



Under the aegis of Vijayam Educational Trust

# CATALYST COLLEGE

(A Unit of CIMAGE Group of Institutions)

Institution approved by Education Department, Government of Bihar, Affiliated to Patliputra University, Patna



Ref: CC/WRSP - NOT/19/13/18

Date: 21-May-2019

## NOTICE

This is to inform all the Students that a workshop on Navigating GST for Bidding Entrepreneurs: A Practical Workshop will be organized on 9.6.2019 from 9:30 AM to 5:30 PM in the auditorium of Catalyst College.

The workshop is completely free, and no money will be charged for the Training or Certification.

Interested students are instructed to meet the Activity In-Charge / Class Coordinator for more details and their registration.

By the order of

  
Principal  
Principal  
CATALYST COLLEGE  
Plot No. C-16(P) Patliputra Industrial Area  
Patliputra, Patna-13

Plot No.C16(P), Patliputra Industrial Area  
Patliputra, Patna- 800013

(+91) 7250767676

megha@cimage.in



Date:09-06-2019

## Workshop Title

### Navigating GST for Bidding Entrepreneurs: A Practical Workshop

Number of Students Participated:52

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#### Objective:

This workshop aims to provide bidding entrepreneurs with a comprehensive understanding of Goods and Services Tax (GST) and how it impacts their business operations, particularly in the context of bidding, contracts, and procurement. Entrepreneurs will learn the intricacies of GST, how to optimize tax compliance, and how to manage GST-related issues when bidding for contracts and running a business in today's tax environment.

By the end of the workshop, participants will be equipped with practical knowledge and tools to navigate GST regulations, reduce tax liabilities, and ensure smooth financial operations in their business ventures.

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#### Model 1. Welcome & Introduction to GST

- Opening Remarks: Introduction to the workshop, its goals, and the importance of GST for bidding entrepreneurs.
- GST Overview:
  - What is GST? The concept of Goods and Services Tax as a unified indirect tax.
  - Understanding GST's key components: CGST (Central GST), SGST (State GST), IGST (Integrated GST).
  - GST rates, slabs, and classifications.
- Why GST Matters for Bidding Entrepreneurs:



- The importance of GST in tendering, procurement, and project-based work.
- Common challenges faced by entrepreneurs in managing GST when bidding for government contracts or private-sector projects.

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## Model 2. GST and Bidding Process

- GST Impact on Tendering & Contracting:
  - How GST affects the pricing structure in tenders and bids.
  - Understanding GST rates and their impact on cost estimation for bids.
  - Practical examples: GST-inclusive vs. GST-exclusive pricing.
- GST in Government and Private Sector Bidding:
  - Special provisions for government contracts (e.g., e-tendering, reverse charge mechanism).
  - GST on services vs. GST on goods in a bid proposal.
- How to Incorporate GST in Bidding:
  - Determining correct tax rates for different services and goods.
  - Handling GST-related clauses in contracts.
  - Identifying pitfalls when bidding with incorrect GST calculations.
- GST Compliance for Bidding Entrepreneurs:
  - Documenting GST in tender and bid submissions.
  - Ensuring compliance with GST registration and invoicing when involved in large contracts or tenders.

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## Model 3. GST Registration & Invoicing for Entrepreneurs

- GST Registration:
  - Who needs to register for GST? Threshold limits and criteria for GST registration.



- The process of GST registration: Steps, documents required, and how to complete the registration online. ○ Types of GST registration: Regular, composition, and casual registration.
  - GST Invoicing:
    - Essentials of GST-compliant invoices. ○ Invoicing requirements for goods and services. ○ Handling GST on advances and credit notes in the invoicing process.
    - Generating tax invoices, debit/credit notes, and e-invoices for businesses involved in bidding.
  - GST Returns and Filing:
    - Key returns for businesses in the bidding process: GSTR-1, GSTR-3B, and GSTR-9.
    - Filing GST returns on time and avoiding penalties.
    - How to track invoices and tax credits to ensure compliance.
  - GST in Payment Terms:
    - GST on advance payments, part payments, and progress billing in contracts. ○ When to issue GST invoices and how to handle GST on payments made during the project lifecycle.
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#### Model 4. GST on Different Types of Bidding Contracts

- GST in Service Contracts:
  - GST applicability on service contracts: construction services, consultancy, maintenance services, etc.
  - Understanding reverse charge mechanism (RCM) in service contracts.
  - Special provisions for works contracts and how they affect GST calculations.
- GST in Supply Contracts:



- GST on procurement of raw materials, machinery, and supplies. ○ Managing GST credit on inputs, capital goods, and other taxable supplies.
  - How to adjust GST during the lifecycle of supply contracts (input credit, reverse charge, etc.).
  - GST on Composite & Mixed Contracts:
    - Handling contracts involving both goods and services. ○ GST Composition Scheme for small businesses and its applicability to bid-based businesses.
  - GST on International Bidding:
    - How GST applies to imports and exports when bidding for international contracts.
    - Handling IGST (Integrated GST) for inter-state transactions and international business.
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## Model 5. Practical Case Studies & Interactive Scenarios

- Real-World Case Studies:
  - A detailed analysis of successful bids with proper GST management. ○ Case studies where incorrect GST handling led to complications in winning tenders or executing contracts.
- Interactive Scenarios:
  - Participants work in small groups to analyze a real-life contract scenario involving GST.
  - Scenarios include calculations for bidding with GST-inclusive pricing, GST-exclusive pricing, handling advances, and GST credit management.
- Common Pitfalls and Solutions:



- Discussion on common mistakes made during the bidding process with respect to GST.
- Solutions to overcome challenges like incorrect invoicing, improper registration, and mismanagement of tax credits.

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## Model 6. Optimizing GST Compliance in Bidding for Entrepreneurs

- Tax Credits & Input Tax Credit (ITC):
  - Maximizing the benefits of Input Tax Credit (ITC) for bidding entrepreneurs.
  - How to track and claim ITC on purchases made for bidding projects.
  - Optimizing cash flow by utilizing available tax credits.
- Avoiding Penalties & Audits:
  - Ensuring GST compliance to avoid penalties, fines, and audits.
  - Understanding the impact of errors in returns and invoices.
  - How to handle discrepancies in GST filings and audits.
- GST Compliance Checklist for Entrepreneurs:
  - A practical checklist for maintaining GST compliance throughout the bidding process and project execution.
  - Keeping up-to-date with changes in GST law and regulation.
  - How to maintain records and documents required for GST filing and audits.

### Key Takeaways:

- GST Compliance in Bidding: Understanding how to manage GST in the bidding process, from pricing to tax credit optimization.
- GST Registration & Invoicing: Clear understanding of GST registration requirements and how to issue GST-compliant invoices in the bidding process.
- Practical Tools: Real-world examples and practical steps to ensure GST compliance in contract and tender work.
- Efficient Tax Planning: Optimizing input tax credit (ITC) and ensuring proper tax management for cash flow and profitability.



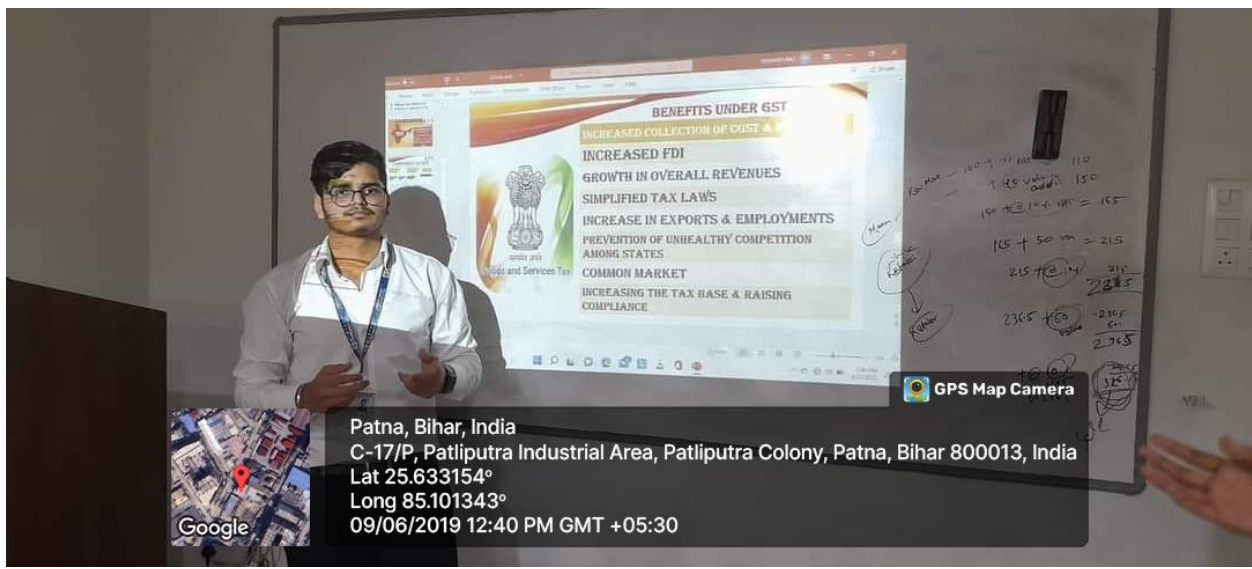
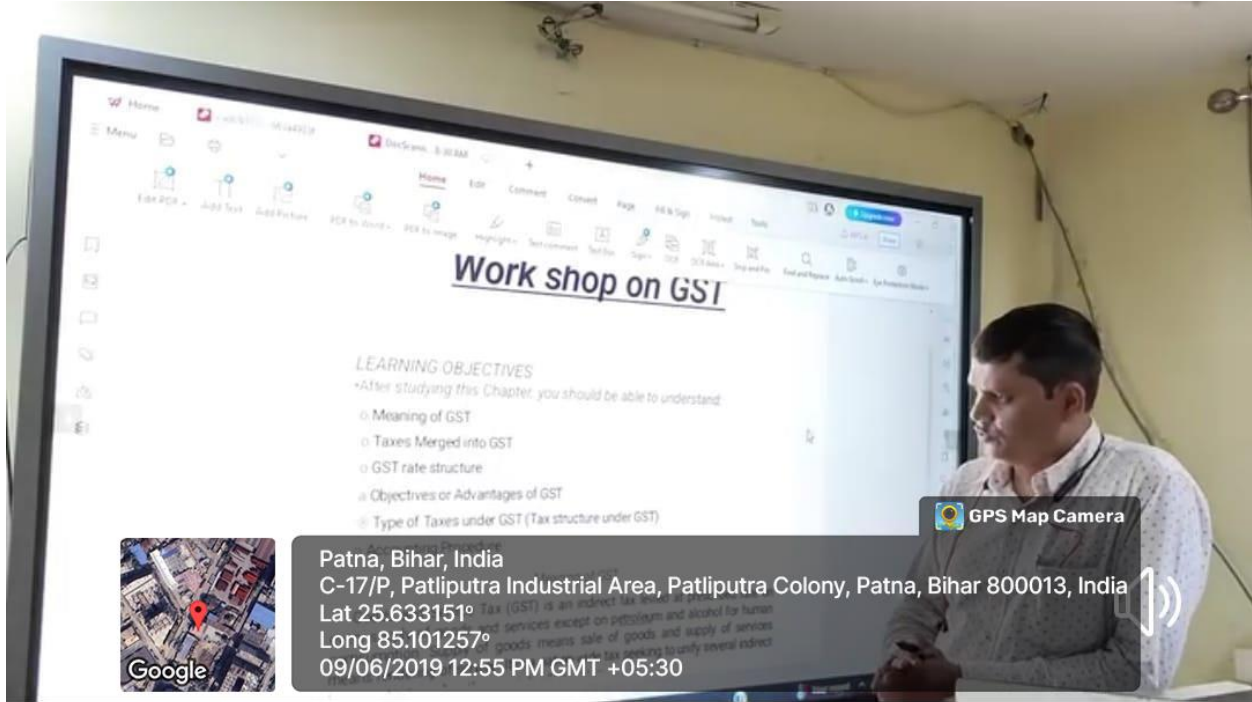
- Risk Mitigation: Understanding common GST pitfalls and how to avoid penalties, fines, or disputes in the bidding and contract execution process.



**Principal**  
**CATALYST COLLEGE**  
Plot No.- C-16(P) Patliputra Industrial Area  
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Navigating GST for Bidding Entrepreneurs: A Practical Workshop

Date: 09/06/2019



Navigating GST for Bidding Entrepreneurs: A Practical Workshop

Date: 09/06/2019



## Registration

For Workshops/Seminars/Conferences during Academic Year 2018-2019

Navigating GST for Bidding Entrepreneurs: A Practical Workshop

(09 June 2019)

S. No.	ID	Name of the student	Student's Signature
1	429-14518	Aarti Khatri	Aarti Khatri
2	429-15988	Ankit Kumar	Ankit Kumar
3	429-16719	Deepak Kumar Singh	Deepak Kumar Singh
4	429-16481	Dhiraj Kumar	Dhiraj Kumar
5	429-17909	Harsh Kumar	Harsh Kumar
6	429-14824	Karnika Mridul	Karnika Mridul
7	429-16538	Kaushik Verma	Kaushik Verma
8	429-17816	Manisha Kumari	Manisha Kumari
9	429-15776	Md Moawiz	Md Moawiz
10	429-16018	Md Sahil	Md Sahil
11	429-14750	Megha Kiran	Megha Kiran
12	429-15160	Muskan Singh	Muskan Singh
13	429-17020	Neelam Tiwary	Neelam Tiwary
14	429-15585	Nikhil Kumar Choudhary	Nikhil Kumar Choudhary
15	429-14917	Prashant Kumar Tiwari	Prashant Kumar Tiwari
16	429-15570	Prince Kumar	Prince Kumar
17	429-15930	Priyadarshi Amar Anand	Priyadarshi Amar Anand
18	429-17357	Priyanka Kumari	Priyanka Kumari
19	429-15150	Rahul Jain	Rahul Jain
20	429-15327	Rajnish Giri	Rajnish Giri
21	429-17039	Riya Srinivastava	Riya Srinivastava
22	429-18147	Sadia Perween	Sadia Perween
23	429-14916	Sagar Kumar	Sagar Kumar
24	429-14817	Amit Jaiswal	Amit Jaiswal
25	429-17094	Sapna Kumari	Sapna Kumari
26	429-17242	Satyam Kumar Prasad	Satyam Kumar Prasad
27	429-15814	Saurav Kumar Jha	Saurav Kumar Jha
28	429-16946	Shahjada Tanweer	Shahjada Tanweer
29	429-18111	Shalu Kumari	Shalu Kumari
30	429-14244	Shreya Poddar	Shreya Poddar
31	429-15365	Shubham Kumar	Shubham Kumar
32	429-16464	Amit Kumar	Amit Kumar



33	429-17218	Sujeet Kumar	Sujeet Kumar
34	429-17638	Sujit Jaiswal	Sujit Ja
35	429-17260	Sumit Kumar Dwivedi	Sumit Kr Dwivedi
36	429-17721	Sunil Kumar Singh	Sunil K
37	429-16984	Swati Sinha	Swati Sinha
38	429-16579	Tanushree	Tanushree
39	429-17387	Amit Kumar	Amit Kumar
40	429-17002	Amritanshu Suman	Amritanshu Suman
41	429-17219	Aniket Raj	Aniket Raj
42	429-15329	Akshay Kumar	Akshay Kumar
43	429-15330	Aniket Kumar	Aniket Kumar
44	429-14636	Bishwajeet Mishra	Bishwajeet Kr
45	429-19704	Dewashish Kumar	Dewashish Kumar
46	429-15974	Divyanshu	Divyanshu
47	429-15724	Manibhushan Yadav	Manibhushan Yadav
48	429-13591	Rajeev Ranjan	Rajeev Ranjan
49	429-15534	Ravi Raj Keshri	Ravi Raj Keshri
50	429-14077	Ritesh Kumar	Ritesh Kumar
51	429-14390	Shubham Kumar Roy	Shubham Kumar
52	429-18391	Shubham Kumar Bhagat	Shubham Kr Bhagat



Course Coordinator