



# ProEdge Consulting

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PROFILE

# Agenda

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Outsourcing (KPO)**

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# Introduction

Our roots go back to **1986**, when Chartered Accountant firm G. L. Dokania & Co was formed to cater to various Accounting, Taxation and Corporate Law Compliance needs of clients

ProEdge Consulting caters to Knowledge Process Outsourcing (KPO) needs of its clients and was formed as a natural extension of our existing services in financial services space.

Firm continues to grow with an excellent balance of young professionals working with the dynamic veterans.

The firm has founded its professional practice on the philosophy of being client focused, reliable and transparent in its dealings.

Our Vision is to maintain highest levels of professional ethics combined with client satisfaction through efficient and timely services.



# Our Services

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# Services - Snapshot

- Accounting & Book-keeping
- Taxation (Direct & Indirect Tax)
- Corporate Law & Compliance
- Audits (Statutory, Tax, Internal, Concurrent, Branch, GST, Stock, Management, PF)

Traditional



- Fund Planning & Financing
- Financial Advisory
- Due Diligence
- Management Accounting

Advisory & Assurance



- Knowledge Process Outsourcing (KPO)
- Securities & Financial assets valuation
- Services for start-ups
- SME Advisory

New Age



# Knowledge Process



# We Record...

## Book keeping

Preparation of Chart of Accounts, customized to your industry

Record keeping of all sales, purchases, payroll, expenses

Recording cash deposits, petty cash, loan and interest entries, taxes, advances, cheques issued, capex and fixed assets entries, just to name a few

We ensure correct and timely recording of **ALL** your transactions

## Accounting

Interpretation, analysis and classification of your financial data

Generating various financial reports, including profit & loss account, balance sheet & cash flow

Financial planning and analysis including financial forecasts

Highlighting and monitoring key performance areas over various reportable periods

## Inventory

Month end inventory adjustments

Identification of slow moving or dead inventory

Economic order quantity and Inventory turnover

Discovering best procurement pricing based on comparison across vendors

Management reports and frequency can be customized as per your specific needs

# We Reconcile...

## Receivables

Customer invoicing and reconciliation of receipts

Follow up with customers to ensure timely payments as per credit policy

Generating receivables ageing reports for Management review

E Invoicing (where applicable), e.g. for Government Ministries and Department receivables

## Payables

Handling all kinds of monthly as well as ad hoc payments, including utilities and payroll

Supplier follow ups and payables reconciliation to ensure accurate payments

Liaison for getting approvals of credit terms from suppliers

Supplier query handling and resolution / settlements of old outstandings, if any

Creditors ageing reports

## Internal controls

Bank Reconciliation

Design, implementation and strengthening of internal controls and procedures around receivables and payables

Comparison and analysis of actual performance vis-à-vis budgets and targets

Assistance with GST, Tax & Corporate filings



# We Reassure...

## Trained and skilled resources

- Available for any commercial or financial role you want us to play

## Reliable services and transparent pricing

- Do not need to pay for idle resources, only pay for services availed

## Available 365 days

- We are your trusted partners, available 365 days a year for meeting any business needs

## Customisable services

- Additions or modifications to services can be made as WE grow your business together

## Continuity of services

- No business disruptions, no risk of attrition impacting your work, we have enough backup resources

## Data Confidentiality

- We take Client confidentiality and data protection seriously, data is used and shared on a need to know basis, even within our organisation

# Benefits to Management

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# Why work with us...

Reliable, Efficient,  
Transparent and Client  
focused with a solution  
oriented approach

Dedicated and  
experienced personnel  
for all your needs,  
supervised by our  
Senior team

Minimum cost reduction  
of 50% as against your  
local resources

We give you personal  
attention and  
collaborate to find  
solutions to any of your  
needs

We take complete  
ownership of the  
transactions and  
processes delegated to  
us

Proven track record of  
servicing client needs in  
the financial services  
sector for close to 40  
years now

Continuous feedback  
and dialogue in order to  
achieve process  
improvements and  
enhance efficiency

All the benefits of  
outsourcing are  
available to you when  
you choose to deal with  
us

We can leverage on  
skilled manpower  
available at our  
execution location  
(India) to provide you  
cost benefits

Experienced and  
Professional  
Management, which has  
dealt with Multi-  
Nationals as well as  
Domestic Corporates

# Case Study – Sales recon for F&B (SG)

## F&B Sales Recon Dilemma

- F&B sales are bifurcated primarily in terms of food and beverages sales. The sales receipts are from various sources, for e.g.
  - ❑ Cash payments; Direct bank transfer; Credit cards (Mastercard, Visa, Amex, UnionPay etc.); Debit cards (various providers)
  - ❑ Online food sales aggregator platforms for e.g. Grab, Foodpanda, Deliveroo etc; Online sales (own website) where payments are processed by payment platforms such as Stripes
  - ❑ Credit sales (for e.g. to Government Departments and Ministries, hosting events for Corporate Houses)

## Our value proposition

- ✓ We track sales receipts into bank as per agreed timelines, different payments modes have different deliverables
- ✓ Reconciliation of actual cash flow with regards to agreed commission for each mode of payment
- ✓ Raising E Invoices for sales to Government Departments and Ministries, followed by reconciliation
- ✓ Act as Liaison between F&B outlet and customers (with credit period) to address any queries to facilitate payments
- ✓ Monitoring regular deposits of cash into bank accounts by outlets and reconciliation with actual cash sales

A close-up photograph of several people's hands stacked together in a circle, symbolizing teamwork and collaboration. The hands are of various skin tones and are wearing professional attire, including white and light blue shirts. One person is wearing a watch with a brown leather strap. The background is a plain, light-colored wall.

# Our Team

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# The Lead



Mr. Amar Goenka is the Founder of ProEdge Consulting and continues to spearhead its growth. He is a Seasoned Corporate banker with over 18 years of experience in handling Corporate Banking portfolio (Domestic and MNC).

In depth experience and track record in various aspects of Corporate Bank such as Relationship Management, Credit Assessment, Business Development, Risk Management, Investment Banking, Sustainable Finance, Network Leveraging, Account Monitoring and Documentation.

Handled clients across diverse sectors such as PSUs, NBFCs, FMCG, paint, cement, auto ancillary, infrastructure, power, chemicals & fertilizers.

Mr. Goenka has worked with MNC banks such as BNP Paribas, The Royal Bank of Scotland NV and ABN AMRO Bank NV handling their Corporate Banking business. He started his working life with SBI Capital Markets Limited in their Investment Banking division.

In terms of education, he completed MBA from Faculty of Management Studies (FMS, Delhi) in the year 2003 post having completed Chartered Accountancy (2000) and Company Secretary (2001) courses.

# Our Team



Mr. Girdhari Lal Dokania passed Chartered Accountancy course in the year 1980 and has more than 40 years of post-qualification professional experience. Post a stint in Corporate life, he started G L Dokania & Co. in the year 1986.

He has worked with professionally managed Corporates in capacity as a trusted partner. He has experience of handling Corporate affairs in different areas over more than 4 decades.

He has a thorough understanding and knowledge of Indian laws and regulations, as well as the complex Corporate taxation system.

He has helped many organisations to set up business in India and operating it smoothly. His skills at tapping opportunities and solving complicated cases have brought a solid sustained success rate.

# Our Team



Ms. Puja Miharia has overall 10 years of working experience in the areas of accounting and taxation. She became a member of The Institute of Chartered Accountants of India (ICAI) in 2019. She has also completed Certificate Course on Concurrent Audit of Banks conducted by ICAI in 2022.

She has been conducting Bank Branch Audits, Statutory & Tax Audits, Internal Audit and GST Audit of large & medium scale enterprises including Listed Companies and providing services in the field of Accounting, Taxation & Company Law matters. She has been actively engaged in development of internal controls systems for various entities.

Her professionalism and expertise to serve clients to their satisfaction has always been the inspiration for all in the organization. Her extensive knowledge and hard work are the pillars of this firm.

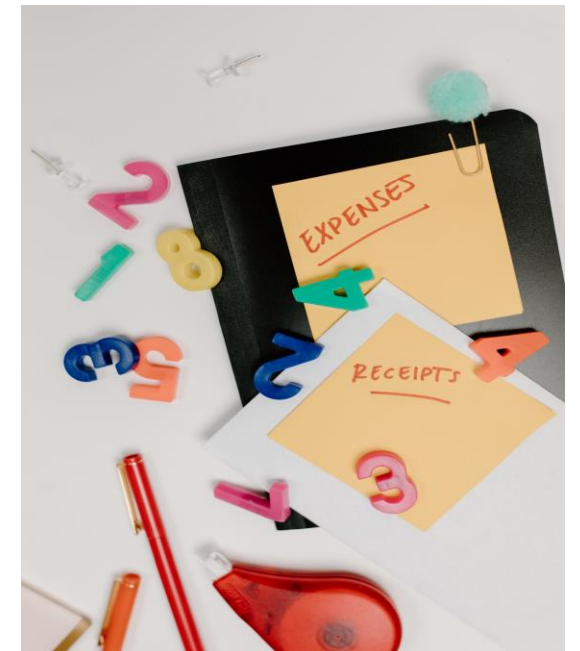


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We have a pool of skilled and qualified professionals ready to serve your needs. It is a judicious mix of experienced and young entrants with background in accounting, finance and taxation (graduates/post graduates and CA/CS professionals)

Over the years, we have been servicing clients across diverse industries such as F&B, Metals & Mining, Pharmaceuticals, Infrastructure, Construction, Cement, Real estate, Logistics, Banks & NBFCs, Hospitality, Information technology, Textiles to name a few.

Whether you are looking for services to assist your business to grow and prosper, or as an individual to secure your financial future, we have a team of dedicated professionals ready to listen and work with you to achieve your goals seamlessly.



# Contact Card

## Mr Amar Goenka

+91 98307 10200

amargoenka@gldokania.com

## Mr G L Dokania

+91 98300 52152

gld@gldokania.com

## Ms Puja Miharia

+91 89814 04886

pujamiharia@gldokania.com

## Office

9, India Exchange Place

6th Floor, Suite No. 11

Kolkata - 700001

West Bengal, India

## Fixed line

+91 33 2210 2981

+91 33 4803 5191

## Email

proedge@gldokania.com

## Website/Social Media

[www.gldokania.com/proedge-consulting](http://www.gldokania.com/proedge-consulting)

[www.linkedin.com/company/proedgeconsulting](http://www.linkedin.com/company/proedgeconsulting)



# Thank you



We look forward to working together.

