanctions. Skilled in advising governments, MSMEs, and multinational corporations on trade policy, international negotiation, and market intelligence.

Core Competencies:

- Global Market Entry Strategy
- Trade Policy & Regulatory Compliance
- Export & Import Operations
- Free Trade Agreements (FTA), WTO, GATT
- Customs & Tariff Advisory
- Trade Risk Mitigation & Due Diligence
- Supply Chain Optimization
- Cross-Border E-commerce & Digital Trade
- International Negotiation & Stakeholder Engagement
- Foreign Direct Investment (FDI) Support
- Formation of EOU / STPI / BTP / EHTP / SEZ
- EXIM Audit
- FOREX Management



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- International Contracts Drafting
 - Valuation Services
 - Chartered Engineer Services
 - IRDA Approved General Insurance Services
 - Training On FTP

Industry Experience:

- Manufacturing & Industrial Goods
- Agribusiness & Commodities
- Technology & E-commerce
- Energy & Natural Resources
- IT & ITES Industry
- Health Care, Automotive, Chemical
- Government & Trade Promotion Agencies

Training & Education Impact:

- Trained **5,000+ individuals** including entrepreneurs, university students, customs officers, and trade professionals.
- Developed and delivered customized training programs for corporates, government agencies, and trade promotion councils.
- Guest lecturer and speaker at leading institutions and trade forums.



Future Goals & Professional Objective:

- **Aiming to develop impactful e-learning modules, interactive workshops, and certification programs** to enhance trade literacy and strengthen global competitiveness among MSMEs and international trade professionals, students under **business skill development initiatives**.
- Committed to **bridging knowledge gaps in export readiness, trade compliance, and market access** through accessible, high-quality digital learning solutions that empower individuals and organizations to succeed in global trade.

Notable Achievements:

- Advised a mid-sized & large size manufacturer in expanding to new international markets, increasing export revenue, International presence successfully.
- Supported trade compliance restructuring for a more than 500 company, reducing customs delays and penalties with 100% regulatory compliance.
- Served as lead consultant on various special projects improving export readiness for over 200 MSMEs.
- Enabled hundreds of SMEs to become export-ready through structured training and one-on-one mentorship.
- Led international trade awareness campaigns and workshops in collaboration with chambers of commerce and academia.
- Published over 10 books on International Trade, covering key topics such as export-import procedures, trade policy, documentation, global market entry strategies, and compliance—widely used by professionals, students, and training institutions.



Existing Business Support Services

We offer a comprehensive suite of services to support businesses engaged in international trade, ensuring compliance, efficiency, and competitiveness in the global market.

1. DGFT Services

Complete support for all **DGFT-related work**, including license applications, amendments, IEC registration, and policy interpretation.

2. Foreign Trade Consulting

Expert advisory on **international trade practices**, export-import strategy, trade compliance, policy advisory, and market access planning.

3. EXIM Audit

Comprehensive audits of **export-import activities** to ensure regulatory compliance, identify process gaps, and **maximize export incentive rewards**.

4. Formation of Special Units

End-to-end assistance in establishing:

- **EOU (Export Oriented Units)**
- **STPI (Software Technology Parks of India)**
- **BTP (Bio-Technology Parks)**
- **EHTP (Electronic Hardware Technology Parks)**
- **SEZ (Special Economic Zones)**

5. Customs & GST Advisory

Comprehensive guidance on **customs procedures, HSN classification, valuation, duty structures**, and **compliance with foreign trade regulations and GST laws**. Support includes import/export documentation, GST implications on cross-border trade, refund mechanisms, and regulatory updates.

6. FOREX Management

Professional management of **foreign exchange matters**, including transaction structuring, hedging strategies, and FEMA/RBI compliance.

7. International Contracts Drafting

Professional drafting and vetting of **international trade contracts**, including sales agreements, agency/distribution contracts, and joint venture agreements.



8. Valuation Services

Government-approved valuation services for a wide range of assets including Plant & Machinery, Electronics, IT Equipment, and Industrial Infrastructure.

Recognized and empanelled as a Valuer with multiple banks and regulatory bodies. Services include:

- Valuation for loans, mergers, taxation, insurance, and asset management
- Certified valuations for customs, and income tax purposes
- Empanelled with:
 - Central Bank of India
 - Canara Bank
 - Janata & Vishveshwar Co-operative Banks
 - Central Board of Direct Taxes (CBDT)
- Empanelment in progress with: Bank of Maharashtra, Bank of India, HDFC Bank, ICICI Bank, Karnataka Bank, Saraswat Bank, RBL Bank, and others.

9. Chartered Engineer Services

Specialized **engineering certifications and inspections** to support valuation, customs clearance, EPCG licensing, and project import documentation.

10. IRDA-Approved General Insurance Services

Authorized **Surveyor and Loss Assessor** for general insurance, including GIC policy issuance, claim assessment, and risk evaluation.

11. Training on Foreign Trade Policy (FTP)

Customized **corporate training programs** on India's FTP, DGFT procedures, export-import documentation, and trade incentive schemes.

12. Government-Approved Valuation & Logistics Support

Valuation for a range of assets and support in:

- **Customs clearance**
- **Freight forwarding**
- **Logistics coordination**
- **Survey and Inspection Services** (including ship valuation)



13. Miscellaneous & Specialized Trade Support Services

We offer a wide range of value-added and specialized services to ensure smooth and compliant international trade operations:

☒ Supply Chain & Cost Management

- End-to-end **supply chain strategy setup** for global trade operations
- Implementation of **Trade Transaction Cost Monitoring Systems**
- Preparation of **EXIM MIS** and actionable recommendations for cost reduction

☒ Customs & Related Party Transactions

- Support for **SVB (Special Valuation Branch)** cases involving related party transactions
- Full assistance in **customs clearance, freight forwarding, and logistics coordination**

☒ Export Incentives & DGFT/Customs Schemes

- Advisory and documentation support for:
 - **Advance Authorisation**
 - **EPCG (Export Promotion Capital Goods)**
 - **SEIS, Drawback, RoDTEP, ROSCTL, and Warehousing**
 - **AEO (Authorized Economic Operator) & RMS (Risk Management System)** compliance
- Assistance in **RoDTEP sale/purchase transactions**

☒ RBI & Financial Compliance

- Permission for **consignment exports** and **Merchanting Trade Transactions (MTT)** from RBI
- Conducting **Techno-Economic Viability (TEV) Studies** and preparation of **Detailed Project Reports (DPRs)**



Representation & Regulatory Disputes

- Expert representation before:
 - DRI, Enforcement Directorate (ED)
 - Customs Tribunals, PRC, Norms Committees, Export Promotion Councils (EPCs)
- Assistance in **withdrawal of DGFT/Customs notices, defaulter lists, and enforcement adjudications**

Insurance & Risk Management

- Issuance of **General Insurance Policies** (marine, fire, product liability, GHI, etc.)
- Licensed **Insurance Surveyor & Loss Assessor services** (IRDA-approved)

Licensing & Registrations

- **IEC issuance, modification, and updation**
- **AD Code registration** on ICEGATE Portal
- **Obtaining Export House Certificates**
- Registration with Export Promotion Councils: CHEMEXCIL, AEPC, Engineering Export Promotion Council, Services Export Promotion Council
- Handling **Deemed Export Licences** and **IGST Refund Claims**
- Resolution of **pending Duty Drawback claims** at Customs

Digital & Ongoing Support

- **DSC issuance** for DGFT and ICEGATE operations
- **Retainership Services** offered on an assignment or job work basis for ongoing compliance and advisory support



14. Business Support Services

Expanding our expertise to meet the evolving needs of exporters, MSMEs, and international trade professionals, we now offer the following high-impact services:

1. Fund Raising Services

Affordable and tailored funding solutions to support your **working capital, trade finance**, and business growth needs through structured finance, bank loans, and financial institution coordination.

2. EDPMMS Assistance

Specialized support for resolving issues related to the **Export Data Processing and Monitoring System (EDPMMS)** in coordination with **Authorized Dealer (AD) banks and Customs**.

3. IDPMMS Support

Expert coordination with **AD Banks and Customs authorities** to address matters under the **Import Data Processing and Monitoring System (IDPMMS)** for seamless import compliance.

4. Softex Compliance

Guidance and support in meeting **Softex filing requirements** under RBI regulations, ensuring accurate reporting of software export transactions via AD Banks and STPI/SEZ authorities.

5. Insurance Guidance for Export/Import

Assistance in selecting **cost-effective insurance solutions** for your export and import consignments, covering marine, cargo, transit, and credit risks.

6. Export Packing Credit Solutions

Advisory and coordination for **Export Packing Credit (EPC)**—short-term, pre-shipment financing tailored to exporter requirements with a focus on affordability and timely access.

7. Business Transition Consulting

Professional consultancy services to support **business transformation, succession planning, mergers, and diversification**, aligned with strategic management goals and stakeholder expectations.

8. SOP & MIS Development

Consultancy for designing and implementing **Standard Operating Procedures (SOPs)** and **Management Information Systems (MIS)** to improve operational control, transparency, and business reporting.

9. Comprehensive Business Performance Improvement

End-to-end business diagnostics and consultancy aimed at enhancing **efficiency, profitability, and competitiveness** through process optimization and strategic planning.