

YLC News

MONTHLY NEWS LETTER

From the Chairman

It is my pleasure to present the next edition of YLC newsletter.

We received very positive feedback on the previous editions, and I would like to thank you all for your support and encouragement.



Vineet Agarwal

National Chairman YLC, AIMA

We are happy to inform that Young Leaders Council now has an online directory of all its current members, which is password protected and login details are member specific and has been shared with members individually.

It was a pleasure to meet Delhi NCR chapter members recently at a networking meet at Ojas art Gallery, all members present had a good networking time and Learning about Indian Contemporary Art. I urge other chapters to also interact and organise events regularly. YLC secretariat will be happy to support.

In month of April, we will have a

YLC session at the AIMA National Leadership Conclave on "Millennials' India: Managing Transfer of Power to the Young"

Please extend your continued support in increasing membership and activating Chapter level activities.

I encourage and request members to give feedback on the newsletter and proactively contribute to make it even more interesting and beneficial to readers.

YLC Office Bearers

Vineet Agarwal

National Chairman YLC, AIMA

Pranav Pai

National Vice Chairman

Radha Kapoor Khanna

Forum Chair

Suraj Dhingra

Chairman – Events

Nakul Saxena

Chairman - Membership

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Young Leaders Council Networking Meet

AIMA, Young Leaders Council Delhi NCR chapter organised networking meet by Member Mr Anubhav Nath, Director Ojas Art Gallery on 13th February 2019. The event was started with a quick introduction of new Members. Mr Vineet Agarwal, National Chairman, YLC & MD, Transport Corporation of India Limited briefed about the YLC happening followed by a presentation done by Mr Anubhav Nath on 'Indian Modern and Contemporary Art'

The meeting was attended by Members by Mr Vineet Agarwal Chairman YLC MD TCIL, Mr Suraj Dhingra Sr Executive Producer Teamwork Arts Pvt Ltd, Mr Roshan Shankar Advisor Government of NCT of Delhi, Mr Karthik Sharma Director Agnitio, Mr Avinash Yadav CoFounder and CEO Vigyanta Diagnostics Pvt Ltd, Mr Anubhav Nath Director Ojas Art, Mr Hardik Kapoor Co Founder And Director Jewelsify Commerce Pvt Ltd, Mr Deepak Jain Partner Bain & Company, Mr Hitesh Agarwal Head COEs and Business Partner Lava International Ltd. and Mr Anurag Saboo Founder & Director Eggsup. The programme was very well received by the members.



Mr Vineet Agarwal, National Chairman YLC and Mr Anubhav Nath, Director Ojas Art



(L-R) Ms Rajni Yadav; Mr Avinash Yadav; Mr Roshan Shankar; Mr Karthik Sharma; Mr Roshan Shankar; Mr Vineet Agarwal; Mr Anubhav Nath; Mr Deepak Jain; Mr Hitesh Agarwal; Mr Hardik Kapoor; Mr Anurag Saboo and Mr Sanjay Grover

Management Report

Disruptive Technologies that can Transform India

Embracing digital disruption The wave of digital disruption

This is a report by AIMA–PwC.

The impact of technology in the last decade has been so profound that it can raise the productivity levels of our workforce, transform the way businesses work today, and help re-imagine how essential services can be delivered to improve lives. It has become evident that the technology landscape of India is undergoing a rapid transformation with start-ups and innovation incubators coming into the equation and enabling

innovative thinking, thus helping to solve real-world needs and derive revenue streams by exploring new business models.

New technologies such as artificial intelligence, blockchain and augmented reality (AR) have taken the world by storm. This is indicative of the fact that there is a shift from the “consumption of information” to “consumption of experiences”, which is the true essence of a customer-centric approach. Speaking of customer perspective, exciting possibilities have opened up, such as bringing live in-stadium experiences to homes and interactive classroom teaching where students can actually experience history, rather than just reading it out of a textbook. From an industrial perspective, some technologies such as AR have been touted to usher in a new cognitive revolution. In today's world, people and workers are increasingly multitasking and attention spans have begun to narrow—a phenomenon termed cognitive overload. The management science research firm Basex has estimated the cost of cognitive overload to be at least 900 million USD3 annually because of lowered employee productivity and reduced innovation. A basic investigation into the causes of such overload would lead to the not so obvious fact that our physical and digital worlds have been diverging





from one another, siloed in their respective forms and representation. In such a scenario, AR, with its ability to bring about a convergence between our physical and digital worlds, seems to have just the prerequisites required to effect such a revolution.

Organisations across the world are today exploring different emerging technologies that can help them disrupt their market and change the way they look at business operations. A major aircraft manufacturing company has had remarkable success in increasing the performance of workers assembling a mock airplane wing. On similar lines, a leading multinational logistics firm showed a substantial improvement in the item selection process at their warehouse in the Netherlands. Such successes have led to organisations exploring the capital benefits of such solutions applied across the value chain. India can look at exploring this technology and look at adopting it and bringing it to mainstream operations. Indian business powerhouses have taken a cue from global organisations and started to embark on digital transformation journey.

Today, technology has become an intrinsic part of our daily lives. With an extremely amorphous socio-political system and economic reforms being carried out, it is encouraging to note that the government acknowledges the transformative power of technology and sees it as an enabler for the change that young aspiring India looks forward to. The Indian government has taken up many initiatives such as Digital India, Aadhaar, the

Smart Cities initiative, GSTN, digital payments, and digitising education. All of these indicate that the Indian landscape is bound to get transformed, and this change is supported and driven by emerging technology that has the potential to disrupt and add value to businesses by opening up new revenue streams and transforming how they do business today, to stay relevant and stay ahead. With increased penetration of smartphones and the creation of connected devices, network companies have realised the potential of the data explosion. They have started believing that 'data is the new oil' and have hence embarked on the digital transformation journey to monetise insights and gain benefits in the long run.

To read full report

[CLICK HERE](#)

Management Article

A healthy option

Fifty-five year-old Lata was diagnosed with rheumatoid arthritis, one of the common autoimmune diseases. Owing to chronic swelling and stiffness in her joints, her physician instructed her to stay at home and take complete rest. The quandary was apparent: how could she buy medication regularly if she was supposed to be in bed? Her daughter, Tara, who stayed in another city decided to order medicines for her ailing mother from an online pharmacy. All Lata had to do was provide a valid prescription and the medicines were delivered at her doorstep. Technology has grown in leaps and bounds and the healthcare sector has benefitted the most. Today, with digital technology permeating every aspect of our lives, consumers can avail themselves of better facilities in the comfort of their homes.

For India to be a veritable digitally advanced nation, e-health will provide the much-required foundation for excellent quality of and better access to medical services. This will also eventually lead to a transparent and efficient healthcare system.

Whether it is scheduling lab tests online or installing a biometric system for tracking patient information, the Digital India vision for healthcare is empowering citizens to make smart and meaningful use of technology.

Growth of e-pharmacy startups in India

According to industry experts, the e-pharmacy sector has great business potential and is expected

to grow from an \$18 billion market to \$55 billion by the year 2020¹. Several startups specialising in the pharmaceutical sector have witnessed keen interest from early-stage investors to capitalise on India's growing healthcare e-market. The annual production of pharmaceutical products in India is valued at over ₹2 lakh crore, which makes the country one of the largest manufacturers of

Patients unable to make daily or weekly trips to the pharmacy, especially the elderly, benefit largely from such platforms.

pharmaceutical products in the world. Online pharmacies have contributed significantly to transforming the global pharmaceutical distribution chain. With the introduction of technology in the sector, a more systematic platform is in place wherein it is possible to

trace all medicines to the manufacturers, access logs, track any illegal drug consignment, and crackdown on counterfeit medicines. Moreover, online pharmacies help consumers save a lot of time and discourage self-medication. No medicines can be sold online without valid prescriptions. Unlike offline pharmacies, a patient cannot buy his/her choice of medicine online, as suggested by a friend or a relative to treat his/her illness. The sale of restricted medicines such as Schedule X medicines cannot be done online unless a valid prescription is provided and examined by a pharmacist.

Shift from offline to online pharmacies?

The introduction of e-pharmacies has effected a shift in the buying pattern of consumers. Convenient and safe options, attractive discounts, doorstep delivery, and hassle-free services have attracted consumers. Patients unable to make daily or weekly trips to the pharmacy, especially the elderly, benefit largely from such platforms. In order to serve consumers better, several e-pharmacies track the date of purchase of medicines and send a reminder to the customer of the next date to order, helping them maintain the regimen.

Challenges faced by e-pharmacies

Though e-pharmacies look like a promising trend today, the business is challenged by several regulatory issues. The pharmaceutical business comes under the purview of the Drug and Cosmetics Act, 1940; Drugs and Cosmetic Rules, 1945; Pharmacy Act, 1948; and Indian Medical Act, 1956. What the sector continues to lack is a well-defined dedicated law to govern it. All the laws related to e-commerce are defined under the Information Technology Act, 2000. India lacks concrete laws defined for different verticals in e-commerce, which means that e-pharmacies are also under the purview of this common Act. The authorities who look into the operations of e-





pharmacies are incapable of comprehending the provisions stated under the IT Act and there are high possibilities that different inspectors and controllers interpret the law differently.

The regulation is a Central as well as a State licence subject under a rigid system of inspectors and controllers. So, it is not uncommon to see different interpretations and views take shape due to the lack of understanding. Further, archaic laws

and impractical regulations, make it difficult for e-pharmacies to operate.

The Food and Drug Administration (FDA) of India often adopts a biased approach towards e-pharmacies despite them adhering to all necessary rules and regulations. The All India Organisation of Chemists and

Druggists (AIOCD) and other organisations have raised concerns about the safety aspect of online pharmacies. While online pharmacies have helped generate data for the government to monitor public health and revolutionised the way

consumers access healthcare, the lack of proper regulatory and implementation-boosting mechanisms is proving to be a bane.

In the US, online pharmacies are governed by the same laws that are in place for offline ones. Both are required to have licenced pharmacists and a valid prescription.

A customer no longer needs to worry about the high cost of medicines as e-pharmacies provide attractive deals and discounts on medicines.



Are more customers switching to online purchases?

While the future seems bright for new entrants in the e-pharmacy space in India, there is an urgent requirement for well-defined laws for the smooth functioning of their business. Unlike offline stores, where at times people are forced to wait in long queues to buy medicines and haggle for change, online stores eliminate all such inconveniences. A customer no longer needs to worry about the high cost of medicines as e-pharmacies provide attractive deals and discounts. So, customers have the option to avail themselves of the best possible deals unlike at offline stores that sell medicines on maximum retail price. With the convenience to shop anytime, anywhere, get free delivery, and other assisted services, an increasing number of consumers is inclined to shop for medicines online. Online pharmacies not only have the potential to

save people from several health implications but also bring into effect a more transparent system. Neither can medicines be hoarded illegally nor can poor-quality medicines be maintained in stores. With tracking facilities made feasible by e-players, a consumer can file a complaint or report health issues after consumption of the medicine.

Online pharmacists are not just a more convenient and cost-effective alternative to their offline counterparts, but are a more trustworthy and safer platform to rely on for all medicinal needs. India's healthcare landscape has great potential to improve substantially with the birth of more online players that will empower consumers to access high-quality and affordable healthcare services.

<http://www.livemint.com/Companies/EGTOILRRNF0T3J4OfUg9SN/Will-online-pharmacies-work-in-India-and-are-they-even-lega.html>

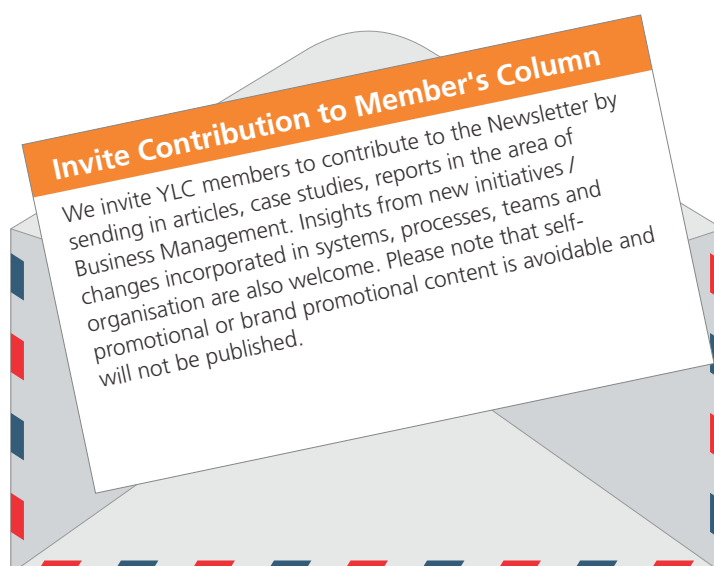


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Disclaimer:

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Member's Column

How Music Can Build the Workplace of the Future

This article is contributed by Ms Bindu Subramaniam, YLC Member

Government and industry leaders everywhere are discussing the future of work and the changes brought by technology and automation. Today, we can only estimate the needs of the workplace twenty years from now. What percentage of job activities will be vulnerable to automation? How can we thrive in this changing landscape?

One thing is clear; some of the most valued skills are, and will continue to be, empathy, problem solving, and teamwork.

Music is one of the most effective tools in building these skills. While it is a great stress buster, it is also a powerful way to shape the next generation of thinkers.

The role of music in creating self-starters

Music plays an important role in building an entrepreneurial temperament. According to Panay, founding managing director of Berklee ICE (Institute for Creative Entrepreneurship), learning to be a musician is about developing:

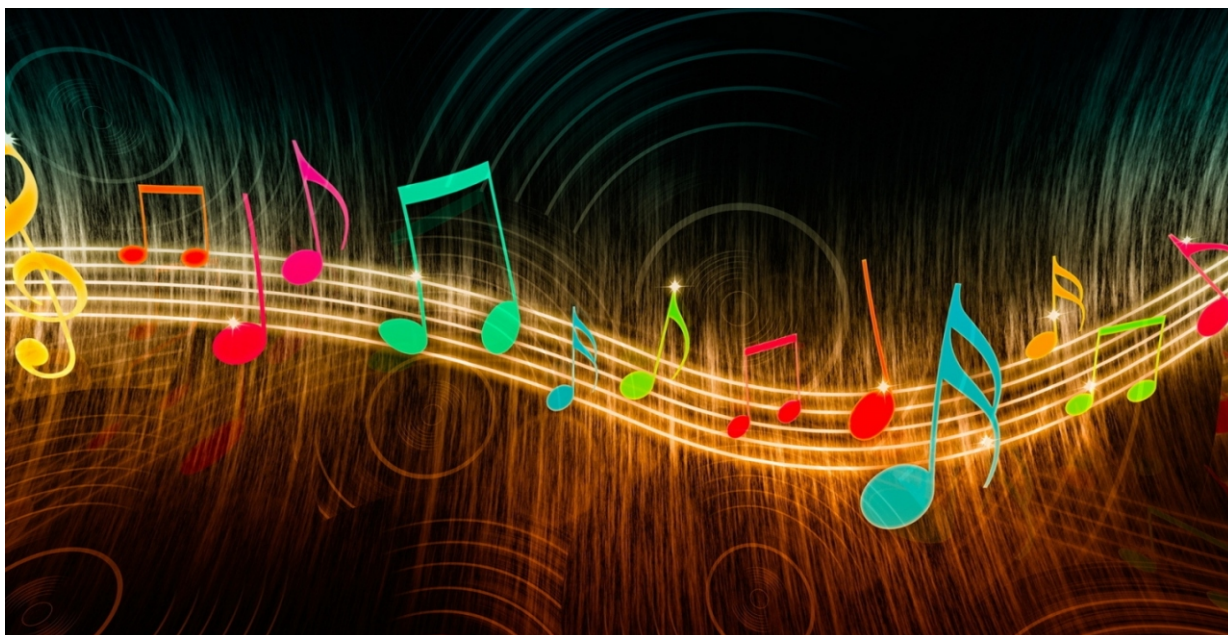
- Good listening skills
- Experimenting
- Overcoming repeated failure
- Successful collaboration

Since these are also qualities seen in successful entrepreneurs, there is a case to be made that music-related activities should be introduced in any form to fuel growth and innovation.

Music and empathy

Today, studies show that one in three employees leave for a more compassionate work environment, and that empathy has a direct impact on productivity and engagement. To foster





this environment, it is important to make a conscious effort and ask questions like “what are you going through right now?” and “how can we solve this together?”

At the 2019 Grammy Awards, Claudia Brant discussed the role music plays in creating a culture of empathy. It reinforces a fundamental truth – that everyone comes with their own hopes and dreams, and that they deserve a chance. Another musician explains how music appreciation helps create this sense of empathy.

In a world that needs more compassion, using music to create a culture of support is more crucial than ever.

Music and team building

Take the song We Shall Overcome – a key anthem of the Civil Rights Movement which inspired hope and courage in millions of listeners. It was key in building a community that supported each other and remained resilient until they brought about social change. The song has been translated into many different languages at various points in history, to support different social movements.

Whether it's on a national scale or for fostering stronger communication within the structure of a corporate team, music is a universal language that sends a strong message: together, we can build something much bigger.

Music builds teams, fosters cultural understanding, inspires social change, and motivates people to do more. And most importantly, it helps us stay prepared in the face of an uncertain future in the workplace.



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Meet YLC New Members

Mr Sudheer Kirthi

Goldenkey Realty
Founder
Hyderabad

Mr Udit Bhatia

Robert Bosch
Program Manager
Bengaluru

Ms Sucheta Mahapatra

Bharti Airtel
Vice President and Head for IoT and Smart Cities
Gurgaon

Ms Pooja Chetri

Electrosteel Steels Limited
Dy Head Corporate Affairs
Bokaro/Jharkhand

Mr Thushal Verghese

Accenture
Associate Software Engineer
Bengaluru

Ms Nivedita Srivastava

9LINKS.in
Founder and CEO
Gujarat

Ms Vinitha Rao Ravella

Wipro Limited
Consultant
Bengaluru

Ms Niyati Khanna

Apogeeoh Education Pvt Ltd
Director
Mumbai

To see all members

[CLICK HERE](#)

Above list is as updated on 25 February 2019

YLC member selected for ST Gallen Symposium, Switzerland

St. Gallen Symposium

www.symposium.org

Switzerland is the world's leading student initiative for inter generational dialogue between three generations of political, business, academic, and civic leaders.

Distinguished personalities who have already attended forum in the past include Dominic Barton, McKinsey & Company, Christine Lagarde, International Monetary Fund, Jack Ma, Alibaba Group, Ratan N. Tata, Tata Sons Limited and Steve Forbes, Forbes Media.

AIMA had nominated members from Young Leaders Council below 30 yrs age, we are happy to inform that Member Mr Roshan Shankar, Advisor Government of NCT of Delhi has been selected to become part of global community and to attend our global forum in May 2019.

Here are some of the highlights of being part of the initiative:

- Member of a global initiative, comprising of thousands of current and future leaders in business, politics, science, and society
- Free participation in global forum held in Switzerland from 8–10 May 2019, expenses paid for conference ticket, travel, board, and lodging
- Access to 1,000 young and senior leaders at the conference and via online participants app
- Access to Leaders of Tomorrow online community group and app
- Access to regional events of the symposium in different world regions

Upcoming Events

9th April, 2019

Young Leaders Council Session at 5th National Leadership Conclave

AIMA's flagship event

The National Leadership Conclave is a thought leadership platform which brings together various stake holders for constructive dialogue on the way forward for the Indian economy and the well-rounded growth of the nation.

A special panel is planned with young leaders at the 5th National Leadership Conclave on the theme 'Millennials' India: Managing Transfer of Power to the Young' on Tuesday, 09 April 2019. YLC members Ms Bindu Subramaniam, Co Founder SaPa in Schools, Mr Anubhav Nath Director Ojas Art, Dr Sheetal Gautam Karajgi CEO Maharogi Sewa Samiti will be part of panel.

India is getting younger and the millennials are set to play a more dominant role in the nation's affairs over the next decade. India's digital economy is led by young entrepreneurs and the country's politics and culture are being redefined by a new generation with 21st century experience and sensibility. The millennials are comfortable with traditions but they also want to create a different world for themselves. Their outlook towards work, business, technology, environment, liberty etc is quite different from the previous generation that was shaped by scarcity and constraints.

India needs to prepare for a disruptive change in leadership and the young need to prepare to deliver.

Please block your calendar for 9th April and be with us. We also cordially invite you to be with us at AIMA Managing India Awards on previous evening. RSVP to ryadav@aima.in

YLC Membership

The membership of Young Leaders Council (YLC) of the AIMA shall comprise of young people, with maximum cut off age limit of 40 years. The members could be Young Promoters, Founders of Startups, Young Professionals, Leaders in Art & Culture/Music, NGOs, Politicians. Bureaucrats, Diplomats. The membership will be at National level (Mandatory) and at Chapter level (currently there are six chapters).

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Become a YLC Member

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