

**USHA INTERNATIONAL LTD**  
**(USS Department)**

**To : The Executive Chairman**  
**From : USHA Social Services**  
**Dated : 17<sup>th</sup> September 2019**  
**Subject: Proposal for training of 15 women on USHA sewing machines in association with TATA SIA Airlines Limited**

**Background / Purpose:**

Proposal for training of 15 women on sewing machines at Chakkarpur Skill centre, supported by TATA SIA Airlines Limited.

- 1) TATA SIA Airlines Limited is supporting HPPI (Humana People to People India) Skill centre in Gurugram for livelihood generation program.
- 2) TATA SIA Airlines Limited has expressed its interest in providing training to sewing trainers and participants of Skill centres.
- 3) *The training provided will thereafter be covered in inflight magazine of TATA SIA Airlines Limited under "we care".*

**Process:**

- 1) UIL will conduct training of 15 participants comprising a mix of sewing trainers and participants for 5 days on UJ sewing machines.
- 2) Cost pertaining to training raw material, certificates and one sewing machine (Wonder Stitch plus with cover) will be supported by TATA SIA Airlines Limited.
- 3) Cost pertaining to data profiling and 9 UJ machines (4 Wonder stitch plus with cover and 5 Stitch magic with motor) will be supported by UIL.
- 4) Women will be certified after successful completion of their training.

**Financials:**

- 1) The total cost to be borne by TATA SIA Airlines Limited will be **Rs 35,076 /- Plus applicable GST**. Details mentioned in **Annexure 1**.
- 2) The total cost to be borne by UIL will be **Rs 70,710 /- Plus applicable GST**. Details mentioned in **Annexure 1**.
- 3) 2 separate invoices to be raised by UIL on TATA SIA Airlines Limited against Sewing Machines and consultancy. Sewing Machines invoices will be raised from the location warehouse and Consultancy will be raised from the HO (Gurgaon).
- 4) Payment / Invoicing Terms:
  - Sewing Machines for Rs 11,288 /- Plus applicable GST as upfront (as and when machines will be purchased) will be paid by TATA SIA Airlines Limited.
  - Consultancy Invoice for 100% amount of Rs. 23,788 /- Plus applicable GST as upfront will be paid by TATA SIA Airlines Limited.
- 5) USS Program Coordinator will be given an advance of **Rs 9,000** for meeting the expenses of taxi hire charges/ other expenses and settle the same against proper bills/details of expenses at location office.



- 6) These expenses will be booked under commitment code SILA\_0088 of GL No.:469030 and FC104545.
- 7) GST will be charged as per the Government of India regulation.

**Impact:**

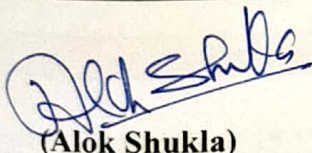
- 1) UIL will be able to reach villages of Gurugram.
- 2) Awareness about UIL and Silai School Program will be generated in these new villages.
- 3) Creation of an environment where community encourages learning sewing as skill, which will give them hope, confidence and opportunity for future.
- 4) Skill enhancement of community members so that they may be self-employed and improve their own livelihood.
- 5) Enhancement and upgradation of technical sewing skills of learners.
- 6) Brand visibility and Silai School program awareness through inflight magazine of TATA SIA Airlines Limited.

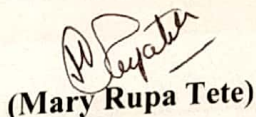
**Annexure:**

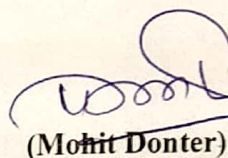
- 1) Budget details for TATA SIA Airlines Limited and UIL are attached in Annexure I.
- 2) The roles and responsibilities of TATA SIA Airlines Limited and UIL are given in Annexure II.


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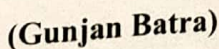
**SUBMITTED FOR APPROVAL**

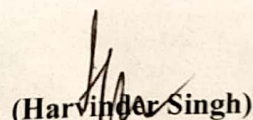
  
(Alok Shukla)

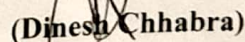
  
(Mary Rupa Tete)

  
(Mohit Donter)

  
(Rakesh Kumar Ahuja)

  
(Gunjan Batra)

  
(Harvinder Singh)

  
(Dinesh Chhabra)

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The above proposal is hereby approved.

(Executive Chairman)

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**Cost to be borne by TATA SIA Airlines Limited**

Annexure I

S.No.	Particulars	Amount (in Rs.)	GST (in Rs.)	Total (in Rs.)
A	Cost of Training of 15 women entrepreneurs for 5 days in batch of 15 WE	21,669	3900	25,569
B	Cost of Certificate for women entrepreneurs	2,119	381	2,500
C	Cost of sewing machines	11,288	1355	12,643
<b>Total cost</b>		<b>35,076</b>	<b>5636</b>	<b>40,712</b>

**Cost to be borne by UIL**

S.No.	Particulars	Amount (in Rs.)	GST (in Rs.)	Total (in Rs.)
D	Data Profiling of women in USS Software <i>(No payment to be made to outside vendor therefore NO GST)</i>	110	0	110
E	Cost of sewing machines	70,600	8,472	79,072
<b>Total cost</b>		<b>70,710</b>	<b>8,472</b>	<b>79,182</b>

**A. Cost of Training of 15 Women Entrepreneurs for 5 days on Usha Janome Sewing Machines**

Sr. No.	Main Particulars	With GST	Without GST (1)	Estimated calculated Cost (2)	Mark-up (1) - (2)
A1	Local Conveyance of Trainer for 5 days	2,213	1,875	1,500	375
A2	Overhead apportionment of USS Inspectress for 5 Mandays	10,082	8,544	6,835	1,709
A3	Raw material & Cloth for training of 15 women entrepreneurs	13,275	11,250	9,000	2,250
<b>Subtotal (A)</b>		<b>25,569</b>	<b>21,669</b>	<b>17,335</b>	<b>4,334</b>

**B. Cost of Certificate Printing and Lamination**

Sr. No.	Main Particulars	With GST	Without GST (1)	Estimated calculated Cost (2)	Mark-up (1) - (2)
B1	Certificate designing, printing and courier for 15 Women Entrepreneurs (WE)	2,500	2,119	1,695	424
<b>Subtotal (B)</b>		<b>2,500</b>	<b>2,119</b>	<b>1,695</b>	<b>424</b>



**C. Sewing Machine Cost – TATA SIA Airlines Limited Contribution**

Sr. No.	Main Particulars	With GST	Without GST (1)	Estimated calculated Cost (2)	Mark-up (1) - (2)
C1	Contribution of Partner TATA SIA Airlines Limited towards Sewing Machine Cost Model: Wonder Stitch Plus with cover (1 machine)	12,643	11,288 (Special Price)	6,900 (MAP)	4,388
<b>Total (C)</b>		<b>12,643</b>	<b>11,288</b>	<b>6,900</b>	<b>4,388</b>

**D. Data Profiling of women in USS Software**

Sr. No.	Main Particulars	With GST	Estimated calculated Cost (2)
D1	Women Entrepreneurs (WE) base line data profiling and data entry in Silai School Software (Manual data entry) for 15 women entrepreneurs (WE)  <i>(No payment to be made to outside vendor therefore NO GST)</i>	110	110
<b>Total (D)</b>		<b>110</b>	<b>110</b>

**E. Sewing Machine Cost – UIL Contribution**

Sr. No.	Main Particulars	With GST	Estimated calculated Cost (2)
E1	Contribution of UIL towards Sewing Machine - Wonder Stitch Plus with cover (4 machines) <b>Moving Average Price (MAP) - Rs 6,900 4 Machines @ Rs 6900.</b>	30,912	27,600
E2	Contribution of UIL towards Stitch Magic with Motor (5 machines) <b>Usha Janome Stitch Magic with Motor Moving Average Price (MAP) - Rs 8,600 5 Machines @ Rs 8600.</b>	48,160	43,000
<b>Total (D)</b>		<b>79,072</b>	<b>70,600</b>



## **Roles and Responsibilities**

### **Role of TATA SIA Airlines Limited**

- 1) Mobilize and shortlist 15 beneficiaries that have sewing and stitching and entrepreneurial skills to be a part of the intervention.
- 2) Facilitate the training of women entrepreneur at one place by motivating them to converge at a common point for training.
- 3) Ensuring that there is no drop-out of women.
- 4) Arrangement of training venue and other support. This would cover food and logistics, and travel costs of women during training.
- 5) Arrange cutting table, iron table and steam iron.
- 6) Allocate proposed project cost (training cost and one sewing machine cost).
- 7) Overall monitoring and program management.
- 8) Case studies sharing.

### **Role of UIL**

- 1) Allocating one trainer/inspectress for 5 days training
- 2) Certification to participants
- 3) Support cost pertaining to 9 sewing machines and data profiling

### **Criteria for the selection of WE**

- 1) She should have basic literacy / numeracy required for sewing.
- 2) She should have a flair for sewing. There could be women in the villages have stitch clothes for their family members. Women who know how to use a sewing machine would be preferred.
- 3) She should be confident to impart further training



# USHA INTERNATIONAL - GURGAON

## PRICE BUILD-UP

Rs/Unit			
PARTICULARS		Reference	Proposed
	Material Discription :-	SM WONDER STITCH PLUS WITH COVER	SM WONDER STITCH PLUS WITH COVER
	Materials Code :-	2011700015	2011700015
	Location :-		
<b>UIL Landed Cost</b>			
- PURCHASE PRICE (TOP)			
- PURCHASE PRICE (Table)		6847	6847
- PURCHASE PRICE (Stand)			
- FREIGHT-1st DESTINATION/NDC (TOP)			
- FREIGHT-1st DESTINATION/NDC (Table)			
- FREIGHT-1st DESTINATION/NDC (Stand)			
<b>- Total - Landed Cost</b>		<b>6847</b>	<b>6847</b>
Trade Schemes/OPC/Fitting Charges		653	0
Gross Margin -Amount		4351	4441
- %of Gross Dealer Billing Price		39.71	39.34
<b>GDBP</b>		<b>11851</b>	<b>11288</b>
<b>LESS : SELLING EXPENSES</b>			
- INTEREST - CREDIT PERIOD	30days @13.5% p.a	131	125
- TRANSIT / STOCKING	30days @13.5% p.a	152	152
- 2ND DESTINATION FREIGHT		25	25
- Inwarranty Servicing		55	55
- Publicity		415	395
<b>TOTAL</b>		<b>778</b>	<b>752</b>
<b>Net Margin - Rs.</b>		<b>3573</b>	<b>3689</b>
<b>- % to Selling Price</b>		<b>30.15</b>	<b>32.68</b>
<b>Invoice Price (without Tax)</b>		<b>11851</b>	<b>11288</b>
Reference Data			
Invoice Price (GDBP- Bill Discount) (W/o Tax)		11851	11288
NDBP (Invoice Price - balance schemes , including HO Markup)		11198	11288
<b>Breakup of Schemes</b>			
Bill Discount		0	0
Scheme		653	0
<b>Total should tallied with total scheme</b>		<b>653</b>	<b>0</b>

This working is not for porting in SAP.

Kaushal Choudhary  
(Dept. Manager)

S.K.Sharma  
(GM)

Harvinder Singh  
(SBU-Head)

Dinesh Chhabra  
(GEO)