



Franchise Questionnaire

CSSRL Franchise Model through FAQ's



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INSIDE FRANCHISE FAQ's

- Why and how Franchise ?
- What CSSRL Laboratories do ?
- Why CSSRL Introduced International Franchise Modal ?
- Who can apply for CSSRL Business Center Franchise ?
- What is in it for me ?
- What is the Incubation Period for opening Franchised Business Center ?
- What are minimum manpower Requirement for my Business Center Franchise & Who will provide it ?
- What are License/Affiliation fees ?
- What are Possibilities of negotiation or concession in License Fees ?
- What will be the Royalty share of CSSRL HQ in Net Sales ?

INSIDE FRANCHISE FAQ's



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- What is Minimum available floor space required to start my Business Center ?
- How will I plan Infrastructural Layout of my Business Center ?
- What will be Territorial Exclusivity of a Franchised Business Center ?
- What Annual Return On Investment rate ?
- We are a group of partners. Can we start CSSRL Business Center in partnership instead of sole proprietorship ?
- We are a Pvt Ltd. Can we start CSSRL Business Center instead of sole proprietorship ?
- We are an Educational College / University. Can we take CSSRL Business Center Franchise ?

INSIDE FRANCHISE FAQ's



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- Can a Business Center offer Corporate IT Security Services like Penetration Testing, Security Audit etc. also, apart from Education and Training ?
- Will CSSRL HQ offer any support in Initial Setup of Business Center ?
- Will CSSRL HQ offer ongoing support in growth and development of Business Center ?



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WHY AND HOW FRANCHISE ?

Franchise or Assisted Entrepreneurship comes with definitive objective of **"We Grow as You Grow, Together We Grow"**. The nice thing about franchise is that you have an IT Leader & Global Entrepreneurs who has finest method of Business Operation which offered assure scope of successful Entrepreneurship at **International** Playground.

What CSSRL Laboratories do ?



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Cyber Security Studies and Research Laboratory, also popular as CSSRL can be well defined as an **IT Security Company** incorporated under 1956 Company Act, Ministry of Corporate Affairs, Government of India. Offering a Spectrum of more than 17 State-of-Art Professional and Intellectual Services, CSSRL is motivated by its rich ethics commitments for disseminating Cyber Security Professional Training and improvising best of IT Security Practices and Standards across variegated Critical Information Systems. CSSRL operates across **THREE MAJOR BUSINESS VERTICALS**

- Education and Training Services
- Business Services (Security Services)
- Franchising Service

)

Why CSSRL Introduced International Franchise Model ?



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CSSRL International Business Model (Global Partnership Initiative) aims to serve Global IT Community by generating Professional Competent Workforce of **IT Security Professionals** that can fill up highly demanding sectors in Information System Security Industry. Moreover CSSRL Global Partnership Initiative (GPI) offers a Unique opportunity to Entrepreneurs / Investors / Educational Organizations / IT Corporations to join CSSRL's WIN-WIN Business Model and be benefited by International Business Pool of IT Security Entrepreneurs



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Who can apply for CSSRL Business Center Franchise ?

All Interested **Entrepreneurs / Investors / Educational Organizations / IT Corporations** that can run CSSRL's Business Center Franchise aligned with the objectives of GPI are welcomed to join us. No, IT Background is not Mandatory

What is in it for me ?



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As a Franchisor, CSSRL HQ understands and respects the Business Expectations of Investors/ Franchisees. As per our Analysis, CSSRL Business Centers shall generate an **Average Annual ROI of 47.67%**. To promote Business Sales, CSSRL HQ shall offer 40+ different support and services in Business Operations. Against which CSSRL HQ and CSSRL Business Center Franchisee shall share the sale on **30% : 70%** basis. **40+ Services** by CSSRL HQ shall consists of Automated Business Management System, Lead Generation, Regional Promotion Support, Client Acquisition, Web Promotion, Accreditons, Infrastructural Assistance, Staffing, Business Development, Placement Assistance and many more intangible supports and services along with CSSRL Brand Benefits in IT Security Trainee and Corporate Circle. And Above all you get to join an International Business Suite.



What is the Incubation Period for opening Franchised Business Center ?

From the point of MOU Signup, CSSRL Franchised Business Center shall be setup within an Incubation Period of Maximum 3 Months.

MOU signing and License Allocation @ CSSRL Administrative office.

Starter Kit Dispatched for Franchisee Location.

Meeting with RM at Franchisee Location.

Site Preparation + Staffing + Regional Promotion (within 3 Months)

GRAND OPENING at Franchisee Location

Admission Session Launch

15 Days Team Training at Franchise Location/Video Conferencing

10 Promotional Programs at Franchisee Location.

Administrative Hand Over to Franchise Partner

What are minimum manpower Requirement for my Business Center Franchise & Who will provide it ?



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Business Operations of CSSRL Franchisee shall require a Dedicated professional team consisting of :-

- 1 Operational Manager
- 2 IT Security Manager
- 2 Business Promotion Manager
- Office Assistants.



Regular Staffing and Recruitment Support for Franchised Business Center shall be offered by CSSRL HQ.



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What are License/Affiliation Fees ?

License Fee for CSSRL Business Center Franchisee is subjective to Four-Tier Model and Regional Preferences.

What are Possibilities of negotiation or concession in License Fees ?

In order to maintain uniformity in Business Collaborations, CSSRL do not offer any negotiation or concession in License Fee.

What will be the `share of CSSRL HQ in Net Sales ?

With 100% Liabile Support 'n' Services,CSSRL:EC Partnership ratio shall be 3:7,

That means,30% of Net Business Sale shall be CSSRL HQ royalty.



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What is Minimum available floor space required to start my Business Center ?

A Minimum floor space of **1000 sq ft** is mandatory to start CSSRL Business Center

How will I plan Infrastructural Layout of my Business Center ?

CSSRL HQ shall offer dedicated Infrastructural Development Directions and Design supports.

What will be Territorial Exclusivity of a Franchised Business Center ?

As per the Territorial preferences and TIER Selection, exclusivity rights are awarded. (Subjective to Agreed Terms)



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What Annual Return On Investment rate ?

CSSRL Franchise Model scales an **Excellent and Assured Investment ROI range of 35 % - 67%**

We are a group of partners. Can we start CSSRL Business Center in partnership instead of sole proprietorship ?

Yes, CSSRL Franchised Business Center can be owned by Individuals/ Group of Individuals on Partnered Proprietorship.

We are a Pvt Ltd. Can we start CSSRL Business Center instead of sole proprietorship ?

Yes, CSSRL Franchised Business Center can be owned by Private Limited Company, LLP or Registered Corporation.

**We are an Educational College / University,
Can we take CSSRL Business Center Franchise ?**



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Yes, CSSRL Franchised Business Center can be owned by **Educational Colleges / University with Special Preferences and Grants**

Can a Business Center offer Corporate IT Security Services like Penetration Testing, Security Audit etc. also, apart from Education and Training ?

Yes, **TIER-II and TIER-III** Franchised Business Centers receive CSSRL HQ grant and supports for offering Corporate IT Security Services like Penetration Testing, Security Assessment, IT Audit, ISO 27001:2013 Compliance etc.



Will CSSRL HQ offer any support in Initial Setup of Business Center ?

CSSRL Business Development Procedure shall route render various Baseline Supports like:-

Site Selection

Infrastructural Layout

Team Selection

Administrative Training

Promotional Workshops

Operations Training

Grand Opening

Press Conference

Business Loan Assistance etc.

Will CSSRL HQ offer ongoing support in growth and development of Business Center ?



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Major Dedicated Ongoing Services by CSSRL HQ shall consists :-

- Automated Business Management System,
- Lead Generation,
- Regional Promotion Support,
- Client Acquisition,
- Web Promotion,
- Accreditons,
- Infrastructural Assistance,

And many more intangible supports and services along with CSSRL Brand Benefits in IT Security Trainee and Corporate Circle.



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USP @ FRANCHISE SERVICES

- GPI proposes an Exhaustively Researched **GLOBAL** Entrepreneurship Model.
- Best Customization possible as per Regional Business Potential.
- **CSSRL FRANCHISE IS CSSRL'S COMMITMENT FOR RECIPROCAL GROWTH.**
- GPI presents a Partnership Model with more than 40 Tangible Supports and Services.
- CSSRL Franchise Model scales an Excellent and Assured Investment ROI range of **35 % - 67%**
- CSSRL Franchise Model presents **INFORMATION SECURITY** as core domain of operation that opens a vent of Billions of Turnover.
- Information Security Industry is considered Backbone for uninterrupted Business Continuity and thus remain a dire need for all major Commercial Sectors.
- CSSRL Franchise Model presents "**OFFERINGS FOR ALL**". This eventually boosts Leads' Fall.
- GPI ensures that CSSRL Accredited Extension Centers are assisted and provided with most pragmatic guidelines to ensure Best Startup and Best Continuity for Franchisee's Business Operations.
- GPI endows **Channel Management Information System** in order to ensure even distribution of resources, smooth communication and support delivery.
- And finally it presents an irresistible opportunity to join **International Business Suite.**

JOIN CSSRL SOCIAL CIRCLE



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- <http://in.linkedin.com/pub/cyber-security-studies-research-laboratories-cssrl/56/8b3/b45>
- <https://www.facebook.com/CSSRLLaboratory>
- <http://www.stumbleupon.com/stumbler/CSSRL>
- cssrl.laboratories (SKYPE)