

## Some key case studies from Deloitte India's Education Practice



### Setting up an Education City in Southern & Western India

In order to facilitate the proposed investment by the client, a highly experienced cross functional team, worked on developing an integrated business plan.

**Deloitte edge:**

- Created a market assessment and potential for an integrated education city
- Identified and highlighted key USPs of the project site
- Drafted a Concept Plan
- Drew the framework of a broad development plan

### Raising private equity for a “Mega Education City” project in South India

**Deloitte edge:**

- Provided a structuring support from a tax, regulatory and financial feasibility perspective
- Conducted a review of the detailed business plan (including financial plan)
- Prepared Confidential Information Memorandum and other pitch documents
- Managed the bid
- Extended transaction closure support

### Business planning for setting up a hospitality Institute

**Deloitte edge:**

- The approach enabled to identify the optimized format mix, enabled by innovative financial tools

- Drew a financial plan while highlighting the forecasted profit and loss statement, balance sheet and sensitivity analysis on key financial parameters gauged around multiple scenarios
- Drafted a business model highlighting revenue sources, product mix, human resources requirement and organization structure
- Formulated strategy for highlighting the various phases of organisation building, branding, research and development requirements

### **Pre-feasibility study for internet based medical education in India**

#### **Deloitte edge:**

- Deloitte carried out an assessment of possibility of undertaking a project offering electronic medical education to subscribers and understanding market dynamics affecting demand and pricing issues
- A dip-stick survey was undertaken to ascertain the interest of the target segment (medical specialists and institutions) in internet-based education and understand the potential price points for such a product

### **Developing technical education and industrial training policy for a state government (Punjab)**

#### **Deloitte edge:**

- Deloitte supported the state government in developing its vision and objectives with respect to technical education and industrial training for the state and outlined the strategies to be adopted to transform the state into a hub for technical education in India
- The assignment involved an assessment of demography, economy and employment structures with a review of relevant legislation, policies, regulations, existing schemes
- The formulation of the policy involved extensive stakeholder interaction and benchmarking with other states in India on key indicators. The final deliverable included, recommendations on the dimensions of access, infrastructure, industry orientation, faculty, quality and management and governance

### **Bid Process Management for new National Institutes of Pharmaceutical Education and Research (NIPER) on PPP Basis**

- Deloitte was engaged by the Ministry of Chemicals and Fertilisers to prepare the project report and assist in the bid management for selection of private partners for establishment of 6 NIPER.
  - The project involved creating specific models for each location considering key parameters like long term sustainability of the institute with a roadmap for establishment, MoUs with mentoring partners, details of Special Purpose Vehicles (SPVs), detailed outline of costs and equipment and proposed management structure of the Institute.
  - In the subsequent phase draft bid documents and draft concession agreement were also created.
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