

# BUSINESS PLAN



Independent  
Accreditation Body



# UKJAS Accreditation Pvt Ltd

Issue No.1    Issue date 01.01.2026    Rev No.00    Rev date 01.01.2026

<b>Prepared By :</b> Investor Manager	<b>Reviewed By :</b> Business Development Manager	<b>Approved By :</b> Director
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## **LIST OF ABBREVIATIONS USED**

Commonly used abbreviations in documentation are enumerated below:

<b>Abbreviation</b>	<b>Description</b>
ISO/IEC	International Organization for Standardization/ International Electrotechnical Commission
GGBC	Global Green Building Council
TIC	Testing, Inspection and Certification
SME	Small and Medium Enterprises
USD	United States Dollar
CAGR	Compound Annual Growth Rate
WAF	World Accreditation Forum
IAF	International Accreditation Forum
NABCB	National Accreditation Board for Certification Bodies
ESG	Environmental, Social, and Governance
GHG	Greenhouse Gas
ISMS	Information Security Management System,
SEBI BRSR	Securities and Exchange Board of India - Business Responsibility and Sustainability Reporting.
CCTS	Carbon Credit Trading Scheme
ILAC	International Laboratory Accreditation Cooperation
FSI	Floor Space Index
GDP	Gross Domestic Product
MoEFCC	Ministry of Environment, Forest and Climate Change
HVAC	Heating, Ventilation, and Air Conditioning,
CRM	Customer Relationship Managemen
ELAP	Environmental Laboratory Accreditation Program
FIFO for documents	First In, First Out
PDCA	Plan-Do-Check-Act
RERA	Real Estate (Regulation and Development) Act, 2016
NDT	Non-Destructive Testing

USP	Unique Selling Proposition
SEO	Food Safety and Standards Authority of India
SEO	Search Engine Optimization
ELAP	Environmental Laboratory Accreditation Program
VE	Venture Capitalist
PE	Private Equity
ROI	Return on Investment
CSR	Corporate Social Responsibility
QRF	Qualifications Registration Form
SaaS	Software as a Service
ISMS	Information Security Management System
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortization,
M&A	Mergers and Acquisitions,
IPO	Initial Public Offering
SPAC	Special Purpose Acquisition Company
KPI	Key Performance Indicator
KRI	Key Risk Indicator
CAC	Customer Acquisition Cost
PDCA	Plan-Do-Check-Act
BIS	Bureau of Indian Standards
FSSAI	Food Safety and Standards Authority of India,
MOU	Memorandum of Understanding
FAQs	frequently asked questions'

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## II. AUTHORIZATION

**Business Plan** has been established for meeting the requirements of Investors to generate the investment.

The Top Management of **UKJAS Accreditation Pvt. Ltd.** have reiterated the desire of the company to implement and maintain **Business Plan** for Investors to generate the investment.

**Business Plan** has been authorized by the undersigned for circulation and implementation at all levels in the company.

Revisions shall be prepared by Investor Manager, reviewed by approved by the undersigned.

Director,

For **UKJAS Accreditation Pvt. Ltd**

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### III. FOREWORD

The purpose of **Business Plan** has been established for meeting the requirements of Investors to generate the investment by UKJAS Accreditation Pvt Ltd.

General details, organizational structure, responsibilities, authorities and relationship of personnel and the method of carrying out of task of each element of the system have been given in this Business Plan Wherever applicable references have been given to other relevant documents.

**Business Plan** provides guidance to invest in our organisations with this documented system, maintain orderliness and ensure clarity and uniformity in the description of work by different personnel.

Investor Manager is responsible for control of the contents, distribution and general administration of this Business Plan Up-dated Business Plan is made available to recipients as soft copy with “read only” access.

The uncontrolled copies of this manual are issued for general information of our investors and other interested parties and the revision follow-up of these is not definite.

This manual will be of use to our investors and other interested parties for knowing our investment portfolio, its investment opportunities, our capabilities and our investment opportunities provided by us. This will also be useful to them to know how we are fulfilling investors / interested parties' requirements and are continually improving keeping in view the range of our investment portfolio, systems and facilities.

## IV. INTRODUCTION

UKJAS Accreditation Private Ltd stands as an independent accreditation body with a global footprint, dedicated to upholding the highest standards in conformity assessment. Established to bridge the gap between regulatory expectations and industry needs, UKJAS evaluates organizations worldwide that deliver certification, testing, inspection, calibration, and training services against internationally recognized benchmarks like ISO/IEC standards. Its non-profit ethos ensures impartiality, fostering trust among governments, multinational corporations, private entities, and individuals who rely on accredited services for quality assurance.

Recognized by diverse stakeholders, UKJAS assesses certification bodies, rating agencies, industrial associations, and training institutes to confirm their competence and integrity. This accreditation process verifies adherence to rigorous criteria, such as ISO/IEC 17021 for management systems, ISO/IEC 17020 for inspections, and ISO/IEC 15189 for medical labs, enabling seamless mutual recognition across borders. By promoting voluntary oversight without wielding regulatory authority, UKJAS empowers organizations to demonstrate credibility and reduces redundant evaluations in supply chains.

This network supports innovation, entrepreneurship, and the broader adoption of accreditation in sectors like healthcare, manufacturing, and e-commerce.

Through its commitment to excellence, UKJAS not only enhances organizational performance but also contributes to sustainable industry practices worldwide. Its growing roster of 1500+ registered assessors and auditors underscores a robust ecosystem for continuous improvement and international collaboration. As accreditation demands evolve, UKJAS remains a pivotal player in ensuring reliability and competitiveness for its clients.

## V. OVERVIEW SUMMARY

UKJAS Accreditation Private Ltd is an independent, non-profit body in India with global reach, established in 2008 and incorporated in 2017 (CIN U80101HR2017PTC071185).

It accredits certification bodies, testing labs, inspection agencies, and training institutes to standards like ISO/IEC 17021 and 17020.

UKJAS ensures competence through voluntary, impartial audits without regulatory power, serving healthcare, manufacturing, and e-commerce sectors.

Over 10 certification bodies accredited, 1500+ assessors registered, and 1200+ organizations certified, listed on [iregister.com](http://iregister.com) for verification.

The process spans 1-6 months, involving document review, on-site audits, and corrections for mutual global recognition.

Recognized by governments and multinationals, it reduces redundant supplier checks.

Headquartered in Palwal (Delhi-NCR), with offices in Vasai West (Mumbai)  
UKJAS promotes "certified once, accepted worldwide."



ACCREDITED

**UKJAS Accreditation Pvt. Ltd.**

*Your Trusted Partner*

Leading Accreditors Since 2001

# BUSINESS PLAN

## Executive Summary

UKJAS Accreditation Private Ltd (CIN U80101HR2017PTC071185), incorporated in 2017 as an independent non-profit-distributing body, specializes in voluntary accreditation for certification bodies, testing labs, inspection agencies, and training institutes under ISO/IEC 17021/17025/17020/17065 standards, targeting SMEs in non-regulated sectors with proprietary schemes like GGBC green building ratings.

Operating from Haryana/Maharashtra hubs with 1500+ assessors, UKJAS delivers cost-effective 1-6 month processes enabling "certified once, accepted worldwide" via irppo.com, differentiating from NABCB/UKJAS through flexibility and innovation amid India's TIC market growth (USD 7.9B in 2025, 3.63% CAGR to USD 10.9B by 2034).

Self-financed (>90% revenue from fees), the company projects 15-20% annual growth via scheme expansion (energy/ESG), digital tools, and nationwide scaling, requiring INR 50-100 lakhs for R&D/marketing while mitigating risks through impartiality controls and continuous surveillance..

## Vision, Mission & Core Values

### Vision

The vision of UKJAS Accreditation Private Ltd is to be recognized globally as a leading independent accreditation body known for integrity, impartiality, and innovation. It aims to foster entrepreneurship and set standards that ensure credible, practical, and cost-effective accreditation services. UKJAS aspires to promote the principle of "certified once, accepted worldwide," enhancing market access and reducing trade barriers. It seeks to continuously innovate and expand accreditation schemes to support sustainable growth worldwide.

### Mission

UKJAS Accreditation Private Ltd mission is to provide independent oversight of certification bodies, testing labs, inspection agencies, and training institutes through impartial assessments against international standards like ISO/IEC 17021, 17025, and 17020, ensuring competence without regulatory enforcement. It promotes "certified once, accepted worldwide" via continuous monitoring, World Accreditation Forum affiliations, and irppo.com listings to reduce trade barriers and build supply chain confidence. As a non-profit entity, UKJAS expands accreditation adoption, fosters innovation in schemes like GGBC green building, and delivers practical, cost-effective services focused on integrity and client needs.

### Core Values

#### Integrity:

UKJAS Accreditation Private Ltd upholds integrity as a core principle through its non-profit-distributing structure, ensuring financial independence without grants or government influence, and strict adherence to ISO 17011 for impartiality in assessor selection and conflict-of-interest management. The organization maintains transparency via continuous surveillance of 1500+ registered assessors, public directories on irppo.com, and documented non-conformity resolution during audits, preventing bias in accreditation decisions. This commitment fosters trust, enabling "certified once, accepted worldwide" recognition while prioritizing ethical oversight over commercial pressures.

#### Innovation:

UKJAS Accreditation Private Ltd drives innovation through a dedicated new scheme development program that evaluates market needs, stakeholder input, and ISO 17011 compliance to create proprietary standards like GGBC Green Building Rating System, Green Railway Station Rating, and energy management schemes tailored for Indian SMEs and exporters.

**Collaboration:**

UKJAS Accreditation Private Ltd fosters collaboration through affiliations with the World Accreditation Forum for mutual recognition, Aided associate membership for medical device sectors, and partnerships with accredited certification bodies like Deming Certification Services and Six Sigma Quality International to co-develop schemes like GGBC green building ratings.

**Environmental Responsibility:**

UKJAS Accreditation Private Ltd demonstrates environmental responsibility by accrediting certification bodies for ISO 14001 Environmental Management Systems and proprietary GGBC Green Building Rating System, Green Company Rating, and Green Railway Station schemes, enabling organizations to reduce emissions, waste, and resource consumption through verified sustainable practices.

**Health & Well-being:**

UKJAS Accreditation Private Ltd promotes health and well-being by accrediting certification bodies for ISO 45001:2018 Occupational Health & Safety (OH&S) management systems, ensuring workplaces identify hazards, mitigate risks, and foster safe environments for employees, as seen in accreditations for railway projects like Coach Care Centre Mumbai Central and DRM Office Vadodara.

**Leadership:**

Directors emphasize integrity, innovation, and client-centric "red carpet" service, fostering 1500+ assessors and proprietary schemes like GGBC while maintaining ISO 17011 impartiality without regulatory ties.

## Company Overview & History

UKJAS Accreditation Private Ltd (CIN U80101HR2017PTCo71185), incorporated on October 18, 2017, as an independent non-profit-distributing body under Registrar of Companies Haryana, evolved from Six Sigma Quality International founded in 2008 by Mukesh Kumar Singh amid the recession, initially freelancing quality/sustainability services before specializing in voluntary accreditation for non-regulated sectors.

### Key Milestones

Headquartered in Palwal, Faridabad (Haryana) with Mumbai/Vasai operations, UKJAS accredits certification bodies, labs, and inspectors under ISO/IEC 17021/17025/17020 against standards like ISO 9001/14001/45001, developing proprietary GGBC green building schemes. It has registered 1500+ assessors, accredited 10+ bodies serving 1200+ organizations, and promotes "certified once, accepted worldwide" via irppo.com and World Accreditation Forum ties.

## Shareholders & Promoter Profiles

UKJAS Accreditation Private Ltd (CIN U80101HR2017PTCo71185) is a closely held private limited company with authorized and paid-up capital of INR 1,00,000 fully subscribed by its two directors, who serve as promoters since incorporation on October 18, 2017.

### Founding Promoters:

Mukesh Kumar Singh (DIN: 05129771) and Sima Mukesh Singh (DIN: 05129784) are the founding promoters of UKJAS Accreditation Private Ltd, appointed as directors upon incorporation on October 18, 2017 (CIN U80101HR2017PTCo71185), holding full ownership of the INR 1,00,000 paid-up capital as a closely held entity.

### Strategic Investors:

UKJAS Accreditation Private Ltd (CIN U80101HR2017PTCo71185) has no strategic investors or external funding, operating as a closely held, promoter-owned entity fully self-financed through accreditation fees (>90% revenue) since incorporation in 2017, with no grants, donations, or institutional shareholders recorded.

### Global and Regional Partners:

UKJAS Accreditation Private Ltd maintains global partnerships through membership in the World Accreditation Forum (WAF), promoting best practices in quality assurance and mutual recognition for "certified once, accepted worldwide" via platforms like irppo.com and international register.

### Employee & Leadership Pool:

UKJAS Accreditation Private Ltd maintains a lean core team of 51-100 employees across its Haryana headquarters and Maharashtra operations (Vasai West, Nalasopara East), handling administration, scheme development, training, and client coordination.

## Strategic Objectives & Business Model

UKJAS Accreditation Private Ltd's strategic objectives include achieving 20+ accreditations by 2027, nationwide expansion to Tier-2/3 cities, IAF mutual recognition, and 15-20% annual revenue growth aligned with India's TIC market (USD 7.9B in 2025 to USD 10.9B by 2034).

### Founding Promoters:

It is promoted by Mr. Mukesh Kumar Singh and Mrs. Sima Mukesh Singh, who serve as directors and key driving forces behind the company's strategic vision and growth.

### Strategic Investors:

UKJAS Accreditation Private Ltd maintains a 100% promoter-owned structure with no strategic investors, external funding rounds, or institutional shareholders, operating as a self-financing non-profit-distributing entity since 2017 (CIN U80101HR2017PTC071185).

### Global and Regional Partners:

UKJAS Accreditation Private Ltd collaborates globally through World Accreditation Forum (WAF) membership, enabling mutual recognition and "certified once, accepted worldwide" via irppo.com listings and ISO 17011-aligned best practices.

### Strategic Objectives:

UKJAS Accreditation Private Ltd's strategic objectives focus on scaling to 20+ accreditations by 2027, expanding nationwide into Tier-2/3 cities via regional assessor hubs, achieving IAF mutual recognition pathways, and delivering 15-20% annual revenue growth aligned with India's TIC market (USD 7.9B in 2025 to USD 10.9B by 2034, 3.63% CAGR).

### Scalable Impact through Technology:

UKJAS Accreditation Private Ltd scales impact through digital tools like its e-library hosting remote assessment guidance, accreditation guides, and scheme documents, enabling electronic application submissions, checklist-based document reviews, and real-time non-conformity tracking to compress 1-6 month cycles.

### Inclusive Market Expansion:

UKJAS Accreditation Private Ltd pursues inclusive market expansion by prioritizing SMEs (80% clients) in Tier-2/3 cities through cost-effective, voluntary accreditations with size-scaled fees and 1-6 month timelines, bypassing high barriers of NABCB/UKJAS for non-regulated exporters and micro-enterprises nationwide.

**Growth of Sustainable Supply Chains:**

UKJAS Accreditation Private Ltd grows sustainable supply chains by accrediting certification bodies for ISO 14001 (environmental), ISO 45001 (health/safety), and proprietary GGBC schemes, enabling suppliers to demonstrate verified performance that reduces re-audits and trade barriers via "certified once, accepted worldwide" on irppo.com.

**Knowledge & Best Practice Leadership:**

UKJAS Accreditation Private Ltd leads in knowledge sharing through its UKJAS Training Academy offering lead auditor programs (ISO 27001, 17025), documentation workshops, and global best practices under ISO 17011, training assessors and clients for impartial accreditation.

**ESG & Climate Impact Enablement:**

UKJAS Accreditation Private Ltd enables ESG and climate impact by accrediting certification bodies for ISO 14001/14064 (GHG emissions quantification/reporting), ISO 45001 (social/health), and proprietary GGBC schemes (Green Building, Company, Railway Station ratings), verifying reductions in Scope 1-3 emissions for SMEs and exporters.

**Business Model****Certification Services:**

UKJAS Accreditation Private Ltd provides accreditation for certification bodies issuing management system certifications under ISO/IEC 17021 (ISO 9001 Quality, 14001 Environmental, 45001 Health/Safety, 27001 Information Security), product certifications under ISO/IEC 17065, and personnel schemes under ISO/IEC 17024.

**Membership & Subscriptions:**

UKJAS Accreditation Private Ltd operates on a customized fee-based membership model with no fixed subscriptions; costs are quoted per application based on organization size, scope complexity, and mandays required, comprising initial assessment fees (effort-related, including office/site time), annual surveillance/renewal fees, and minimal extras for multi-scheme assessments.

**Consulting & Advisory:**

UKJAS Accreditation Private Ltd offers pre-accreditation advisory services through optional gap assessments and readiness reviews prior to formal audits, identifying non-conformities in documentation, processes, and ISO/IEC 17021/17025 compliance to accelerate 1-6 month timelines via electronic checklists and expert guidance.

**Technology Platform:**

UKJAS Accreditation Private Ltd leverages a digital-first technology platform centered on ukjas.com for end-to-end accreditation management, featuring electronic application portals, automated checklists for document review, real-time non-conformity tracking, and "UKJAS Accreditation Check" for irppo.com verification.

**Volume-Based Procurement:**

UKJAS Accreditation Private Ltd offers volume-based procurement incentives through multi-scheme assessments at minimal extra cost and size-scaled fees favoring smaller/low-turnover organizations (e.g., SMEs in developing markets pay less than larger Western bodies), reducing per-scope pricing for bundled ISO 17021/17025/17065 accreditations.

**Training & Capacity Building:**

UKJAS Accreditation Private Ltd' Training & Capacity Building programs, delivered through the UKJAS Training Academy, build competence for assessors, auditors, and clients via 5-day Lead Auditor courses (ISO 27001 ISMS, ISO/IEC 17043 Proficiency Testing, ISO 9001), documentation workshops, and industry-specific standards training (hospitals, labs, businesses).

**Data Analytics & Reporting:**

UKJAS Accreditation Private Ltd utilizes data analytics for performance tracking through irppo.com integration and internal electronic checklists, enabling real-time monitoring of non-conformities, audit outcomes, and compliance rates during 1-6 month accreditation cycles for 10+ bodies and 1200+ organizations.

**Summary**

UKJAS Accreditation Private Ltd (CIN U80101HR2017PTCo71185), founded in 2017 by promoters Mukesh and Sima Mukesh Singh, operates as an independent, self-financing accreditation body targeting SMEs with voluntary ISO/IEC 17021/17025/17020 schemes, proprietary GGBC green ratings, and 1-6 month agile processes enabling "certified once, accepted worldwide" via irppo.com.

Differentiating from UKJAS through cost-effective fees, 1500+ freelance assessors, and digital platforms (e-library, remote audits), UKJAS serves 10+ accredited bodies and 1200+ organizations across manufacturing/sustainability, projecting 15-20% growth in India's USD 7.9B TIC market.

## Global UKJAS Overview

UKJAS Accreditation Private Ltd positions itself for global reach through World Accreditation Forum (WAF) membership and irppo.com listings, enabling "certified once, accepted worldwide" mutual recognition for its accredited certificates.

### Industry Scale & Market Size

India's Testing, Inspection, and Certification (TIC) market, encompassing accreditation services like UKJAS, reached USD 7.9 billion in 2025 and projects growth to USD 10.9 billion by 2034 at a 3.63% CAGR, driven by regulatory compliance, manufacturing resurgence, and ESG/sustainability demands in pharma, automotive and exports.

### Core Industry Drivers

#### Climate Policy & Regulation:

India's 2025 climate policy mandates net-zero by 2070 via SEBI BRSR ESG disclosures, CCTS carbon trading, and green building mandates, fueling ISO 14064/14001 demand in USD 7.9B TIC market where UKJAS enables SME compliance through GGBC ratings.

#### ESG Investment & Brand Value:

UK Joint Accreditation Service accreditation can strengthen ESG credibility by supporting organizations that follow recognized international management standards.

It encourages better environmental, social, and governance practices through certified systems such as quality, environmental, and safety management.

This enhances stakeholder confidence, investor trust, and responsible business reputation.

As a result, accredited organizations may improve their brand value and attractiveness for ESG-focused investments.

#### Technological Innovation:

UKJAS drives technological innovation via ukjas.com e-library, electronic checklists, remote video audits, and irppo.com verification tools, enabling scalable 1-6 month SME accreditations.

#### Supply Chain Globalization:

UKJAS Accreditation enables supply chain globalization by accrediting certification bodies for ISO 9001/14001/45001 schemes listed on irppo.com, ensuring "certified once, accepted worldwide" mutual recognition that eliminates re-testing/re-audits for Indian SME exporters across manufacturing, green building (GGBC), and energy sectors.

**Key Players & Competition:**

UKJAS Accreditation Pvt. Ltd. competes in India's accreditation sector against established national boards and international affiliates offering ISO conformity assessments. These key players dominate via government recognition, IAF/ILAC affiliations, and extensive networks for certification, testing, and inspection services.

Larger rivals leverage superior resources, faster processing, and premium branding for multinationals, while UKJAS targets SMEs with affordable, impartial voluntary accreditation in niche areas like proficiency testing.

**Sectoral Reach & Influence:**

UKJAS accreditation supports organizations across sectors such as testing laboratories, inspection bodies, management system certification, healthcare, training institutions etc.

It ensures that these organizations operate according to internationally recognized standards and demonstrate technical competence.

The accreditation enhances credibility, trust, and quality assurance within industries and supply chains.

It also facilitates market acceptance of certified products and services across different sectors.

## Indian UKJAS Industry

### Indian Industry Overview

UKJAS Accreditation supports India's industry (6.8% GDP growth FY2026) by accrediting certification bodies for ISO 9001/14001/45001 schemes serving manufacturing (40%), green USD 10.9B by 2034 at 3.63% CAGR) with est. 5-10% share in voluntary SME certification via 10+ accredited bodies serving 1200+ organizations, projecting 15-20% annual growth through GGBC/ESG schemes infrastructure (GGBC railway/building ratings, 30%), and SMEs in the USD 7.9B TIC market..

### Market Size & Growth

UKJAS Accreditation Private Ltd captures a niche in India's USD 7.9B TIC market (2025, growing to USD 10.9B by 2034 at 3.63% CAGR) with est. 5-10% share in voluntary SME certification via 10+ accredited bodies serving 1200+ organizations, projecting 15-20% annual growth through GGBC/ESG schemes.

### Key Drivers

#### Government Policy & Incentives:

UKJAS Accreditation Private Ltd, operating independently as a non-profit-distributing body, receives no direct central government incentives or policy support since it focuses on voluntary accreditations in non-regulated sectors without regulatory enforcement powers. Indirectly benefits from green building policies via accredited schemes like GGBC ratings qualifying clients for fast-track clearances and state incentives (FSI rebates, tax reductions).

#### Corporate Sustainability & ESG Compliance:

UKJAS Accreditation Private Ltd supports corporate sustainability and ESG compliance by accrediting certification bodies for ISO 14001 (environmental management), ISO 45001 (health/safety), ISO 14064 (GHG emissions), and GGBC green schemes, enabling verified Scope 1-3 reporting and worldwide acceptance via irppo.com for BRSR/SEBI requirements.

#### Material & Tech Innovation:

UKJAS Accreditation drives material & tech innovation through GGBC green schemes incorporating sustainable materials (e.g., low-carbon welding ISO 3834-2:2021, green building design techniques) and e-library resources on advanced testing/storage technologies for long-term data and biofuels.

#### Training & Awareness:

UKJAS Accreditation Private Ltd supports India's 6.8% GDP growth economy (FY2026) by accrediting certification bodies for ISO 9001/14001/45001 schemes serving manufacturing/services/infrastructure SMEs in the USD 7.9B TIC market, enabling voluntary compliance and exports via GGBC green rating.

## Market Trends – DCR

### 1. Rapid Market Expansion

UKJAS Accreditation delivers Training & Awareness through its dedicated Training Academy offering 5-day Lead Auditor programs (ISO 27001 ISMS, ISO/IEC 17043 Proficiency Testing, ISO 9001), documentation workshops for industries/hospitals/labs, and assessor capacity building to support 1500+ freelancers and SME compliance.

### 2. Mainstreaming of Accreditation.

UKJAS Accreditation drives rapid market expansion through nationwide Tier-2/3 penetration via 1500+ freelance assessors, digital platforms (ukjas.com e-library/remote audits), scheme innovation (GGBC/ESG/energy), and 15-20% annual growth targeting 20+ accreditations by 2027 in India's USD 7.9B TIC market.

### 3. Digitalization & Tech Adoption

UKJAS Accreditation accelerates digitalization through ukjas.com electronic application portals, automated checklists for document/non-conformity reviews, remote video/live-stream audits, e-library resources, and irppo.com integration for real-time verification, enabling scalable 1-6 month SME accreditations nationwide.

### 4. Supply Chain Integration & Green Logistics

UKJAS Accreditation mainstreams voluntary accreditation among SMEs through cost-effective 1-6 month processes, digital platforms (ukjas.com e-library/remote audits), training academy (1500+ assessors), and GGBC schemes, driving adoption in India's USD 7.9B TIC market beyond NABCB-regulated sectors.

### 5. Localization & Accessibility

UKJAS improves localization and accessibility by focusing on SMEs in Tier-2/3 cities, using a low-fee, size-based pricing model, simple English documentation, phone/WhatsApp support, and decentralized assessor deployment from Haryana and Maharashtra so clients do not need metro presence to access accreditation.

### 6. Policy Support & Incentives

UKJAS Accreditation receives no direct government policy support or incentives as an independent, voluntary body operating in non-regulated sectors without enforcement powers, but benefits indirectly through client eligibility for MoEFCC fast-track clearances and state green incentives via its GGBC-accredited schemes.

### **7. Focus on Health, Wellness & Net-Zero**

UKJAS Accreditation advances health and wellness through ISO 15189 medical lab and ISO 45001 workplace safety accreditations, while promoting net-zero via GGBC green building and ISO 14001 emissions management schemes.

### **8. Circular Economy & Material Innovation**

UKJAS Accreditation supports circular economy and material innovation by accrediting certification bodies for ISO 14001 (environmental management emphasizing resource efficiency/reuse) and GGBC green schemes promoting low-carbon materials, recycled content, and lifecycle assessments in building/infrastructure projects.

### **9. Data-Driven Impact Reporting**

UKJAS Accreditation integrates supply chains through ISO 14001/45001 certifications reducing re-audits via irppo.com's "certified once, accepted worldwide" listings, while GGBC green schemes and ISO 50001 energy management promote sustainable logistics for exporters.

## Competitor Analysis

UKJAS Accreditation Pvt. Ltd. operates in a competitive Indian landscape dominated by established national and international accreditation bodies focused on ISO standards and conformity assessment. Key players include government-backed national boards and subsidiaries of global firms, which hold significant market share through wide recognition and extensive networks.

### Market Position

UKJAS differentiates via its independent, non-profit model and accreditation for niche areas like proficiency testing and inspection bodies, targeting SMEs with cost-effective, voluntary services. It faces stiffer competition from players accredited under major international forums like IAF and ILAC, which offer broader mutual recognition agreements.

### Competitive Landscape

Rivals emphasize rigorous audits, global credibility, and sector-specific expertise in quality management, environmental, and safety standards, often backed by larger resources for faster processing and wider industry coverage. UKJAS competes by highlighting impartiality and online verification tools, but trails in scale compared to top-listed entities serving multinationals.

### Strategic Insights

The sector features 20+ active bodies approved for government tenders, with international affiliates providing premium branding. UKJAS positions itself for growth in emerging markets like healthcare and e-commerce certifications, leveraging regional offices amid rising demand for affordable accreditation.

## Factory Layout & Infrastructure

### 1. Site Planning & Zoning

UKJAS site planning zones administrative HQ in Faridabad (Haryana) near industrial hubs, operational hubs in Vasai West (Mumbai) and Nalasopara (Palghar) for assessor/client access, with digital e-library support—no production facilities required.

### 2. Building Design

Building design for UKJAS features lean, modular office spaces with open-plan layouts, partitioned zones for audits, training, and digital infrastructure, ensuring ISO 9001 and 14001 compliance with sustainable, scalable facilities.

### 3. Production Areas

UKJAS Accreditation Pvt Ltd has no production areas, operating as a lean office-based entity focused on accreditation audits and assessor coordination through digital platforms rather than physical manufacturing.

### 4. Utilities & Services

UKJAS utilities include standard office electricity, water, high-speed internet for e-library/digital audits, HVAC with natural ventilation, and backup power generators, supporting ISO 14001 energy efficiency in Faridabad/Vasai leased facilities.

### 5. Waste & Resource Management

UKJAS manages waste through minimal paperless digital operations, segregated recycling for office waste, and resource efficiency via ISO 14001-aligned practices with energy monitoring and water conservation in Faridabad/Vasai facilities.

### 6. Safety, Health & Wellness

UKJAS Accreditation Pvt Ltd ensures safety through ISO 45001-compliant protocols in office facilities, including fire alarms, extinguishers, emergency exits, and regular drills at Faridabad HQ and Vasai hubs.

## **7. Logistics & Supply Chain**

UKJAS logistics rely on digital platforms for 1500+ freelance assessor deployment and paperless document exchange, coordinated from rail-adjacent Faridabad/Vasai hubs to efficiently serve India's TIC supply chains with minimal physical transport.

## **8. Administration & Innovation Spaces**

UKJAS allocates Faridabad HQ for administrative document review/scheme development and Vasai hubs for innovation in training rooms/digital zones supporting e-library, assessor onboarding, and Lean ISO workflows for 51-100 staff.

## **9. Sustainability Features**

UKJAS Accreditation Pvt. Ltd supports sustainability by accrediting organizations that follow internationally recognized management standards related to environmental protection, quality, and responsible governance. Through certifications such as ISO environmental and safety standards, it encourages organizations to reduce environmental impact, improve resource efficiency, and comply with sustainability regulations. The accreditation process promotes transparency, accountability, and continuous improvement, helping industries adopt sustainable practices while maintaining high levels of quality and operational responsibility.

## **10. Certification & Compliance**

UKJAS ensures certification & compliance via ISO/IEC 17011 authority for accrediting ISO 17025/17020/15189 bodies, internal ISO 9001/14001/45001 adherence, and digital surveillance audits supporting 10+ accredited entities with global recognition.

# Machinery & Technology Roadmap

## 1. Adoption of Technologies

UKJAS adopts modern technologies to improve accreditation, auditing, and certification processes. It supports digital documentation, remote assessments, and data-based evaluation systems to increase efficiency and transparency. These technologies help accredited organizations maintain accurate records, improve compliance, and enhance quality management practices.

## 2. Smart Factory Integration

UKJAS integrates smart office technologies via cloud ukjas.com portal, IoT sensors for energy monitoring (ISO 14001), AI assessor matching, and digital dashboards for real-time audit surveillance, adapting smart factory principles to Lean accreditation workflows without physical production.

## 3. Renewable Energy and Resource Solutions

UKJAS promotes renewable energy solutions through management and testing for solar/wind/fuels under energy schemes, enabling resource efficiency and clean growth via certified assessors in its paperless, ISO 14001-aligned operations. Accreditation of ISO 50001 energy.

## 4. Digitalization & Automation

UKJAS digitalization & automation leverages ukjas.com portal with e-library, electronic checklists for paperless ISO audits, AI-assisted document review, CRM assessor coordination (1500+ freelancers), and real-time surveillance apps reducing processing by 90%.

## 5. Materials Innovation

UKJAS drives materials innovation by accrediting ISO 17065 eco-labels for sustainable/recycled materials, GGBC green ratings for low-carbon construction composites, and ISO 14001 schemes via 1500+ assessors, using recycled furniture/low-VOC finishes in its own offices.

## 6. R&D and Innovation Hubs

UKJAS integrates R&D and innovation within Faridabad/Vasai admin spaces via digital e-library and ukjas.com for new scheme development like GGBC/Mumbai ELAP, leveraging 1500+ assessors for ISO 17021/17065 advancements without dedicated physical hubs.

## **7. Training & Capacity Building**

UKJAS Training & Capacity Building features dedicated centers with 5-day Lead Auditor programs for ISO 17021/17025/27001 via Vasai hubs/ukjas.com, e-library resources, and assessor onboarding for 1500+ freelancers under ISO 17024 standards.

## **8. Compliance and Certification Technology**

UKJAS Compliance and Certification Technology utilizes ukjas.com portal with e-library, AI-driven audit checklists, CRM for 1500+ assessors, and real-time ISO 17021/17025 surveillance apps ensuring automated, paperless global accreditation compliance.

## Manufacturing Process Flow

### 1. Raw Material Procurement & Verification

UKJAS accredits ISO 17025 testing for raw material specifications and supply chain compliance via certified bodies and 1500+ assessors, ensuring verified quality without direct procurement in its office-based operations.

### 2. Material Storage & Handling

UKJAS employs minimal secure, climate-controlled office storage with ergonomic shelving/FIFO for documents/training materials and digital e-library reducing physical needs by 90%, adhering to ISO 9001 without bulk raw material handling.

### 3. Pre-Processing

UKJAS pre-processing involves digital application review (UKJAS 001 forms), document evaluation with electronic checklists, and non-conformity resolution prior to on-site ISO 17021/17025 audits, enabling 1-6 month accreditation timelines.

### 4. Quality Control & Testing

UKJAS accredits ISO 17025 labs for quality control via internal monitoring, proficiency testing, statistical analysis, and traceability, with surveillance audits using electronic checklists ensuring ISO 9001/17021 compliance for accredited bodies.

### 5. Finishing & Surface Treatment

UKJAS accredits ISO 17025 labs for finishing & surface treatment testing (e.g., coatings, paints, slip resistance per ISO/IEC 17025:2017), ensuring quality verification through surveillance audits and 1500+ assessors without direct manufacturing processes.

### 6. Packaging & Labelling

UKJAS accredits ISO 17065 bodies for packaging/labelling standards (ISO 22000/15378), issuing digital QR-coded certificates via ukjas.com for tamper-evident verification and global traceability without direct operations.

### 7. Waste Management & Recycling

Deming Certification promotes waste management and recycling by implementing green manufacturing practices such as waste segregation, reduction, and reuse, along with closed-loop recycling systems to minimize landfill impact and resource consumption.

## Quality Control, Certifications & Standards

UKJAS Accreditation Pvt. Ltd operates under ISO/IEC 17011 as an independent body accrediting certification agencies for standards like ISO 9001, 14001, and 45001 via ISO/IEC 17021, ensuring impartial third-party audits through document review, on-site assessments, and surveillance using electronic checklists.

Quality control emphasizes ISO 17025 accreditation for testing/calibration labs, mandating internal monitoring, proficiency testing, statistical analysis, and traceability, with UKJAS assessors (1500+) verifying compliance during 1-6 month accreditation cycles.

For product certification, UKJAS accredits bodies to ISO/IEC 17065, covering schemes for manufacturing, construction, and green ratings (GGBC), including type testing, batch verification, and market surveillance to demonstrate global marketplace acceptance.

Inspection and medical lab accreditations follow ISO 17020 and 15189, focusing on competence in NDT, shipment checks, and clinical safety, supported by digital ukjas.com portals for real-time non-conformity resolution and PDCA improvements.

Internal operations align with ISO 9001/14001/45001 for office efficiency, waste reduction, and ESG reporting, positioning UKJAS as a cost-effective alternative to NABCB in India's USD 7.9B TIC market via Lean digital workflows.

## Target Customers & Segments

UKJAS Accreditation Pvt Ltd primarily targets certification bodies, testing/calibration labs (ISO 17025), inspection agencies (ISO 17020), medical labs (ISO 15189), and training providers (ISO 17024) seeking voluntary accreditation for global recognition.

### 1. Real Estate Developers & Builders

UKJAS targets real estate developers and builders with accreditation services for GGBC green building certifications, ISO 17065 product/material certifications, and ISO 17020 site inspections, supporting ESG compliance and RERA requirements in India's construction sector.

### 2. Industrial & Manufacturing Firms

UKJAS serves industrial & manufacturing firms by accrediting ISO 9001/14001/45001 certification bodies, ISO 17025 testing labs for NDT/materials, ISO 17020 inspections, and ISO 17065 product schemes, enabling global supply chain compliance via 1500+ assessors in India's manufacturing hubs.

### 3. Public Sector & Government Agencies

UKJAS serves public sector & government agencies by accrediting ISO 9001/14001 schemes for PSUs/railways (e.g., Northern/Western Railway stations), ISO 17025 environmental testing, and ISO 17020 infrastructure inspections as a voluntary, non-regulatory alternative facilitating ESG compliance and tenders.

### 4. Corporates & Institutional Occupiers

Corporates and institutional occupiers served by Deming Certification Services Pvt Ltd leverage certifications like ISO and green building ratings to enhance workplace sustainability, operational efficiency, and compliance with international quality and environmental standards across sectors including IT, finance, education, healthcare, and hospitality.

### 5. Investors & Financial Institutions

UKJAS Accreditation Pvt Ltd, an independent Indian accreditation body for certification services, provides investor relations through dedicated sections on corporate governance, financial reports, press releases, and postal ballots to engage shareholders and stakeholders.

### 6. Educational & Research Institutions

UKJAS-accredited educational and research institutions include Vrindawan Skill development Centre, Vrindawan Computer Institute, Vrindawan spoken English Institute, and Ballarpur Institute of Technology, certified under ISO 9001:2015 for quality management in training and technical education.

## Marketing & Branding Strategy

UKJAS marketing and branding strategy emphasizes cost-effective, hassle-free accreditation services, innovation through new product development, lobbying for greater adoption, digital presence via website/LinkedIn/press releases, and USP of worldwide recognition reducing supplier assessments for supply chain confidence.

### 1. Thought Leadership & Industry Advocacy

UKJAS demonstrates thought leadership through innovation in accreditation schemes, new product development, and global training programs, while advocating for voluntary accreditation adoption via lobbying, press releases to industry analysts, and positioning as a standard-setter recognized worldwide for supply chain confidence and reduced trade barriers.

### 2. Digital Presence & Engagement

UKJAS maintains digital presence through its ukjas.com website with accreditation search, press releases, e-library, and training resources, alongside minimal LinkedIn engagement and job postings, focusing on informational content over interactive social media.

### 3. Strategic Partnerships & Alliances

UKJAS strategic partnerships include accreditation alliances with Deming Certification Services for ISO schemes, affiliate programs via dashboard for auditors/trainers & international mutual recognition with IAF-AB & World Accreditation Forum.

### 4. Certification Recognition & Brand Ambassadors

UKJAS certifications achieve worldwide recognition through IAF-AB mutual recognition arrangements and scheme ownership ensuring "certified once, accepted worldwide," with no publicly named brand ambassadors; live verification via ukjas.com accreditation check and international registers like irppo.com.

### 5. Targeted Educational Campaigns

UKJAS targeted educational campaigns feature global training programs on ISO standards (e.g., ISO 27001 Lead Auditor, ISO 17025), documentation workshops, new scheme development for workforce capability, and awareness sessions via UKJAS Training Academy for industries like labs, education, and facilities management.

## **6. Media Relations & PR**

UKJAS media relations and PR center on a dedicated press release section covering company news, product launches, events, and milestones, distributed via website, social media, and direct outreach to journalists, industry analysts, and investors to build awareness and credibility without external agency involvement.

## **7. Visual Identity & Messaging**

UKJAS Visual Identity & Messaging: Professional logo and clean design emphasizing global accreditation trust, with key messages like "Your accreditation matters," "Why UKJAS?" and "Certified once, accepted worldwide" across website, brochures, and press to convey reliability and innovation.

## **8. Customer & Stakeholder Engagement**

UKJAS fosters customer and stakeholder engagement through transparent accreditation processes, reassurance via constant monitoring of certifying bodies, recourse to higher authority, and direct contact channels like quotation requests, email support, and phone consultations, alongside investor relations sections for governance and financial transparency to build trust and supply chain confidence.

## Sales & Distribution Channels

UKJAS leverages direct website applications/quotations, B2B partnerships with bodies like Deming Certification, 1500+ assessors, and global registers like irppo.com for efficient accreditation distribution.

### 1. Direct Sales Team

UKJAS's direct sales team is lean, integrated with consultancy services & engages clients via website inquiries, B2B networks & industry events to drive accreditation adoption.

### 2. Regional Representatives & Franchise Partners

UKJAS appoints regional representatives and franchise partners nationwide to expand accessibility, maintain service quality, and bolster brand presence effectively.

### 3. Certified Consultant Network

UKJAS maintains a certified consultant network of over 1500 registered assessors, auditors, and quality personnel under ISO/IEC 17024, supporting accreditation through training programs, affiliate dashboards, and partners like Deming Certification Services for ISO schemes and global verification via irppo.com.

### 4. Digital Platforms

UKJAS leverages ukjas.com for accreditation search, application forms, press releases, e-library, training programs, affiliate dashboards, and live verification tools, integrated with global registers like irppo.com and minimal LinkedIn presence for informational engagement and stakeholder access.

### 5. Strategic Alliances

UKJAS builds alliances with Deming Certification for ISO/Green schemes, affiliate dashboards for auditors/trainers, and IAF-AB/World Accreditation Forum for mutual recognition and global supply chain acceptance.

### 6. Training & Events

UKJAS Training Academy delivers global programs on ISO standards like ISO 27001 Lead Auditor (5-day courses), ISO 17025 lab accreditation, documentation workshops, and on-site/public sessions for auditors, labs, hospitals, and industries, partnering with bodies like Deming Certification for practical skills in compliance and auditing.

### 7. Inbound Marketing & Lead Generation

UKJAS employs inbound marketing through ukjas.com content like press releases, e-library resources, training program promotions & accreditation search tools to attract leads, alongside SEO-optimized pages for ISO schemes & minimal LinkedIn sharing to generate inquiries from certification bodies, labs & industries seeking global recognition.

## Cost of Project & Funding Requirements

UKJAS Accreditation Pvt. Ltd requires INR 50-100 lakhs over 3 years for expansion, allocated to scheme innovation/R&D (30%), digital upgrades (25%), assessor network (20%), marketing (15%), and operations (10%), self-funded via accreditation fees but open to equity partnerships amid TIC market growth.

### **Infrastructure & Office Setup:**

UKJAS operates through a lean infrastructure with UK Head Office in London (Glengarnock Avenue, Isle of Dogs) and Mumbai Head/operational offices at Mehta Chambers and New Om Kaveri CHS in the Vasai–Nallasopara belt, using shared office facilities and partner locations (e.g., Six Sigma Quality International, IAF-AB house Asaoti) to minimize capex while maintaining national reach.

### **Human Resources:**

UKJAS employs a lean core team supplemented by a network of 1500+ registered assessors, auditors, and certified consultants across India and abroad, supported by partnerships with certification bodies like Deming Certification Services, leveraging flexible staffing for accreditation delivery, training, and assessment services.

### **Certification, Training & Compliance:**

UKJAS delivers accreditation for certification bodies (ISO/IEC 17021), testing labs (ISO 17025), inspection (ISO 17020), product certifiers (ISO 17065), and training providers (ISO 17024), paired with Training Academy programs like 5-day ISO 27001 Lead Auditor courses and compliance workshops via partners such as Deming Certification, ensuring global scheme recognition under ISO 17011 and IAF-AB mutual arrangements.

### **Marketing & Awareness:**

UKJAS drives marketing and awareness through ukjas.com resources (press releases on product launches/events, e-library, accreditation search tools), targeted promotions of training programs and new schemes, SEO-optimized content highlighting global recognition/IAF-AB benefits, and limited LinkedIn outreach to attract certification bodies, labs, and industries seeking cost-effective compliance.

### **Operating Expenses:**

UKJAS's operating expenses include staff salaries, office rent for lean office spaces in Mumbai and London, technology infrastructure for digital platforms and accreditation tools, marketing and outreach activities, training program delivery costs, assessor support, and administrative overheads to ensure smooth accreditation, training, and customer engagement operations.

**Technology/Product Development:**

UKJAS invests in technology for digital platforms like ukjas.com (accreditation search, affiliate dashboards, e-library), electronic checklists for audits, and new product development programs creating innovative accreditation schemes (e.g., GGBC enhancements, ISO 3834, ELAP labs) to meet market needs and enable global recognition under ISO 17011.

**Estimated Range:**

UKJAS project costs range from INR 50 lakhs to 10 crores depending on scale, covering infrastructure, digital tools, training programs, and marketing, with funding needs of INR 50 lakhs-100 crores for expansion targeting India's USD 7.9B TIC market growth.

**Funding Requirements & Sources**

UKJAS seeks INR 50 lakhs-10 crores from angel investors, VC, and PE for 3-5 year expansion, allocated 30% to R&D/scheme innovation, 25% digital platforms, 20% assessor network, 15% marketing, and 10% operations, self-sustaining via accreditation fees (90%+ revenue) with investor ROI through recurring surveillance amid India's USD 7.9B TIC market.

**Equity Capital:**

UKJAS Accreditation Pvt Ltd maintains INR 1,00,000 authorized/paid-up equity capital as a self-financing non-profit-distributing entity (CIN U80101HR2017PTC071185), open to equity investments from angel, VC, and PE for growth (INR 50 lakhs-10 crores) offering ownership stakes tied to expansion in India's TIC market and recurring revenue streams.

**Grants & Concessional Finance:**

UKJAS primarily operates as a self-funded non-profit entity without regular reliance on grants, but remains open to concessional finance options from government or sustainability-oriented programs to support scheme innovation, digital infrastructure upgrades, and capacity building in alignment with India's Make in India and MSME policies.

**Bank/Debt Financing:**

UKJAS Accreditation Pvt Ltd shows positive cash flow from financing activities indicating reliance on debt financing for operations alongside self-generated accreditation fees (>90% revenue), while maintaining independence without grants as a non-profit-distributing entity open to structured bank loans for expansion needs.

**Earned Revenue:**

UKJAS generates over 90% earned revenue from assessment and accreditation fees (application, audit, surveillance scaled by client size/mandays), with the balance from training programs, new scheme development, and mission-related projects, ensuring full self-funding without grants or donations.

**Corporate Partnerships and CSR:**

UKJAS forms corporate partnerships primarily with accredited certification bodies like Deming Certification Services Pvt Ltd for ISO schemes delivery and affiliates via dashboards, while CSR focuses on mission-driven initiatives through training programs, scheme innovation for sustainability/ESG, and lobbying for accreditation adoption to enhance supply chain confidence without dedicated charitable programs.

**Summary:**

UKJAS Accreditation Pvt Ltd operates as a self-financing non-profit-distributing entity in India's USD 7.9B TIC market, delivering cost-effective accreditation for certification bodies (ISO 17021), labs (ISO 17025), and training providers via 1500+ assessors and partners like Deming Certification.

Revenue exceeds 90% from scalable fees (application/audit/surveillance), supplemented by training programs, projecting 15-20% growth targeting 20+ accreditations by 2027 amid 3.63% CAGR.

Lean operations from Mumbai/London offices leverage digital platforms (ukjas.com search/dashboard), strategic alliances (IAF-AB), and inbound marketing for lead generation, with INR 50 lakhs-10 crores equity/debt needs for R&D, expansion, and ESG schemes.

Key strengths include global recognition via irppo.com, volume-based pricing (30-50% below competitors), and mission impact enhancing SME supply chain confidence without grants reliance.

## Revenue Model & Pricing Strategy

### Accreditation Fees

UKJAS provides customized quotes based on organization size, scope, and mandays required, comprising effort-based assessment fees (application, audit, surveillance/office time) plus annual fees scaled for smaller entities, ensuring hassle-free, cost-effective services 30-50% below competitors—request via QRF form, email, or +91-250-2341257.

### Membership & Subscription Plans

UKJAS offers affiliate registration via dashboard for auditors/trainers with paid/honorary membership types under ISO 17011/17024, alongside annual accreditation fees scaled by scope/mandays and industry association programs, enabling ongoing access to schemes, verification tools, and global recognition without fixed subscription tiers publicly detailed.

### Consulting & Advisory Services

UKJAS provides advisory support through documentation reviews, electronic checklists for quality systems, non-conformity resolution guidance, and preparation for on-site assessments under ISO 17011, alongside Training Academy courses and partner-delivered consultancy via affiliates like Deming Certification Services to ensure hassle-free accreditation readiness.

### Digital Platform Services (SaaS)

UKJAS delivers SaaS-like digital services via ukjas.com including accreditation search tools, affiliate dashboards for auditors/trainers, electronic checklists for quality documentation reviews, live verification portals integrated with irppo.com, e-library resources, and QRF application portals, streamlining accreditation processes, non-conformity tracking, and global supplier access.

### Training, Workshops & Capacity Building

UKJAS Training Academy offers global programs including 5-day ISO 27001/17043 Lead Auditor courses (classroom/online), ISO 17025/17024 documentation workshops, internal auditor training, and on-site/public sessions for industries/labs/hospitals, building assessor capacity (1500+ registered) via partners like Deming Certification to support accreditation readiness and ISO compliance.

### Supplier Network & Procurement Commissions

UKJAS maintains a verified supplier network of 1200+ accredited organizations via ukjas.com search directory and irppo.com global register, enabling "certified once, accepted worldwide" procurement with reduced multiple assessments, no direct commissions but enhanced supply chain confidence for recruiters/customers selecting UKJAS-accredited suppliers.

## **Data Analytics & Impact Reporting**

UKJAS provides accreditation search analytics via ukjas.com directory tracking 1200+ organizations, affiliate dashboards for performance metrics, electronic checklists for audit data/non-conformity analysis, financial reporting on cash flows/revenue trends, and impact verification through irppo.com global registers demonstrating supply chain confidence and worldwide acceptance metrics.

## **Events, Conferences & Sponsorships**

UKJAS promotes participation through press releases announcing industry events, trade shows, and product launches, alongside Training Academy workshops (e.g., ISO 27001 Lead Auditor sessions) and affiliate programs, with no dedicated conferences but sponsorship opportunities via partnerships for awareness in accreditation schemes.

## **Pricing Strategy**

### **Value-Based Tiering:**

UKJAS implements value-based tiering with effort-based fees scaled by organization size, scope, and mandays (application/audit/surveillance), lower annual fees for smaller/developing entities versus larger Western bodies, and multi-accreditation discounts for related sectors, ensuring equitable, cost-effective access aligned with local value and global recognition.

### **Geographic Differentiation:**

UKJAS differentiates pricing geographically by charging lower annual fees to certification bodies in developing countries like India versus larger Western entities, with effort-based assessment fees scaled by local mandays/scope/complexity to ensure equitable access and value-for-money accreditation worldwide.

### **Bundled & Custom Packages:**

UKJAS offers bundled multi-accreditation packages for related sectors (e.g., ISO 17021/17024/17065) at minimal extra cost via combined assessments, alongside fully custom packages tailored to organization size/scope via QRF applications, ensuring fastest, hassle-free solutions without red tapes.

**Subscription Discounts:**

UKJAS offers subscription discounts through lower annual fees for certification bodies in developing countries versus larger Western entities, multi-year commitments with multi-accreditation bundling at minimal extra cost, and affiliate incentives via dashboard registration, all customized via QRF quotes for maximum value and retention.

**Transparency & Predictability:**

UKJAS ensures transparency and predictability through its voluntary, independent accreditation process with clear documentation reviews, on-site audits, and 1-6 month timelines for certification bodies.

## 5-Year Financial Projections

UKJAS Accreditation Pvt Ltd projects 15-20% annual revenue growth from ₹5-7 crore base in 2025, reaching ₹12-18 crore by 2030, driven by accreditation fees (90%+ revenue), training, and expansion in India's USD 7.9B TIC market at 3.63% CAGR.

Year	Revenue (Rs. Cr)	Expenses (Rs. Cr)	EBITDA (Rs.Cr)	Net Profit (Rs.Cr)	Key Assumptions
2026	4.0-5.5	4.0-5.5	1.2-1.4	0.7-1.0	10+ accreditations, SME focus
2027	5.5-6.5	5.5-6.0	1.4-2.0	1.1-1.3	20+ accreditations, digital upgrades
2028	4.5-7.0	6.8-8.0	2.0-2.4	1.5-1.7	R&D schemes, assessor network
2029	7.5-9.0	8.0-9.0	2.4-3.0	1.7-2.2	Tier-2/3 expansion, recurring surveillance
2030	9.5-11.0	9.5-11.0	3.0-4.0	2.2-2.6	25% EBITDA margins, market penetration

Projections assume ₹50-100 lakhs funding for 30% R&D, 25% tech, 20% network, with break-even in Year 1 and 20-25% margins by Year 3 via lean operations and ISO 17011 compliance. Risks include market competition, mitigated by 30-50% cost advantage.

## Investor Exit Strategy

### 1. Strategic Acquisition or M&A

UKJAS targets strategic acquisition or M&A by global accreditation bodies (UKJAS/IAF) or domestic networks (SSQI/Deming) in Years 3-5 at 4-7x EBITDA multiples, leveraging recurring fees and TIC market growth.

### 2. Private Equity/Secondary Sale

UKJAS facilitates PE/secondary sales in Years 2-4 to follow-on investors at 3-5x multiples, capitalizing on growth milestones like 20+ accreditations and 15-20% revenue CAGR in India's USD 7.9B TIC market.

### 3. Public Listing (IPO/SPAC Route)

UKJAS targets NSE Emerge IPO or SPAC merger in Year 5+ at 6-8x net profit multiples (25% margins), leveraging 20+ accreditations, recurring revenue, and ESG/TIC market tailwinds for SME investor appeal.

### 4. Management or Employee Buyback (MBO/ESOP Liquidation)

UKJAS enables MBO/ESOP liquidation in Years 4-6 via management buyback or employee liquidity events at 4-6x EBITDA, funded by recurring surveillance fees and internal cash flows post-20+ accreditations.

### 5. Dividend/Profit Distribution

UKJAS, operating as a non-profit-distributing entity (CIN U80101HR2017PTC071185), restricts dividend/profit distribution to limited hybrid returns (10-15% annually post-Year 3) or performance-linked payouts, with primary focus on reinvesting recurring accreditation fees (90%+ revenue) for sustainable growth.

## Key Management Team Profiles

The key management team of UKJAS Accreditation Pvt Ltd is anchored by Director Er. Mukesh Kumar Singh, a seasoned quality and accreditation professional with multi-decade experience across ISO standards, certification, and green building initiatives. He leads overall strategy, scheme development, and international positioning of UKJAS, drawing on his parallel leadership roles in Deming Certification, SSQI India, and sustainability-focused ventures to integrate market needs with globally aligned accreditation practices.

As co-director, Sima Mukesh Singh provides strong governance, compliance, and stakeholder oversight to ensure UKJAS adheres to its non-profit-distributing mandate and impartiality requirements. Corporate registries list her as a key managerial person responsible for board-level decisions, financial prudence, and regulatory filings under CIN U80101HR2017PTC071185, reinforcing institutional stability and continuity.

Supporting the board, UKJAS engages an accreditation manager and core coordination staff who handle day-to-day operations, application processing, assessor scheduling, and client communication across certification bodies, labs, and training providers. This team ensures that ISO 17011 principles—such as competence, confidentiality, and transparency—are consistently embedded in every accreditation decision and surveillance cycle.

A major strength of the management structure is its extended technical network: UKJAS works with over 1500 assessors, auditors, and subject-matter experts across domains like ISO 17021, ISO 17025, ISO 27001, medical devices, and green building schemes. These professionals are engaged on a flexible, assignment-based model, allowing the leadership to scale assessments nationally and internationally while keeping the core organization lean and cost-efficient.

Collectively, the promoters, management, and assessor network position UKJAS as a nimble yet credible accreditation body capable of serving SMEs and large enterprises with transparent, predictable, and globally accepted accreditation services. This structure also supports future growth plans, including new schemes (e.g., green buildings, ESG), digital platforms, and international collaborations, while maintaining strong governance and technical integrity.

## ESG, Sustainability & CSR Initiatives

**Strengths:** UKJAS's ESG, sustainability and CSR strength lies in enabling credible, innovation-driven accreditation schemes (including green and ESG-linked models) that reduce greenwashing, support responsible supply chains, and promote public-interest impact across sectors

**Weaknesses:** UKJAS's ESG, sustainability and CSR weaknesses include limited standalone ESG impact reporting, dependence on partner brands for several green/CSR schemes, and lower global brand visibility versus long-established national and international accreditation bodies.

**Opportunities:** UKJAS has strong opportunities to launch and accredit new ESG/green schemes (factories, campuses, schools) with partners like Deming/SSQI, ride India's rapid ESG-CSR demand growth, and position itself as an innovation-driven, SME-friendly accreditation body with international recognition.

**Threats:** UKJAS Accreditation Pvt. Ltd. primarily faces threats from voluntary accreditation norms, enabling cheaper unverified services to attract cost-sensitive SMEs unaware of exclusion risks from government and multinational supply chains.

### Risk Analysis

#### DCR faces several key risks:

**Market Risk:** Market risk for UKJAS arises from cyclical demand for accreditation and ESG services, entry of larger or subsidized competitors, pricing pressure from low-cost providers, and potential slowdowns in industrial, infrastructure, or CSR spending that could reduce client budgets and certification uptake.

**Financial Risk:** Financial risk for UKJAS includes revenue concentration in accreditation fees, exposure to delayed client payments, potential cost overruns in digital platforms and scheme R&D, and funding gaps if planned growth (15–20% CAGR) outpaces internal cash generation.

**Operational Risk:** Operational risk for UKJAS includes dependence on a dispersed assessor network, potential inconsistencies in audit quality, IT/digital platform downtime, and challenges in coordinating impartial, timely assessments across multiple schemes and geographies.

**Regulatory Risk:** Regulatory risk for UKJAS stems from possible changes in national or international accreditation rules (e.g., ISO 17011 alignment, government recognition norms), new ESG/CSR disclosure mandates, or sector-specific regulations that could require scheme redesign, higher compliance costs, or limit acceptance of its accreditations in certain markets.

**Reputational Risk:** Reputational risk for UKJAS arises if any accredited body is involved in non-compliance or greenwashing, if assessor impartiality or audit quality is questioned, or if there are public disputes over recognition versus older national or international accreditation bodies.

**Technology Risk:** Technology risk for UKJAS includes cyberattacks or data breaches on its digital platforms, obsolescence of accreditation IT systems, and disruptions or errors in online application, assessment, and records that could affect service continuity and trust.

## ESG, Sustainability & CSR Initiatives

### 1. ESG (Environmental, Social, Governance) Initiatives

UKJAS supports ESG initiatives by developing and accrediting innovative green and sustainability schemes (e.g., factory and campus ratings) with partners like Deming/SSQI, enabling credible environmental performance, responsible supply chains, and reduced greenwashing risk for clients.

### 2. Sustainability Leadership

UKJAS demonstrates sustainability leadership by backing innovative green rating schemes (factories, campuses, schools) and positioning accreditation as a tool to mainstream low-carbon, resource-efficient, and socially responsible practices across Indian industry and institutions.

### 3. CSR (Corporate Social Responsibility) Initiatives

UKJAS's CSR initiatives are primarily delivered through accreditation and support of Deming Green School and Green Campus rating programmes, which encourage schools and campuses to adopt sustainable practices, environmental education, and community-focused green projects as part of their social responsibility agenda.

### 4. Transparency & Impact Reporting:

UKJAS embeds transparency through clearly documented accreditation criteria, online accreditation-check tools, and published guidance on impartial, independent assessments, but currently has limited formal ESG impact reporting beyond scheme-level outcome narratives from green rating programs.

## Long-Term Expansion & Scalability Plan

UKJAS's long-term expansion and scalability plan focuses on adding new ESG/green schemes, deepening SME and sectoral coverage across India and select global markets, and leveraging a digital platform plus a large assessor network to grow accreditations and recurring revenues sustainably

### 1. Geographic Diversification

UKJAS pursues geographic diversification by expanding accreditation services from core hubs into Tier-2/3 Indian cities and select international markets through partner networks and remote/digital assessment models.

### 2. Enhanced Digital Platforms

Enhanced digital platforms for certification and accreditation services, like those used by UKJAS and SSQI India Pvt. Ltd, integrate SaaS tools for accreditation search, electronic checklists, affiliate dashboards, and real-time verification to streamline ISO compliance and ESG reporting.

### 3. Broadened Service Portfolio

UKJAS Accreditation Pvt. Ltd broadens its service portfolio to encompass ISO/IEC 17025 lab testing, ISO/IEC 17020 inspections, ISO/IEC 17021 management system certifications (ISO 9001/14001/45001/50001), ISO/IEC 17024 personnel training, ISO/IEC 17065 product certifications, ISO 15189 medical labs, and GGBC green building ratings.

### 4. Strategic Partnerships & Alliances

UKJAS, SSQI, and Deming Certification build strategic partnerships with Deming Services for ISO/Green schemes, IAF-AB/WAF for mutual recognition, and supplier networks for medical devices/e-commerce compliance, enhancing global reach and TIC market scalability.

### 5. Local Capacity Building

UKJAS, SSQI, and Deming Certification drive local capacity building through Lead Auditor programs, assessor onboarding for 1500+ freelancers, and ISO/Six Sigma training at Vasai hubs and online platforms.

## **6. Impact Reporting & Innovation**

UKJAS, SSQI and Deming Certification advance impact reporting through GHG emissions quantification (ISO 14064), green ratings via GGBC schemes, and innovation in ISO 17065 eco-labels for sustainable materials in India's TIC sector.

## **7. Financial Sustainability**

UKJAS, SSQI and Deming Certification achieve financial sustainability via recurring accreditation/training fees, diversified ISO/green scheme revenues, lean operations, and 15-20% CAGR projections in India's TIC market.

## **8. Continuous Improvement & Adaptation**

UKJAS, SSQI, and Deming Certification foster continuous improvement and adaptation by regularly updating ISO/green certification schemes, incorporating client feedback, and aligning with evolving TIC regulations and ESG trends in India.

## Annexure 1 – Market Research Data

### Global Market:

UKJAS Accreditation Pvt. Ltd accesses the global TIC market valued at USD 239-417 billion in 2025 through IAF-AB and World Accreditation Forum mutual recognition agreements, enabling "certified once, accepted worldwide" for its ISO/IEC 17021 management systems, 17065 product certifications, 17025 testing labs, and GGBC green building schemes verified via irppo.com international registry. With 1200+ certified organizations and 1500+ assessors, UKJAS supports cross-border supply chains in automotive, energy, and manufacturing by reducing duplicate assessments and trade barriers.

### India Market:

UKJAS Accreditation Pvt. Ltd captures a niche in India's USD 33.95B TIC market (2025, 6.9% CAGR) with 10+ accredited certification bodies serving 1200+ organizations and 1500+ assessors, focusing on cost-effective ISO 17021/17065/GGBC schemes amid SME demand in Maharashtra (25% share), Tamil Nadu (20%), and Karnataka (18%) industrial hubs.

### Certification & Adoption Trends:

Certification & Adoption Trends of UKJAS

UKJAS drives adoption of ISO 17021/17065 schemes (9001/14001/45001/GGBC) with 1200+ certified organizations and 1500+ assessors, leveraging IAF-AB recognition amid India's 15.2% ISO CAGR and green building surge to 10B sq ft target.

### Key Schemes

ISO 9001/14001 lead for SMEs/manufacturing (38% share), GGBC grows in green infrastructure via partners like Deming Certification.

### Testing, Inspection & Certification Market:

UKJAS Accreditation Pvt Ltd operates within India's expanding Testing, Inspection & Certification (TIC) market, which is about USD 33.95 billion in 2025 and projected to grow at roughly 6.9% CAGR to 2033, with certification as the fastest-growing segment at about 7.4% annually. Positioned as a cost-effective, SME-friendly alternative in the voluntary certification niche, UKJAS focuses on accrediting ISO/IEC 17021 management system certifiers, 17025 labs, 17020 inspection bodies, and 17065 product/green schemes, enabling accredited bodies to tap rising demand in automotive, pharma, infrastructure, and ESG/green building compliance.

## **Annexure 2 – Technical Machinery Specs**

Technical Machinery Specs describes the core equipment required for testing, inspection, calibration, and green-building performance assessment under UKJAS-accredited schemes, specifying item-wise details such as equipment name, make/model, measurement range, accuracy, resolution, capacity, conformity to relevant ISO/IEC standards (for example 17025, 17020), environmental operating conditions, and required utilities (power, air, water). For a TIC/green-building context, this typically includes electrical testing benches, environmental chambers, energy meters, IAQ monitors, weighing balances, pressure/flow calibration rigs, data loggers, and IT infrastructure (servers, secure storage, and licensed software) capable of supporting digital records and traceable calibration chains aligned with ISO/IEC 17025 requirements.

### **Control System Reliability**

Control system reliability is the probability that a control or instrumentation system (including sensors, controllers, and networks) will perform its intended function without failure for a specified time under stated conditions, typically modeled using failure rates, MTBF/MTTF, and exponential reliability functions.

### **Quality Management Integration**

Quality management integration is the practice of embedding quality planning, assurance, control, and improvement processes across all functions and management systems (such as ISO 9001 with ISO 14001, 45001, or 27001) so they operate under a single, coherent framework aligned with business objectives.

### **Sector-Specific Applications**

Sector-specific applications describe how TIC and quality systems are tailored to particular industries—for example, automotive (vehicle safety, EV battery testing), healthcare (medical device and pharma quality), food (safety and hygiene), construction/green buildings (materials and energy performance), and ICT (cybersecurity, 5G/IoT device compliance).

## **Annexure 3 – Draft MoUs with Buyers/Suppliers**

Draft MoUs with Buyers/Suppliers presents model Memoranda of Understanding that outline the initial commercial and operational understanding between your organization and key buyers or suppliers before full contracts are signed. These MoUs typically identify the parties, define the broad scope of cooperation (for example supply of certified products, provision of TIC services, or joint green-building projects), and clarify the intent to collaborate while generally remaining non-binding except for specific clauses such as confidentiality, intellectual property, and governing law.

A core section of these draft MoUs specifies technical and quality requirements, including applicable standards (such as ISO, BIS, or sector-specific norms), documentation obligations, inspection and testing protocols, and responsibilities for maintaining certifications or accreditations. This often includes references to product or service specifications, minimum performance thresholds, acceptance criteria, and procedures for non-conformance handling, ensuring that both buyer and supplier share a common understanding of quality benchmarks. For TIC or green-building contexts, this can cover lab accreditation requirements, calibration intervals, audit support, and data/reporting formats expected from suppliers.

Commercial terms in Annexure 3 MoU drafts usually cover indicative pricing models (rate lists, volume discounts, or project-based fees), payment terms, delivery conditions (Incoterms, lead times, logistics responsibilities), and duration/termination conditions. While these numbers are often “subject to contract,” including them at MoU stage helps align expectations, support financial modelling, and demonstrate to investors or lenders that structured supply and off-take relationships are being planned. TIC-linked MoUs may also include service-level expectations, such as turnaround times for tests, audits, or certifications.

Finally, the annexure typically adds supporting schedules such as lists of initial products or services, rollout timelines, pilot project descriptions, and mechanisms for review, amendment, and escalation of issues. Together, these draft MoUs serve as standard templates that can be quickly customized for different buyers or suppliers, de-risk negotiations, and provide documentary evidence of pipeline relationships in a detailed project report or business plan for TIC, medical device, or green-building ventures

## **Annexure 4 – Detailed Financial Model**

### **Revenue Model**

A revenue model is the structured plan that explains how your business will earn income—identifying what you sell, who pays, how you charge (for example per-project fees, subscriptions, transaction commissions, or licensing), and how these revenue streams combine to support sustainable growth and profitability.

### **Cost Structure & Projections**

Cost structure and projections describe how your business spends money (fixed costs like salaries and rent, variable costs like materials or commissions, plus capex) and how those expenses are expected to evolve over time under different growth scenarios, forming the expense side of your financial forecasts.

### **Funding & Capital Requirements**

Funding and capital requirements describe how much money the business needs to start, operate, and grow over a defined period, and where that money will come from (equity, debt, grants, or internal cash flows), based on start-up costs, working capital, growth investments, and a contingency buffer.

### **Key Metrics & Risks**

Key metrics and risks combine the numbers you track to judge success (KPIs such as revenue growth, gross margin, CAC, churn, utilization, and cash runway) with quantified warning signals (KRIs such as revenue concentration, system downtime, compliance breaches, or debt ratios) that flag threats to your goals so you can act before they escalate.

## Annexure 5 – Compliance Checklist

Compliance Checklist is a structured list of all legal, regulatory, standards, and internal policy requirements that the project must meet, broken down into areas such as licenses & registrations, tax and labour law compliance, sector-specific regulations, environmental/ESG obligations, data protection, and applicable ISO or TIC standards. It usually presents each requirement with columns for responsible owner, required documentation, frequency (one-time, annual, quarterly), current status, and remarks, so management and auditors can quickly assess gaps, track remediation actions, and demonstrate ongoing compliance to regulators, accreditation bodies, and investors.

### ISO 9001/14001 Compliance Checklist

**Leadership & Planning:** Leadership & Planning means senior leaders set a clear long-term vision and strategic goals, then design and adapt actionable plans so people, resources, and daily activities stay aligned with that direction.

**Support & Operations:** Support & Operations covers the behind-the-scenes systems, processes, and day-to-day activities that keep services running smoothly and enable teams to deliver consistent, high-quality customer outcomes.

**Performance & Improvement:** Performance & Improvement refers to continuously measuring how well people, processes, and systems achieve their goals, then using structured methods like PDCA/continuous improvement to remove inefficiencies, raise quality, and deliver better results over time.

### Export & Technical Compliance Checklist

**Machinery/Product Safety:** Machinery/Product Safety refers to the standards, design practices, and operational controls that ensure machines and products do not pose unacceptable risks to users or the environment across their entire life cycle, typically achieved through risk assessment, engineered safeguards, compliance with safety standards (such as ISO 12100), and clear instructions/markings.

**Documentation & Labeling:** Documentation & Labeling covers the technical files and on-product/packaging information that demonstrate a product's design, safety, and regulatory compliance (for example manuals, test reports, declarations of conformity) and the mandatory label content such as identity, manufacturer details, usage instructions, warnings, batch/lot, and applicable marks (BIS/CE/FSSAI, etc.).

**Ongoing Monitoring:** Ongoing Monitoring means continuously and systematically tracking operations, controls, and key risk or quality indicators so that compliance issues, performance deviations, or emerging risks are detected early and corrected before they escalate.