

Cesim India Pvt Ltd

CIN : U80902PN2022FTC213641

Registered Office : Flat 302, Dunnock, Nyati Enclave

Near Corianthan Club

Pune Maharashtra 411060

India

GSTIN: 27AAKCC5095L1Z2

CIN : U80902PN2022FTC213641

PAN : AAKCC5095L

INVOICE

Invoice No. : INV24-25-113
Invoice Date : 04/11/2024
Terms : 30 days from Invoice Date

Place Of Supply : Karnataka (29)

Bill To**RV Institute of Management**

(a unit of Rashtreeya Sikshana Samithi Trust)

CA.17, 36th Cross, 26th Main,

4th T Block, Jayanagar,

Bengaluru

560041 Karnataka

India

GSTIN 29AAATR0758A1ZP

Ship To

(a unit of Rashtreeya Sikshana Samithi Trust)

CA.17, 36th Cross, 26th Main,

4th T Block, Jayanagar,

Bengaluru

560041 Karnataka

India

GSTIN 29AAATR0758A1ZP

#	Item & Description	HSN/SAC	Qty	Rate	Amount
1	License for Cesim Strategy Simulation - Part 1*	997331	180.00	400.00	72,000.00

Total In Words

Indian Rupee Eighty-Four Thousand Nine Hundred Sixty Only

Sub Total 72,000.00

IGST 18 (18%) 12,960.00

Total ₹84,960.00

Notes

Looking forward to working with you.

Terms & Conditions

This Invoice is based on the services agreed & provided / being provided / to be provided to the party as per the terms and conditions mutually agreed upon prior to commencing work/ altered during provision of the above mentioned services.

Payment Details

Payment Mode : NEFT/Cheque/Demand Draft

Cheque/Demand Draft should be drawn on name of CESIM INDIA PRIVATE LIMITED

Bank Details : Beneficiary's Name : CESIM INDIA PRIVATE LIMITED

Beneficiary's Bank Name : IDBI Bank Ltd

Beneficiary's Branch Name : Sakore Nagar, Viman Nagar, Pune

Beneficiary Account Type : Current Account

Beneficiary's Account Number : 1332102000010016

Beneficiary's Bank IFSC Code : IBKL0001332

PAN Number : AAKCC5095L

Contact Person : Varun Patil

Contact Number : (+91)98509 77317

Email Address : varun.patil@cesim.com

Varun A Patil
For Cesim India Private Limited


Director

Authorized Signature

Dear Sir,

I am herewith attaching Invoice
for Rs. 84,960 towards the payment
of first installment towards the
CESIM Simulation.

As per your direction they agreed
to accept the payment of Rs.
2,54,880/- in three
installments during the
period June-2024 to May 2025.

The proforma is attached here
for your reference.

The next payment will be in
December and May-2025.

I request you to approve this
invoice for payment and release
their payment at the earliest.

Thank you,

Yours faithfully,

[Signature] 6/11/2024

Dr. Naveen K. Jha

Shivani
Pl. process it in SAP.
Approved by Mr. Torat

[Signature]
7/11

PO-3300017514



RV Institute of Management®

CA 17, 36th Cross Rd, 26th Main, 4th T Block East,
Jayanagar, Bengaluru - 560041, Karnataka, India

Affiliated to
Bengaluru Central
University

Approved by
AICTE, New Delhi,
Accredited by NAAC
with A+ Grade

contact rvim@rvei.edu.in
www.rvim.edu.in
Tel: 080 42540300
080 26547048

Ref No: 101/RVM/MBA/2024-25

Date: 13/06/2024

The Director,
R V Institute of Management,
Bangalore.



Respected Sir,

Sub: Proposal for purchase of CESIM Simulation, Virtual
Computerised (Board Games) Games to our students

With reference to the above, I wish to inform you that in the present scenario, Business simulations has become one of the most sought after experiential learning tool, which help to develop management as well as analytical and decision-making skills through real-life business scenarios in students. They are experiential learning tool where participants learn by managing a virtual business in an interactive, risk-free, and realistic environment. We need to have this tool in our institute as well, as all reputed Business schools including IIMs use this in their institutes.

In view of this, we had detail discussion with many service providers and we like the Simulation games developed by Cesim based on their demonstration of their games to our teachers in the form of workshop. The feedback was really good and we found that, we can use this as part of Continuous Internal Assessment (CIA) across different subjects spanning across HR, Finance, Operations, Marketing and Analytics etc. as it is a group drives strategic simulation to our students.

About CESIM:

Cesim Business Simulation Games provide business learning with a robust educational software solution for international business and strategy, general business management, project management, marketing, small service, hospitality and restaurant management, bank and finance management courses as well as corporate and executive training programs. More than 500 institutions use Cesim business games to teach over 300,000 participants in 50+ countries across 6 continents in more than 20 languages.

The cost of each game was Rs. 2500/- per student, when it was offered to us. After several rounds of negotiations, the final proposal submitted by Cesim is Rs. 1200/- for each student. We wanted to buy this for our students, who are 180 in number. The cost will be Rs. 2,16,000 (180*1200 per student) and with GST it will be Rs. 2,54,880. Students can have multiple iterations of this game for number of times

I request your goodself to approve this proposal and permit us to avail the services of CESIM for Simulation games.

Looking forward for your favorable response in the same.

Thanking you

Truly yours

(Dr. Noor Firdous Jahan)
Professor

Encl: Proposal from Informatics Publishing Limited

Forwarded to Honorary Secy Sir, RST

CESIM is a renowned brand in management simulations. They gave us the demo as well. We would like to subscribe for their Board-room simulations which is very popular and widely used across all major B-Schools across the world. When student play the simulation they will understand the implications of their decisions on other functions like: HR, Mktg, Finance, operations, etc. Post negotiations they have agreed for ₹1200+GST for one student amounting to ₹6,2,16,000/- + GST (for 180 students). Go, change the world

Atc + nos
Pl. discuss
& take it forward
13/6



Approved
15/6

13.06.2024

PROPOSAL FOR RV INSTITUTE OF MANAGEMENT

Cesim Simulation Games

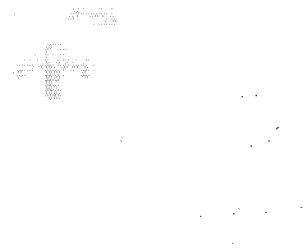


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Introduction

LEARNING BY DOING IS THE BEST WAY TO PRACTICE BUSINESS SKILLS.

Our business management simulations help Institutes improve the decision-making skills, business competence and overall employability of students/ participants by engaging them in an interactive and fun online learning environment.

Our business simulations empower participants to run their virtual businesses. Just like in real life, the teams compete against each other to gain market share. The right decisions lead to success while the wrong ones to invaluable problem-solving experiences. The learning process of the course or training is guaranteed to be efficient and fun. Participants are provided with a decision-making tool that helps them to try and practice with different scenarios as well as analyze the outcomes of their decisions and projections. In addition, the simulation generates a range of reports that help the teams analyze and benchmark their performance against their competitors.

The training process is effective and robust. There is no need for any software installations, and the use of our simulations does not introduce any additional vulnerability to the client's IT infrastructure. Participants and instructors need only an internet connection and a browser. The simulations work on all popular browsers like Chrome, Firefox, Safari, and Internet Explorer.

CESIM Simulation Portfolio

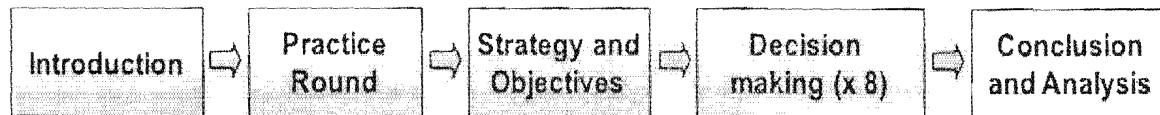
Simulation Game

Each simulation market consists of 2-12 teams, with 1-8 members in each. The number of parallel simulation markets is not limited, making it possible to utilize the

simulation for any number of participants.

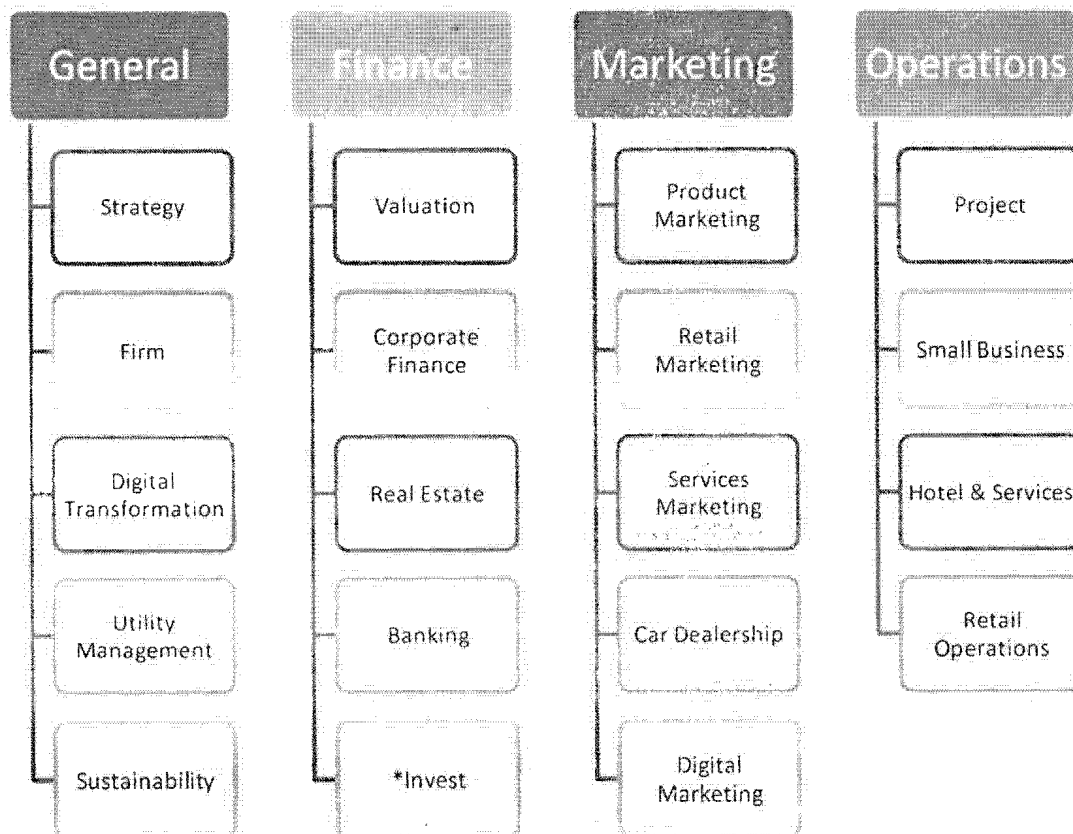
All teams start from the same position, with similar market shares and profits.

Equally, teams will face the same market conditions during the simulation.



Note that the teams compete against other teams in their market, not against a computer. The decisions of each team influence the other teams' results and the market development overall.

An exception to the above is the Project Management Simulation in which one simulation can have a maximum of 4 teams with 1-8 members in each. The teams collaborate to finish a project within a given schedule and cost constraints while maintaining quality expectations.



Microsimulation Game

The microsimulations are single-player, topic-focused 1 to 5 hours modules

*Indicates under-development.

Customization Options

CESIM offers powerful user-level customizability and modularity options that allow it to be adjusted for different target groups and experience levels. In addition, the system permits the instructors to create and modify their cases with personalized market outlook storylines.

Commercial Inclusion

- Licenses for microsimulation/simulation/conversational as per package
- Train the trainer program for educators
- Teaching Notes for educators
- Self-paced video tutorials and e-learning courses for platform understanding.
- Co-facilitation support for the first two sessions with the participants
- Completion certificates for students
- Cesim certified instructor certificates for educators
- Customization of the simulation as per market context
- AI-powered feedback and assessments
- Outcome-based programs for accreditation.
- Free licenses for inter/intra-college competitions.
- Free licenses for the FDP programs
- Free licenses for educators

Commercials for the Simulation Course

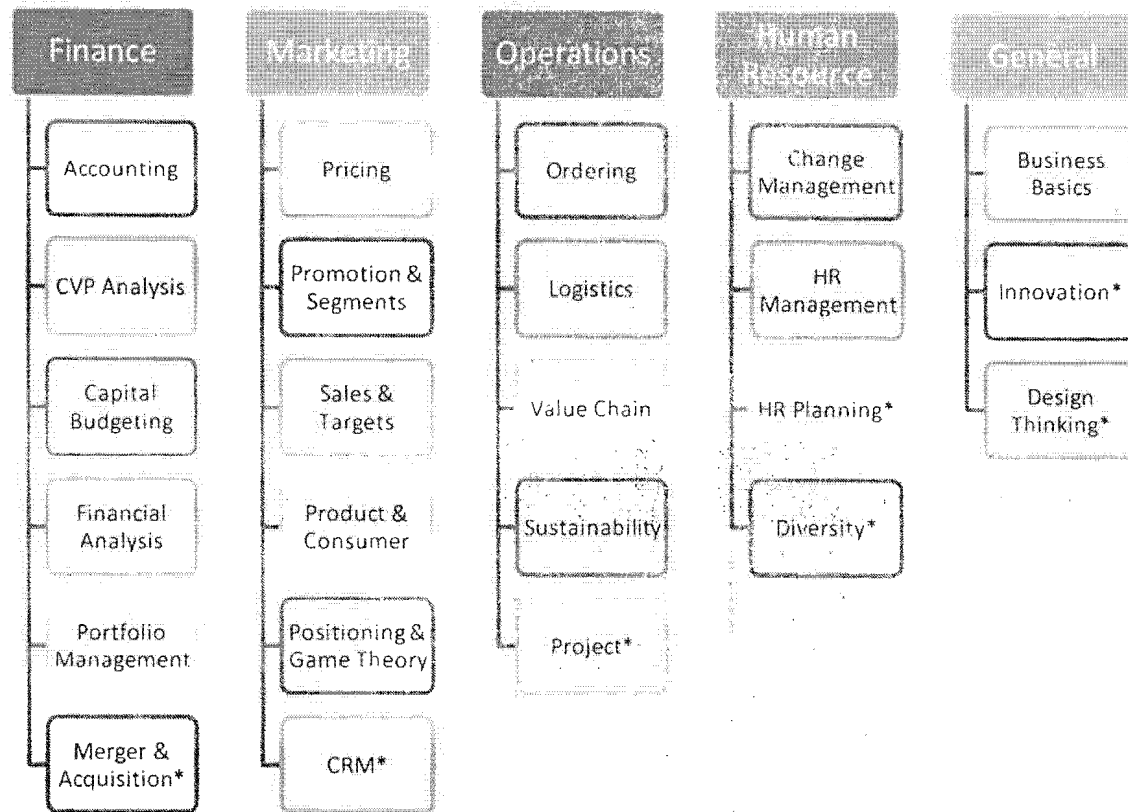
Based on discussion with the Institute, the simulation & microsimulation will be conducted across the semester/trimester/year.

Pricing Matrix

Applicability of Pricing Matrix

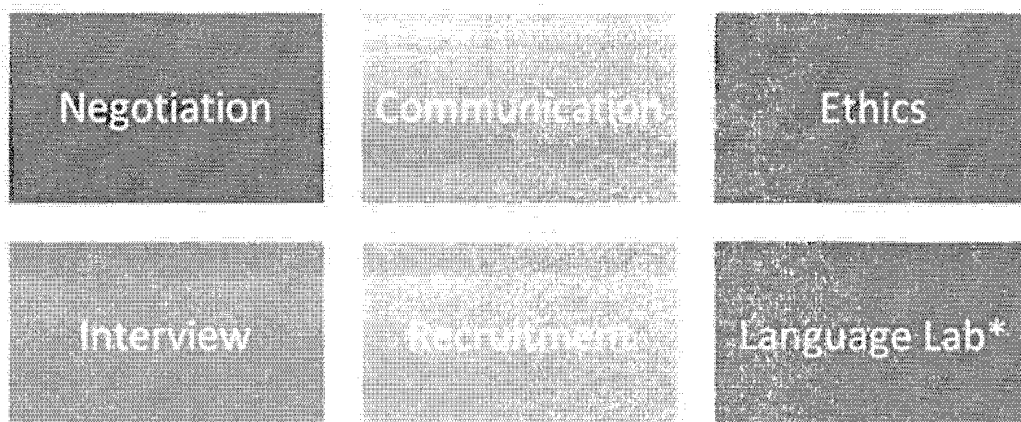
- 1 student = 1 license
- 1 simulation/microsimulation license allows the student to go through 1

consisting of multiple case studies, scenarios and attempts which help educators teach the following concepts in the class:



Conversational Simulation

The conversational simulations are voice-based, single-player, topic-focused 60 to 90 minutes modules consisting of multiple roles, scenarios and attempts which help participants to practice the following concept:



game model (if the student goes through 2 game models i.e., Pricing Game followed by Business Ethics, would imply 2 licenses)

- The validity of licenses is 1 year from the date of purchase.

Pay-per use Model

The below-mentioned prices are the special pricing offered for RV College usage as per the discussed requirements, which you can use as a package:

	Simulation
No. of Modules/Game	1 - Simulation
Price per participant	1200
No. of participants	180
Total amount (exclusive of tax)	Rs. 216,000/-
Total amount including 18% GST	Rs.254,880/-

Payment Terms

Advance Payment

Simulation License Usage Terms

- Simulation licenses to be used for RV Institute of Management-related academic programs and in compliance with Cesim's license usage policy:
<https://www.cesim.com/terms-and-conditions>
- Simulation licenses to be used within the territory of India

Some of our clients



THIAGARAJAR
SCHOOL OF MANAGEMENT
(Autonomous)
Madurai, Tamil Nadu
Accredited by NAAC with 'A' Grade



Lexicon
Management Institute
of Leadership & Excellence



RBS
RANKING BUSINESS
SCHOOL



RCSS
RANKING BUSINESS
SCHOOL



VIT
Vellore Institute of Technology



17
IIMs

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varun.patil@cesim.com
abdul.bazi@cesim.com

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(+91) 9850977317
(+91) 9409086581

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Bengaluru - 560067,
Karnataka

Delhi Office
ABL Workspace, 68,
Okhla Phase III,
Okhla Industrial Estate,
Delhi - 110020

Request a free trial at cesim.in/demo