

VISHWA SARASWATI SOCIETY

SALGAOCAR HOUSE, F. L. GOMES ROAD, VASCO-DA-GAMA, GOA 403 802, GOA.

{Reg. No. 10/Goa/2007}

Tel: 0832-2523100

Date: 17.04.2013

To
The Registrar
Goa University

Sub: Request for affiliation to Goa University

Dear Sir,

Vishwa Saraswati Society (VSS) is a registered Society set up by V. M. Salgaocar Group of companies under the Societies Registration Act, 1860 vide registration no. 10/Goa/2007 dated 1/02/2007, with the sole objective of providing and promoting world class Hospitality Education, and to put Goa on the Global Hospitality Education map.

Over the past few decades, the hospitality industry and the service sector is growing at an exponential rate in India. Based on various market surveys and studies, there exists a huge demand for quality trained manpower and industry focused graduates in the Hospitality and service sector industry meeting international quality standards. Hospitality industry is a very dynamic industry, whereby technology, industry service standards and customer preferences keep continuously changing and evolving, and accordingly the onus is on the institute to keep pace with the changing requirements and upgrade and revise the curriculum to be able to impart latest quality education.

We have tied up with a reputed Institute of International Hospitality Management and Culinary Sciences namely Dublin Institute of Technology (DIT), Ireland so that we impart a unique industry oriented Hospitality education of world class quality (please see attached profile in Annexure A) with the full range of skill needed for success in the diverse hospitality industry. We shall put in place a quality assurance program with DIT with constant reviews and evaluation to ensure proper delivery of the curriculum so that all our students are provided with world class quality hospitality education.

Our educational approach combines academic rigour with industry focus and international model of hospitality with professional internship typically planned in more than one State in India besides Goa. At our Institute, we plan to impart education so that students learn and practice core skills in international hospitality management that will include food production and service, culinary skills, nutrition, leadership, teamwork, motivation, customer service, finance, marketing, human resources and cultural awareness. The Irish education sector is well acclaimed and recognized as an international hub for high quality education programs.

Goa University has always been on the forefront in promoting quality programs and courses which are cutting edge, practical and industry oriented. As such, we seek affiliation to Goa University for our Institute of International Hospitality, namely, "V.M. Salgaocar Institute of International Hospitality Education".

Our world class infrastructure at Raia, near Margao is fast reaching completion and we have targeted completion around mid-June 2013.



Our infrastructure has state of the art facilities with Wi-Fi and video conferencing and includes bulk kitchen, demo kitchen, training restaurant and bar, library, air conditioned class rooms, computer labs, canteen, multi-purpose hall cum auditorium, air conditioned hostel rooms, 10 Training hotel rooms of 5 star standard, faculty quarters, amphitheater, swimming pool, gym and basketball courts and lush gardens. The facilities have the flexibility and potential to be gainfully utilized to meet the growing demand of innovative hospitality education.

We also have the added advantage of having excellent and long relationship with Marriott International, as we have set up the first Marriott hotel in the country in Goa in 1999. Marriott International is one of the most reputed hotel companies and has more than 3000 hotels worldwide. Marriott has agreed to provide us with the necessary support in terms of course content, curriculum, experts, speakers besides required inputs to facilitate delivery of latest education in most professional manner meeting high international standards as per industry demand. Marriott will also give first preference for professional internships to our students and job placements for all our graduates.

We have also engaged services of Prof. Irfan Mirza who has vast experience in setting up hospitality education institutes in India and abroad. Prof. Mirza's brief profile is attached in Annexure B

We intend to recruit top quality faculty for teaching and industry experts for some lectures. We would hire ex-pats where required to put proper processes, procedures and systems in place from the beginning to provide students with international standard quality hospitality education and put Goa on the international hospitality education map.

To make our vision come true we seek affiliation to Goa University and permission for the following:

1. Degree Program: To offer 3-Year Program titled "BSc – International Hospitality Management". This Degree shall be awarded by Goa University.
2. Our Institute intends to later offer Masters Course in International Hospitality to meet the students' desire for higher studies for which we seek all desired cooperation / guidance from GU and eventually a Doctorate in International Hospitality
3. Curriculum: We request Goa University to permit us to adopt Course Curriculum provided by Dublin Institute of Technology (DIT), which will be periodically modified / updated to meet the industry requirement. DIT will offer their 4 year Honours course accelerated into 3 Years Degree program at our campus in Goa.
4. Credits: Students completing our 3 Year Degree course will be entitled to 240 Credits awarded by DIT (equivalent to Level 8 Honours Degree issued by DIT in Ireland), which will enable them to pursue their higher studies at DIT Campus, Dublin, Ireland or any other institutions in Europe too.
5. Dual Degree: DIT has also agreed to award their BSc Honours Degree to our students who successfully complete the abovementioned 3 year Degree course.
6. Examination and Evaluation process: As the course we are offering is unique and specialised in nature which involves greater emphasis on industry driven syllabus, practical training and continuous evaluation, we may be permitted to have flexibility, over a period of time, in developing our own evaluation procedures including setting of examination papers, grading, granting of Credits, and declaration of results, based

on Assessment and Evaluation (A&E) procedures prescribed by DIT, leading to award of degree by academic partner and Goa University. Evaluation process will be dynamic and to assure high quality standards DIT as per their procedures will engage services of an External Examiner of repute to oversee the examination and evaluation process.

7. Faculty: Hospitality Management being a highly competitive area, getting trained faculty will always be a challenge, and as such some degree of flexibility may be required to pave way for engaging Expat faculty.
8. Faculty remuneration: We seek flexibility in structuring remuneration levels and service terms to enable continuous availability of best resources. We assure that Faculty remuneration will not be less than what has been provided / prescribed by UGC and Goa University.
9. Industry Experts: Industry experts will be empanelled on part time / Lecture basis.
10. Student Fees: We seek flexibility in setting Structure of Student Fees to enable the institution to cover our cost of world class infrastructure, faculty and other fixed and variable operating costs. The fees fixed by the Institute shall be commensurate with the infrastructure / facilities provided including costs of all expats and experts from India and abroad as the case may be, and will also be in line with recommendations made by Fee Fixation Committee of the State Govt.
11. Professional Internship (Industrial Training): We request for flexibility in structuring professional internship in the curriculum so that the students devote meaningful time to on-the-job training in reputed Hotel Chains to have desired exposure in high end hospitality standards.

We earnestly request Goa University to consider our request for Affiliation favourably, taking into account our vision of offering a unique and specialised course meeting the requirement of global Hospitality industry and adhering to evaluation and scaling norms of DIT.

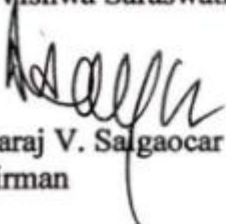
We are confident that our Institute will provide ample opportunities for local students to learn and train in one of India's best Hospitality Institute having international exposure.

In view of above we are submitting herewith our detailed Project Report along with our application for affiliation to Goa University for your kind and favourable consideration and understanding.

Thanking You,

Kind regards,

For Vishwa Saraswati Society


Dattaraj V. Salgaocar
Chairman



V. M. Salgaocar & Bro. Pvt. Ltd.

(Hotel Division)

Regd. Off. : SALGAOCAR HOUSE, OFF FRANCISCO LUIS GOMES ROAD,
POST BOX NO. 14, VASCO-DA-GAMA, GOA - 403 802 (INDIA)
PHONES : (0832) 2512111, 2513241, 2512962, 2512394, FAX : (0832) 2513813

Date:17.04.2013

To
The Registrar
Goa University

**Sub: Request for affiliation to Goa University of our
Hotel Management Institute**

Dear Sir,

M/s V.M. Salgaocar & Bro. Pvt. Ltd., a ISO 9001:2008 & ISO 14001:2004 Company, and established in 1952, has its own mining leases in Goa and since inception it has continuously upgraded itself with the latest developments in technology to become a fully integrated iron ore company. Besides Mining Salgaocar group has varied business activities in Hospitality and Tourism, Healthcare, Sports and Education thus contributing to the welfare of the people of Goa State for the last 6 decades. Detailed group profile is attached as per Annexure A.

At present, Salgaocar group owns following Hotels in Goa:

- Hotel La Paz Gardens, a three star property with 73 keys and three F&B Outlets, situated at Vasco-da-Gama.
- Goa Marriott Resort and Spa, a Five Star Deluxe property with 180 keys and 4 F&B Outlets, situated at Miramar, Panaji. Hotel is being operated by internationally renowned Hotel chain Marriott International Inc. Infact, our property is the first Marriott property in India.

On Corporate Social Responsibility front our group is pioneer in establishing and promoting quality institutions in field of Sports, Healthcare and Education. Our group owns the Salgaocar Sports club which occupies pride of place in the annals of Goan and Indian football history. Our group also runs the Salgaocar Medical Research Center which is an ultra-modern multi-specialty tertiary care hospital with 120 beds.

Our group has established the "V. M. Salgaocar Foundation" a trust committed to social and charitable causes covering a wide range of activities which includes health, education, literature, culture and sports. Annual awards and scholarships are given to top rankers in various academic fields. The Foundation conducts the V.M. Salgaocar Memorial Lecture series on relevant subjects by outstanding persons and also discourses for spiritual and moral upliftment. The foundation publishes anthologies and other books covering literature, culture and history of Goa.

Salgaocar group also has presence in education field and is successfully running one of the reputed Law College (M/s. V. M. Salgaocar College of Law), which is incidentally attached to Goa University.

Our group has now identified the need for promoting world class institution to impart quality Hospitality education, as there exists a huge demand for quality trained manpower and industry focused graduates in the Hospitality and service sector industry meeting high international quality standards. Hospitality education has no boundaries and our group's vision is to churn out well trained / well exposed graduates who will be easily acceptable in the global Hospitality arena and occupy responsible positions.

To meet this objective, our Company has set up Vishwa Saraswati Society (VSS), which has established an Institution viz. "V.M. Salgaocar Institute of International Hospitality Education" with the sole aim of providing World Class Hospitality education in the state of Goa.

The world class massive infrastructure envisaged by us is nearing completion and the same includes state of art facilities like Wi-Fi and video conferencing, bulk kitchen, demo kitchen, training restaurant and bar, library, air-conditioned class rooms, 10 Training rooms of 5 star standard, computer labs, canteen, multi-purpose hall cum auditorium, air conditioned hostel rooms, faculty quarters, amphitheater, swimming pool, gym and basketball courts and lush gardens.

Further, on account of our excellent and long relationship with Marriott, our students can have access to all Marriott properties for their professional internship, besides Marriott will organize lectures, practicals, demonstrations and presentations by inviting their senior executives who are accomplished professionals in Hospitality industry with international exposure, thus providing our students direct exposure to international hospitality practices. Further opportunity to interact with quality professional from industry will be a great inspiration to our student to aim for bright future in Hospitality arena.

In our endeavor to provide the students access to world class hospitality education VSS has entered into a tie-up with Dublin Institute of Technology (DIT), Ireland which is an autonomous body having powers to award Degree.

To achieve our above vision, we are keen to have our institution recognized and affiliated to Goa University, so that our student can get their Degree under the prestigious GU Banner, in addition to Degree awarded by DIT. Further, we seek flexibility in setting of Course curriculum, Assessment and Evaluation procedures, pricing of our course fees and Faculty selection / remuneration.

We are submitting herewith a detailed proposal from our Vishwa Saraswati Society along with its application for affiliation to Goa University together with all related documents and details as prescribed by Goa University. VSS will be dealing with Goa University on its affiliation and all other matters from here onwards. It may kindly be noted that we will continue to support the project to fund Cash losses. We will also ensure that necessary weightage is given to establish



Quality Assurance procedures for delivery of education and student evaluation processes throughout the course duration such that our graduates are placed in respectable positions in Hospitality industry and other service sectors in India and abroad, which will enhance the reputation of our Institute, Goa University and State of Goa.

We are confident that on the strength of our infrastructure, Foreign Academic partner, continuously updated course content, and recognition by Goa University, we will be able to enroll desired student strength to achieve Cash Breakeven situation at the earliest.

We are highly optimistic that Goa University will share our vision and extend all possible cooperation to Vishwa Saraswati Society in granting Recognition, Affiliation, and Flexibility to our Institution.

Thanking You,

Yours faithfully,

For M/s. V. M. Salgaocar & Bro. Pvt. Ltd.



Dattaraj V. Salgaocar
Managing Director



Encl:

1. Detailed Project Report
2. Six sets of application formats for affiliation to Goa University.
3. Demand draft of Rs 40,000/- drawn in favour of the Registrar Goa University bearing No. 000797 dated 16/4/2013



V. M. Salgaocar & Bro. Pvt. Ltd.

Established in 1952 by late Mr. Vassudev M. Salgaocar, the company celebrated 50 golden years in 2002 and is now facing the twenty-first century with determination and an iron will to perform with excellence. After the passing away of the Founder Chairman in 1984, the company has been led by his two sons, Mr. Shivanand V Salgaocar, Managing Director and Mr. Dattaraj V. Salgaocar, Managing Director)

The origins of the group can be traced to trading activities in 1934. The company exported the first consignment of 16,500 tons of iron ore to Nippon Steel Corporation in 1952. Never looking back since then and consistently growing, the company has been a competitive and reliable source of supply of processed iron ore to NSC and POSCO, among the world's largest steelmakers, besides other steel mills in China, Romania, Middle East, etc.

The group has its own mining leases in Goa. Since its inception, the company has continuously updated itself with the latest developments in technology to become a fully integrated iron ore company. It has invested in plant, equipment, trucks, dumpers, power plants, screening and beneficiation plants, jetties and barges. It owns and operates its own transfer vessel at Mormugao Port and has commissioned in 2006 a super state-of-the-art transhipper, jointly owned with another Shipper, at Panaji Port.

The present iron ore exports of the Group from Indus is over 5 million tons per year which can be augmented to over 6 million tons to meet additional marketing opportunities. The company has the resources and technology to undertake further expansion in Goa and other states to meet the needs of the world's iron and steel industry.

Being proactive and responsible on the environment front, the company has decided to promote non polluting renewable forms of energy. To begin with, it has installed Wind Energy Generators in Maharashtra and Karnataka. These will generate green power and save substantial quantum of depleting fuel.

Drawing from the experience of a proud past, the company has a clear vision for the future. The vision is backed by an enlightened leadership, a talented team of executive cadre and a committed work force, enhanced with appropriate and up-to-date technology. The company has evolved and pursues its corporate vision, mission and values.

Vision

- To be a dominant iron ore exporter.
- To establish hotels of international standards.

Mission

- To contribute to the local economy through sustained and judicious development of mineral resources in an eco, friendly manner.
- To provide high level of customer satisfaction..

Values

- Honesty, integrity and fairness in all its dealings
- To provide best value to the customers through continuous improvement.
- Honour its commitments.
- To establish a system of people development.

All operations at the mines, processing units, transportation and transhipping as well as the Head Office are covered under ISO 9001:2008 and ISO 14001:2004 accreditation The company has been the recipient of CAPEXIL Awards for excellence in exports of iron ore for over a decade.

Other Companies in the group

Goa Minerals Pvt. Ltd undertakes contracts from other mining organisations for extraction and processing of iron ore fines and also for road and river transportation. It is in the process of setting up a steel plant.

Tumkur Minerals Pvt. Ltd. has its mining operations and exports iron ore from Karnataka.

V.M. Salgaocar Sales International partnership firm trading in iron ore to meet the export targets of the group.

Hospitality & Tourism

Aero Mundial Pvt. Ltd is one of the first travel agencies of Goa and an IATA member. It handles all domestic and international travel arrangements.

Goa Marriott Rcsort is a 180 room 5-Star property at Miramar, Goa, managed and operated by world renowned Marriott International (See a separate write-up.)

Hotel La Paz Gardens, a 3-Star hotel at Vasco-da-Gama, provides 73 elegant air-conditioned rooms, deluxe suites, conference rooms and an exclusive boardroom. Restaurants specialising in Goan, Indian, Continental & Chinese cuisine, and a fast-food outlet are a gastronomical delight. It also runs Little Chef, a multi-cuisine restaurant in the heart of the port town.

GOA MARRIOTT RESORT & SPA

Ideally poised at the secluded edge of Miramar Beach the Goa Marriott Resort offers breathtaking sunsets and stunning sea views. This charming 5 Star Luxury resort houses an exciting mix of fine dining, leisure activities, comprehensive business facilities and personalized services. Conveniently located, it provides easy access to bustling Panaji town and all major beaches and places of tourist attraction. Goa Marriott Resort provides an environment that is playful, vibrant and happy thus delivering a memorable and engaging experience to a global audience and all generations.

The Resort has 180 elegantly designed comfortable rooms and suites with individually controlled air conditioning, four fixture bathrooms, LCD televisions with satellite connection, electronic safes mini bar, wireless connectivity, data port and voice mail service. With a full range of restaurants and bars, state of the art business and conferencing facilities and a modern Spa and Fitness Centre, the Resort is able to meet the needs of the most discerning traveler.

*Dining options at the Goa Marriott Resort provide guests with a wide range of culinary delights. The **Waterfront Terrace and Bar** offers sumptuous buffets for breakfast, lunch and dinner in addition to innovative a la carte specialties. There is also an outdoor patio where guests may enjoy the water view and sea breeze while dining. Enjoy our version of Chinatown as you dine amidst the peaceful setting of a traditional Chinese courtyard at **Wan Hao** and tuck into the authentic Wan Asian Cuisine. The **Pool Bar** serves light refreshments to guests relaxing by the cool blue waters of the Resort's pool while after sunset, **Simply Grills** the seasonal restaurant prepares irresistible barbeques done to your preference. Considered the best in Goa, the **Cake Shop** offers an irresistible range of freshly baked cakes, cookies, pastries, sandwiches and homemade bread. You can either opt for a take-away or sit over a cappuccino. In-room dining is also available to Resort guests.*

*For meeting friends and enjoying live entertainment there is the **Lobby Lounge** a wonderful vantage point for catching a magical sunset over the Arabian Sea or dance the night away at **AZUR** the transition lounge that changes moods through the day. Capture the excitement of Las Vegas at **Casino Carnival** and try your luck at the blackjack roulette or slot machines.*

*The Resort banquet spaces can accommodate upto 1000 guests and feature the **Grand Ballroom** and four additional meeting rooms, all with the latest audiovisual and telecommunication equipment. The **Business Centre**, with its private board room and meeting space, is able to extend support services to all conferences and meetings held at the Resort.*

*The **Spa at Fitness Centre** has all the facilities that meet international standards. High tech exercise equipment, tennis and squash courts, jacuzzi, Sauna and steam rooms and Ayurvedic massage rooms offer guests all the opportunities to relax and unwind. There is also a playroom for children and the **Beauty Salon** with a full range of services and treatments.*

The Goa Marriott Resort is one of the most eco friendly hotels in India. It is designed to maximize open and green spaces with beautiful landscaped gardens in which hundreds of tropical shrubs, plants and trees grow. There is an on-site sewerage treatment plant for irrigation. Advanced energy saving equipment has been installed and refrigerant gases comply with the Montreal Protocol. The resort has encouraged the use of environment friendly rubber wood and particle boards in the guest rooms and discouraged the use of plastics. It is monitored by advanced life-safety, fire and security systems with a doctor on call at any point of time. Public restrooms include facilities for the physically challenged

All the facilities of the Goa Marriott Resort are supported by a team of highly motivated and friendly associates who deliver a consistently high standard of personalized service. Combined with the traditional 'Marriott Spirit to Serve', the resort has become the hospitality leader in Goa for both the business and leisure traveler.

Social Commitments

Environment

The principles of sustainable development guide the corporate environmental policy. The Salgaocar Group ensures that development meets the needs of the present without compromising the value and integrity of the environment to meet the needs of future generations. The company has taken proactive measures beyond statutory requirements for rehabilitation of abandoned mining areas and has undertaken massive tree plantation programmes in its mining areas. Protective 'bunds' have been erected to prevent water pollution. Innovative techniques like "Coco-Erosion Control Blanket" and "Coco-Filters" have been implemented to control the erosion of mining waste and prevent air bound dust. The Velguem / Surla Iron Ore Mine of Salgaocar has been the recipient of the Subh Karan Sarawagi Environment Award from the Federation of Indian Mineral Industries.

Education

Devi Sharvani Education Society has established the V.M. Salgaocar College of Law, Goa's first Law College, which conducts three-year and five year Bachelors Degree in Law of the Goa University. It also conducts the LL.M. programme and is a recognized search Centre for grant of Ph. D. of the Goa University.

Hospital

Salgaocar Medical Research Centre, established at Chicalim, Goa, as part of Salgaocar's commitment to better health care to Goans, now runs the ultra-modern multi-specialty tertiary care V.M. Salgaocar Hospital with 120 beds including 26 for critical care. The Hospital offers comprehensive medical services from investigations to surgery and post-operative care with state-of-the-art equipments. An OPD, a Day-Care Centre and an exclusive Centre for Health Check make it unique. It includes the VIVUS SMRC Heart Centre dedicated to complete cardiac care covering invasive, non-invasive, diagnostic and cardiac surgery.

Sports

Salgaocar Sports Club occupies pride of place in the annals of the history of Goan and Indian football having been Champions on a number of occasions. Salgaocar Football Team has been the proud winner of Federation Cup, Rovers Cup, National Professional League and Durand Cup besides many other titles at the National level during five decades of its existence. The team clinched the title of Champion Club of Goa in the GFA Pro League for three successive years from 2002. Salgaocar Group also runs a Cricket Club which has been making a market at the State level and has been crowned Premier Division Champions.