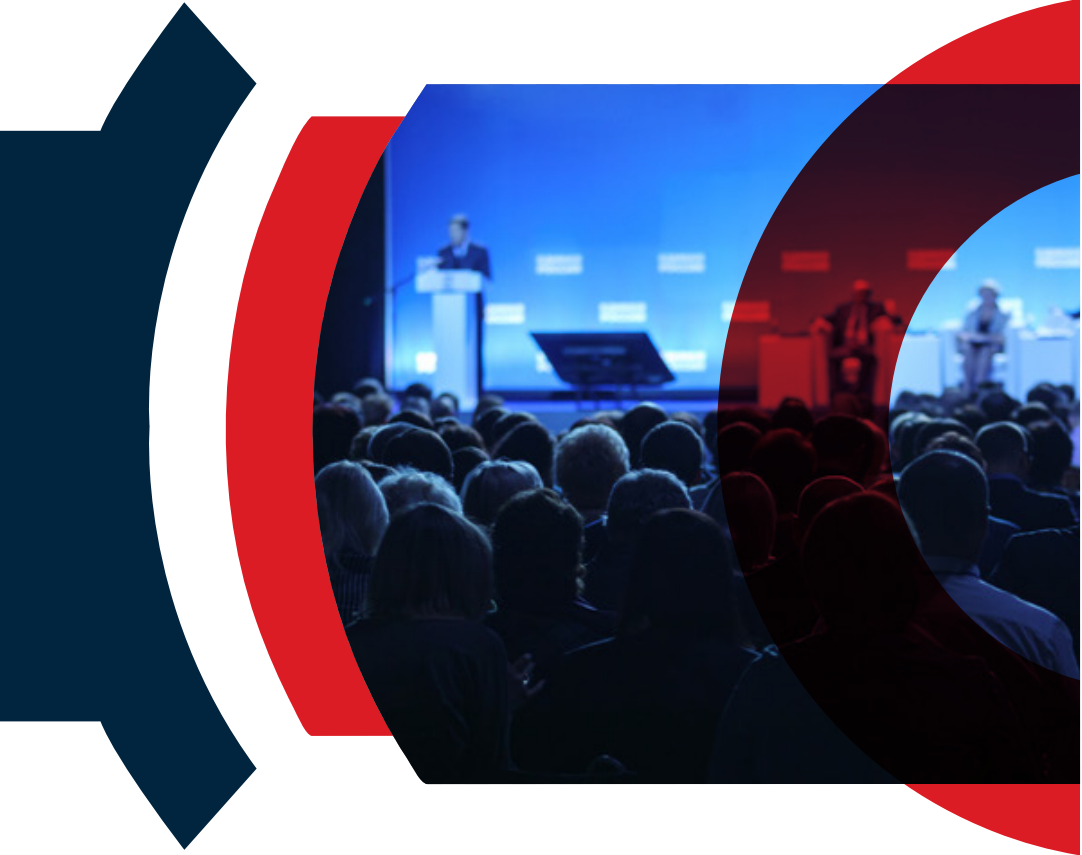




An initiative by
IRF TRUSTED MARK
THE INTERNATIONAL RETAIL FORUM SETTING CUSTOMER CENTRIC STANDARDS IN RETAIL.



RE.CONNECT
RETAIL EMERGE CONCLAVE
GOA 2023

Transforming Retailing in Emerging Markets

17th Feb, 2023
CICADE DE GOA

With largely recognized Tourism experiences, Goa is an emerging Economic Star of India. The state holds the highest per capita net state domestic product with strong infrastructure capabilities.

It is time that retail acknowledges its potential in the state and join the community to reshape retail in the emerging markets of Goa with opportunities like:

- 1 High Tourism Rate:** Goa is traditionally known as a tourist paradise and records the arrival of a high percentage of domestic and foreign tourists
- 2 Manufacturing Base For Leading Companies:** Goa is the manufacturing base for several leading companies which directly or indirectly leads to low-cost materials
- 3 The State Budget:** A major part of the state funds of Goa is to be allocated for urban development, Urban Transformation, Smart City Mission, and much more which opens up opportunities for retail brands to establish their identity in the Goa market
- 4 Manpower:** 67% of Goa's population is between the working age of 15 to 59 years and actively looking for job opportunities, which clearly indicates your retail will have good Human Resource



Retail Emerge Conclave - Proud Launch



Ralph de Sousa
President
GCCl



Manoj Caculo
Director
Caculo Group



Ajit Parulekar
Director
Goa Institute of Management



Kirit Maganlal
Founder & CEO
Maqsons Supercentre



Biyas Roy
Director
Arambagh's Food Mart



Hari Kaul
Chairman
Retail Trade Committee GCCl



Santush Kumar Pandde
CEO
IRF Trusted Mark



Jayen Naik
COO
Nexus Malls



Kapel Malhotra
Founder & MD
Total Solutions Group



Vikas Singhal
Chief Strategist
ScoopSense

The Organizers...



IRF Trusted Mark

The IRF Trusted Mark is the world's first certification for retailers that informs and assures consumers that the retail business meets the quality requirements of being 'customer centric'.

We help retailers and shopping centres establish the credibility of their retail business' commitments, practices, quality, system, and infrastructure that satisfy the sales expertise needed in the fast-paced industries with IRF Trusted Mark.

The ISO/IEC:17065 accorded certification process is awarded to retailers and shopping centres who exhibit superior quality services and match all levels of IRF Trusted Mark's audit stages.



GCCI

Goa Chamber of Commerce & Industry (GCCCI) is Goa's premier non-profit business, support services, and networking organization. Representing and liaising with SMEs, Corporate Organisations, and Government bodies.

Membership of the chamber opens up a rich resource of free essential business information, a busy and interesting events calendar, discounted conference facilities, and much more.

GCCI works hard on the mission to promote and protect the interests of trade, commerce, and industry. Building opinions while suggesting pro-active options for enhancing the competitiveness of business and industry by interacting with policymakers and experts.

We aim to build a robust Goan economy with state-of-the-art infrastructure establishing Goa as the foremost state in Tourism, I.T., Education, Logistics and Pharma.



Re.Connect

Retail Connect is a quick platform that assists retail industry professionals to find a wide array of solutions — each designed to be shopped, purchased, and managed with a few clicks, in a few minutes.

That is, agents with different solutions and services are exclusively available here (Re.Connect) for brands to find trusted service providers across different solutions like auditing, merchandising, digital security solutions, SaaS, financing, human resource, and many more.

Re.Connect acts as an online and offline medium where service finders can meet solution providers on one platform with just a click. Re.Connect is designed to get results with a lot of focus on bringing business-to-re*tail solutions. Our digital interface enables service providers to be visible, discoverable, and contactable by key decision-makers and meet potential clients, as we streamline the chain of sales that saves time and effort.

Re.Connect - is here to build the symbol of synergy for the retail of India.

AGENDA

Direct Connect With Retail Leaders, Key Decision Makers and Take Wonders of Retail Commerce to Billions With 6+ hours of learning on

10:00AM - 11:00AM Opening Ceremony

- >> Addressing the event by GCCI
- >> Introducing Re.Connect by IRF Trusted Mark
- >> Opening Statement by Hon'ble Chief Minister of Goa

11:00AM - 12:30PM

Session 1: Role of Government and Businesses in the development of Trade opportunities, framing of policies, and encouraging skill development

Moderator: **Mr. Ralph DeSousa**, President, GCCI

Followed by Speakers:

- **TBD**
- **TBD**
- **TBD**
- **Mr. Kirit Maganlal** – Founder & CEO, Magsons Supercenter Chain of supermarkets
- **TBD**
- **TBD**
-

12:30PM - 1:30PM

Session 2: Reshape Retail with Trade Policies & Business Support Functions for Local Businesses

Moderator: **Mr. Manoj Caculo**, Imm Past President, GCCI and owner of Panaji city's largest shopping mall.

Speakers:

- **TBD**
- **Mr. Ajit Parulekar** – Director, Goa Institute of Management
- **Mr. Hari Kaul**, GM, CMM Arena and Chairman of the Retail Committee of GCCI
- Representative from the Atal Incubation Centre, GIM
- **TBD**

1:30PM – 2:30PM

Lunch

2:30PM - 3:45PM

Session 3: Change the Way you Focus on Customers & Details for Retail Shops and Shopping Centers with IRF Trusted Mark

Moderator: **Mr. Santush Kumar Pandde** – CEO, IRF Trusted Mark

Speakers:

- TBD
- **Mr. Jayen Naik**, COO of Nexus Malls
- **Ms. Biyas Roy**, Director, Arambagh's Food Mart
- TBD
- TBD
- **Mr. Kirit Maganlal**, Founder & CEO, Magsons Supercenter

3:45PM - 5:00PM

Session 4: Digitalization of Retail Industry – SaaS in Retail

Moderator: TBD

Speakers:

- **Mr. Vikas Sehgal** – Chief Strategist, ScoopSense
- TBD
- TBD
- TBD

5:00PM - 5:45PM

Session 5: Discussion on Future vision for Goa's Retail Markets

Speakers:

- TBD
- TBD
- TBD
- TBD



Engage in the Future of Retail Development and get access to insights and tactics accompanied by 101 mentorships with certified masterclasses scheduled as -

11:00AM - 12:30PM

Topic - How to Deliver 360-degree Customer Service in your Retail Store
By **Mrs. Sangeeta Vernekar**

12:30PM - 1:30PM

Topic - Easy steps to take your existing business online
By - **TBD**

1:30PM - 2:30PM

LUNCH

2:30PM - 4:00PM

Topic - Step Up your Retail with Store Design, Visual Merchandising & Brand Building
By **Mr. Rajan Vernekar** – Partner, Rave Design

4:00PM - 5:30PM

Topic - Learn how to utilize appropriate software & IT infrastructure in Retail
By - **TBD**



What to Expect

Goa is largely recognized for its exquisite Tourism experiences, Goa is an emerging Economic Star of India. The potential is huge and it is clear that Goa traders as a community are looking to be boosted by intellectual and infrastructural support, to power the state's Modern Retail Revolution.

Re.Connect - Retail Emerge Conclave Goa 2023, powered by IRF Trusted Mark, is expected to attract representation and active participation from leading brands of retail and shopping centres from all across the country. India's prominent and C-Level executives and key decision makers from retail, shopping centres, and the retail support industry are expected to attend this extraordinary event to gain knowledge, suppliers, business, partners, and networks in the retail industry.

Here you get to learn from the leaders of the Retail Industry as they talk about preparing Retail for the new generation market.

Appear and attend the breakthrough discoveries as businesses exhibit their specialized solutions and services for the Retail Industry.

Why Attend?

Re.Connect - Retail Emerge Conclave Goa 2023 is going to be one influential business event for retail, shopping centres, and retail support industries of India. The country's leading retail companies, international brands, and decision-makers from the retail and technology will be participating in business opportunities like:

1. **Key Partnerships:** Meet leading retailers and brands for collaborations that benefit your brand and business.
2. **Networking:** Personally connect with suppliers, brands, and other retailers in a way that isn't possible virtually.
3. **Finding solutions:** Learn from featured experts who have proven strategies for overcoming your business's problems. Also, get a chance for a one-on-one conversation with keynote speakers during our networking session.
4. **Learning about new technology:** Take the masterclass and learn about the latest retail technology straight from the developers.

What are the Exhibition Opportunities?

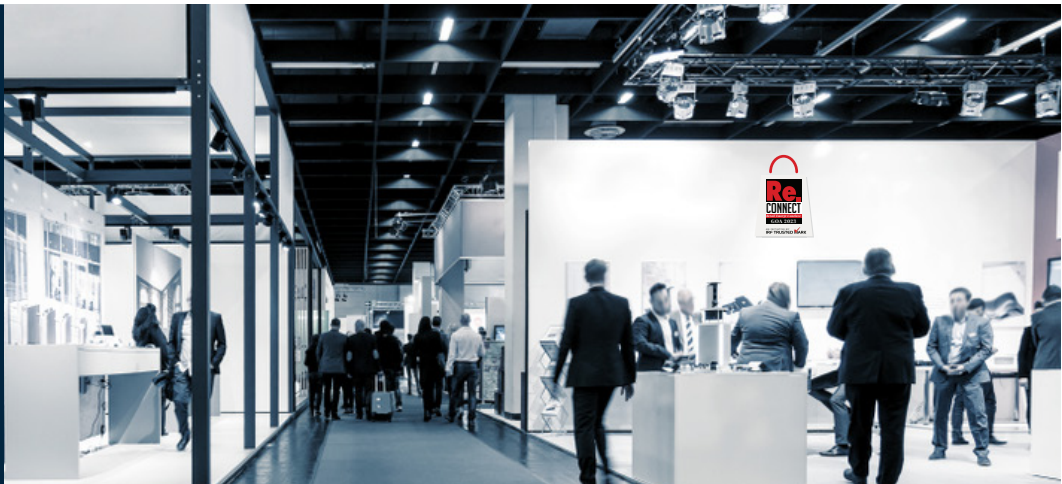
Re.Connect - Retail Emerge Conclave - Goa 2023 will bring in the top multinational and local retail houses and shopping centres which will actively look for services and solutions for their retail businesses to grow and expand. Providing your business an ideal stage to meet and connect with prospects, close deals with face-to-face marketing while speaking directly to your target market, and getting a chance to listen to their fast feedback.

Showcase your services, solutions, and innovations that can benefit the Retailers and expand your sales while building strong working relationships at Retail Emerge.

Why Sponsor?

Gain a competitive advantage over others at Retail Emerge Conclave and showcase your brand at all stages of the event with special acknowledgments and branding facilities.

(we will need more information on this, that is what all benefits will be provided to sponsors like brand video display, exhibition, special announcements and so on).



Registration Details

EVENT

Delegate Pass* ₹3500

*Includes access to all Conference Sessions + Delegate Lunch

Delegate Pass + Networking Cocktails* ₹4500

*Includes access to all Conference Sessions + Delegate Lunch + Evening Networking over cocktails and refreshments

MASTERCLASS

Masterclass* ₹3500

*Includes access to all four masterclasses during the event + Lunch + Certification.

Masterclass + Networking Cocktails* ₹4500

*Includes access to all four masterclasses during the event + Lunch + Certification + evening networking over cocktails and refreshments.

CONTACT DETAILS



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<https://irftrustedmark.org/reconnect-go-2023>