



All set to turn into a world class education hub for CA coaching.

Excellent Business Opportunity with Excellent Support

From the House of



Since 1990

## **Franchisee Brochure**

**Promoted By:**

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## **The Scanner Academy ( TSA )**

The genesis of The Scanner Academy lies on an urge to set standards of excellence and perfection in the quest for CA education. We are known for our expertise and effectiveness in the field of education. We stand apart due to our unique, scientific and innovative methods

CA is the crown of professional courses in India. The paradox is that the aspiring generation is devoid of crucial support to pass the practical and practicum of the courses in a manner to be skilled in the field. They come across deficiencies of infrastructure, teaching interface, material, tools, technologies, environment, guidance, care, assistance and motivation; and on the other hand a slapdash and overstatement of fee. These challenges could be handled efficiently by creating an extensive, coordinated and inline teaching-learning-system.

At The Scanner Academy, we carry it out by result oriented specialized classes for **CA-CPT** and **IPCC** through:

- Teaching by the Experts of Scanner
- Disciplined and Friendly Environment
- SMS Follow Up of Class Room Teaching- centralized service
- Fully weather Conditioned Classrooms
- State of the Art Infrastructure
- Revision Classes
- Course Completion Before Time
- Scientific, Systematic and Time Saving Methodology
- Individual Assistance Support
- Unique Test Series
  - Regular Test
  - Stress Test
  - Speed Test
- Library Facility
- Reasonable Fee

### **Our Vision**

To make students competent and capable enough to meet the challenges of CA examination through our carefully carved out curriculum.

### **Our Mission**

Leave nothing to chance. Exclusive preparation batches for CA and CA only. We complete the course well in advance so as to give the students enough time to revise.

### **Our Strategy**

To make the students competent in all the subjects. Each subject needs a different skill to excel. We help students master the skill to crack all the subjects.

### **Our Creative Leaders**

Large group of young CAs lead by our chief mentor **Dr. Arun Kumar** recognized nationally for his innovative approach in CA, CS and CWA teaching and learning.

Our diversified and dedicated professional team is a knowledge based group which endeavors to provide best and wide spectrum of learning. We have strong foundations to achieve robust growth.

### **Standard Teaching Process of TSA**

- Overview of the subject
- Overview of the chapter
- Detailed instruction of the chapter
- Numerical Illustration
- Home work
- Discussion of home work in class room
- Special classes for weak areas (Identified in class room discussion)
- Tests
- Remedial Classes for corrective action

# Franchise

## Why is this document to you?

This document is of use to you if you want:

- To become your own boss.
- A quick start.
- To enjoy the comfort zone of a tried, time tested and established brand “Scanner”.
- To weigh out the disadvantages of running a coaching by the advantages it has.
- A rapid national growth.
- To get increased market share of the field.
- A rapid expansion
- To get trained for the trade.
- 25% rebate in Income Tax as franchisee in franchise fee.

## A Business Proposal

The Scanner Academy is committed to establish world class educational and training institute for CA course by creating replica of it under its **established brand** in every city of the country. For this very cause, it invites interested class owners, professionals, entrepreneurs, institutions to shake hands in the process of creating a new flow of professionally skilled brain pool of CAs in India. This business proposal is put in front of you to associate with us as our Franchisee and make way towards prosperity, establishment and deference of being part of leading league of the field.

It's the high time to come together for providing excellent professional education in your city with the help of state of the art technology and teaching support to make a handsome earning by facilitating the students make their dreams come true as CA.

## Your Role as Franchisee

1. To meet and maintain vision and mission of TSA.
2. To maintain the interest of the students and to inspire, stimulate and bring them to the course.
3. Make best efforts to ensure the best facilitation of learning of students.
4. Maintain financial viability and increase profitability.

## Prerequisites for Franchisees

TSA franchisees are supposed to fulfill the following requirements on their part:

- **Qualitative Prerequisites**
  - ⊗ Passion for Education
  - ⊗ Belief in Vision and Mission of TSA
  - ⊗ Integrity and Business ethics
  - ⊗ Understanding of Academic World
  - ⊗ Mutual trust and cooperation

- **Quantitative Prerequisites**

- ✿ Having capability of capital investment of (as per Category) city “A” Rs. 5,00,000, “B” Rs.4,50,000, “C” Rs.4,00,000 (As per Table 3) including franchise charges.
- ✿ At least 1000 sq. feet rented or own space.
- ✿ Have a minimum 2 or 3 classroom (of at least 50-60 students’ capacity).
- ✿ A common room (for faculty).
- ✿ Library.
- ✿ Office cabin with IT Support.
- ✿ Computer Room.
- ✿ Audio-Video System.
- ✿ Some resources should be available like white board and suitable furniture and fixtures, proper electricity supply, weather conditioners etc. in every class room.
- ✿ Restroom.

### **Obligations of Franchisee**

- To pay Franchise charge as per Category (city “A” **Rs.2,00,000** , “B” **Rs.1,50,000** , “C” **Rs.1,00,000**) as signing amount (including 5,000 registration fee).(valid for 3 years)
- Induce the teaching of CPT & IPCC in their programs.
- Fulfill other financial obligations.
- Reporting to The Scanner Academy.
- Conduct Train the trainer Programs.
- Publicizing the course of CA.
- To abide by the teaching process of TSA

### **Process to become Franchisee**

- Send duly filled in form with registration fee.
- Discussion with TSA business development executive.
- 25 days period for Infrastructural organization.
- Infrastructure verification by TSA team
- Signing amount submission
- Signing of Agreement
- Payment of kit and brand sharing charges
- Fulfillment of kit and infrastructural support due on part of TSA
- Continual supports due on part of The Scanner Academy

#### **Note: Payment mode**

1. Demand Draft in favour of The Scanner Academy, Allahabad.
2. Deposition of Payment in ICICI Bank account of The Scanner Academy.  
(Account no.- 628201203458)

## What Franchisee will Gain

Franchisee can expect following qualitative and quantitative benefits from The Scanner Academy:

- **Qualitative**
  - High Integrity.
  - Sound Business ethics in all dealings.
  - Mutual trust and cooperation.
  - Association with a near monopoly brand.
  - Infrastructure consultation.
  - Regular support on administration and academic matters.
  - Training of faculty and staff.
  - National Presence.
  - Facilitation of ISO Certification (against additional payment).
- **Quantitative**
  - Certification as Franchisee.
  - Time Schedule.
  - Access to the network created by the Franchisee.
  - Support for the CPT and IPCC courses.
  - Regularly updated Computer based Question Bank for CPT.
  - Software to manage their Institution.
  - Quality Manual for ISO 9001:2008 certification (against additional payment).
  - Online test supported with multiple analysis.
  - Marketing leads generated through our website.
  - Infrastructural Support (2 Laptops and 1 LCD Projector).  
(Against additional payment).

The Scanner Academy also supports the **advertisement** of the franchisee in its Brand publications, journal and other publications which is subject matter of discretion of management.

## **Facilities which TSA will provide to its Franchisee**

### **Student Support**

1. Online Test Facility
2. SMS Follow-up for hourly revision
3. Student Kit
4. All India Test Series

### **Faculty Support**

1. Power Point Presentations of Classes of TSA
2. Video Back-up of TSA Class Lectures
3. Handouts (Study Materials) of TSA
4. Teachers Study along with References
5. Faculty and Staff Training
6. Trainers Manual along with FAQs
7. Teachers Certification with validity period
8. ISO Certification

### **Management Support**

1. Communication Log Software (Software to Manage Institution)
2. Library Assistance
3. Advertisement Support (On TSA Website, Brand publications, Monthly Journals, News Papers etc.)
4. Continuous IT Support by TSA Team
5. Regular support on administration and academic matters
6. Association with a near monopoly brand 'SCANNER'
7. Quality Manual for ISO 9001:2008 certification \*

- **KIT**

<b>CPT</b>	<b>IPCC</b>
<ul style="list-style-type: none"> <li>• Contents of Course Material               <ul style="list-style-type: none"> <li>○ Super Scanner CPT</li> <li>○ Solved Scanner</li> <li>○ Scanttest</li> <li>○ Revision Card</li> <li>○ Dictionary of Commerce</li> <li>○ Online Test</li> <li>○ T- shirt</li> <li>○ Bag</li> <li>○ Register</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Contents of Course Material               <ul style="list-style-type: none"> <li>○ Solved Scanner</li> <li>○ Text Books</li> <li>○ Scannshort</li> <li>○ Scanncards</li> <li>○ T- shirt</li> <li>○ Bag</li> <li>○ Register</li> </ul> </li> </ul>

**Additional Supportive Tools**

- Software Support
- Product Support
- Library Support

### **Terms and Conditions of Franchising**

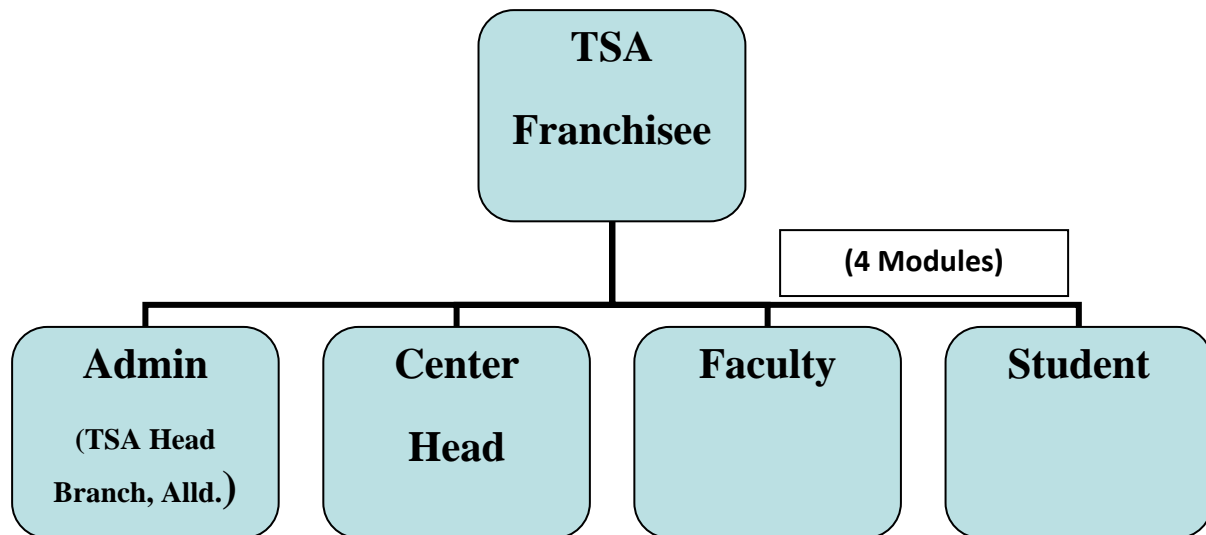
- The Scanner Academy reserves the right to carryout any visit to the Franchisee.
- Franchisee will not join any CA program or Coaching of any other Organization.
- Franchisees will be responsible for their own academic, administrative, and financial Management. The faculty and Administrative staff will be trained and approved by the Franchisor (The scanner academy).
- Franchisee has to follow time-to-time update instructions which will be given by The Scanner Academy.
- Agreement (between Franchisee and The Scanner academy) will have duration of Three Years. Renewal will be done by mutual agreement every Three Year.
- To renew the agreement, centers must apply one month before the agreement expires.
- Withdrawal from agreement by either party must be notified in writing to the other at least six months before the date of conclusion.
- Agreement may be terminated at any time due to failure of Franchisee to meet his/her obligations.
- Date on which the agreement concludes due either to withdrawal or one of the causes of termination, Franchisee will have no right of refund of payment already made to The Scanner Academy.
- The Scanner Academy is neither responsible nor be liable for any unlawful activity or/and misconduct conducted by the undersigned franchise.
- In the case of conflict and execution of agreements, the parties will come under the jurisdiction of the Allahabad Court.

## **Software Support by TSA**

### **Study in virtual classrooms**

Welcome to our e-Learning software.

1. It can be used through web browser (e.g. Internet Explorer 6.0 or above)
2. This software can be used with the help of LAN & also by students all over the world through Internet facility.
3. Initially, it will be available with CPT course but other courses can also be installed as per requirement.
4. Through this software Center Head can register the no. of students as per requirement.
5. Only those students who are provided with user name and password by the Center Head would be able to deal with this software.
6. Student can create unlimited no. of tests anywhere anytime.
7. Students can also study the material online.
8. After reading a particular topic test paper will create which has to be completed within allotted time.
9. After finishing the test, scores and status will show immediately. Students can analyze test score chapter wise & unit wise by which he will be able to know his weak areas.
10. In this way student can check their performance. Student can also know his All India Ranking with the help of Center Head.



### Admin Level

- **Courses**
  1. Courses definition
  2. Exam Definition
  3. Courses Level Exam
  4. Subject Details
  5. Paper Details
  6. Chapter
  7. Unit
- **Question Bank**
  1. Question Type
  2. Question Time
  3. Question Bank
  4. Competency level
  5. Difficulty level
  6. Manage Study Material
- **Manage Test**
- **Registration**
  1. Center
  2. Center Head
  3. Center Courses
- **Report**
- **Utility**
  1. State
  2. City
  3. Glossary

## Center Head Level

- **Registration**
  1. Faculty Registration
  2. Faculty Course Registration
  3. Faculty Batches & Schedule
  4. Student Registration
  5. Student Course Registration
  6. Student manage Batches & Schedule
- **Report**

## Faculty Level

- **Courses**
- **Batches Time Table**
- **Manage Test**
- **Attendance record**
- **My Classes**
- **My Courses**
- **Study Material**
- **Report**

## Student Level

- **Study Material**
- **My Class Schedule**
- **Attendance record**
- **My Test Center**
- **Student Level Test**
- **Report**

## Franchise Registration Form

### Personal Profile:

Full Name :

E-mail :

Age :

Address :

Mobile :

Business Add :

Business Phone :

Martial Status :



### Education:

Highest grade completed:

Others:

### Business History:

Do you have ever owned any other business?

Yes

No

If so what was the business?

Company :

Dates :

Title :

Business type

Annual Sale :

**Financial:**

Do you own Property:  Yes  No

Please tick:  Land  
 Rental property  
 Other (Please write the name)

Sources of Income:

Business   
Salary   
Dividend and interest   
Other incomes

How much money you are prepared to invest in the Franchise? Rs.

Where will the funds come from?

.....  
.....  
.....  
.....

You wish to operate business:

As an owner operator  
 With a partner

Do you fulfill the requirements mentioned in the Franchise hand book of The Scanner Academy?

Yes  No

I am going in Franchise business because:

- I'm tired of my working style.
- I want to build a financial security for myself and family.
- I want to diversify my investment.

I want to increase my Income.

Others.

Your Vision

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.....

Is there anything else you would care to and which may help us in the evaluation of your application? Include family background, Hobbies, Avocations, Interests, Membership in civic services or professional organizations, continuing education, life style etc.

My Signature below certifies that all information entered herein has been carefully read and is true, correct and complete. I authorize TSA on its agent to obtain verification of any of the above information.

Signature:

Date:

## FAQs

- **What is TSA?**  
The Scanner Academy is a premier coaching institute in the field of preparation of CA examination. TSA is committed to establish a world class education and training institute by replicating itself in every city throughout the length and breadth of the country.
- **What does it do?**  
TSA is a coaching Institute in the field of CA.
- **How does it operate?**  
It operates with its standard methods and methodologies.
- **Whether you appoint more than one franchisee in the same city?**  
No, TSA allows only one franchise in one city.
- **Where will the faculty be trained?**  
The faculty will be trained at Delhi and Allahabad.
- **Whether time schedule be maintained by TSA or Franchisee?**  
Time schedule solely depends on franchisee.
- **Operating multi centers in different cities is allowed or not?**  
Yes, it is allowed.
- **Will you provide satellite classes?**  
It is in future plan.
- **Will TSA share the expenses of our advertisement?**  
Only upto own publication and discretion.
- **Whether weather conditioners a must to run the franchise?**  
It is an optional parameter and varies with different geographical areas.