Development
Urban Development & reforms – our service offerings

<table>
<thead>
<tr>
<th>Policy Development</th>
<th>Institutional Strengthening</th>
<th>Programme Management</th>
<th>Performance Improvement</th>
<th>Monitoring and Evaluation</th>
<th>Economic Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Formulation of urban development strategies, Assisting in drafting/modifying/amending acts, rules and instructions</td>
<td>Administrative and Structural Reforms, Institutional structuring and organization design, TNA &amp; capacity building</td>
<td>Programme and procurement Management; Analysis of good urban governance</td>
<td>Business process reengineering; Service Level Benchmarking; Performance improvement leveraging technology– Smart cities</td>
<td>Urban reforms appraisal; Institutionalizing citizen scorecard and citizen charter; Results Framework Document</td>
<td>Economic development plan &amp; analysis; Assessment of regulatory environment; Sector Analysis</td>
</tr>
</tbody>
</table>

We have worked with:
- Donor Agencies
- Government Departments/Ministries
- Urban Local Bodies
- Development Authorities
- Not For Profit Organizations

<table>
<thead>
<tr>
<th>Michael &amp; Susan Dell Foundation</th>
<th>National Capital Regional Planning Board</th>
<th>World Bank</th>
<th>International Finance Corporation</th>
</tr>
</thead>
<tbody>
<tr>
<td>DFID</td>
<td>Ministry of Housing and Urban Poverty Alleviation, GoI</td>
<td>Ministry of Urban Development, GoI</td>
<td>JICA</td>
</tr>
<tr>
<td>Rajasthan Public Works Department, GoR</td>
<td>Maharashtra Water Supply Department, Government of Maharashtra</td>
<td>Housing and Urban Development Department, Govt. of Odisha</td>
<td>Tamil Nadu Water Supply and Drainage Board, GoTN</td>
</tr>
</tbody>
</table>
Urban Development & Reforms – Our select credentials

- Consultancy Support as Project Management Unit (PMU) for Rajiv Awas Yojana (RAY) under Kolkata Urban Services for the Poor (KUSP) - Change Management Unit (CMU)
- Service level benchmarking and Scoping Study for assessing investment opportunities in water & sanitation sectors for seven metro centers in National Capital Region
- Implementation of Municipal Administration System for Bhopal Municipal Corporation
- Development of performance monitoring framework for Housing & Urban Development department in Odisha & cascading the framework to Municipal bodies & other agencies
- City selection for a coordinated water sanitation project focused on the urban poor for Michael and Susan Dell Foundation
- Preparation of National Municipal Accounting Manual
- Review of Organization, Management and Finance of Chennai Metropolitan Water Supply and Sewerage Board
- Tamil Nadu Urban Development Project III- Develop a bulletin for urban performance indicators for ULBs in Tamil Nadu
- Exploring private sector participation options under the Reform Action Plan for 7 Yamuna Action Plan Towns of Haryana
- Review of Cost of Water Supply & Sewerage Services of Bangalore Water Supply & Sewerage Board
- Preparation of a Flexible Financial Model and Detailed Implementation Plan for an Incentive-Based Reform Program for Urban Water Supply and Sanitation in Maharashtra
- Financial Review of Tamil Nadu Water Supply and Drainage Board
- Exploring private sector funding options under the Reform Action Plan for Eight Yamuna Action Plan Towns of Uttar Pradesh
- Organizational Development study on Municipal Corporations in Tamil Nadu (Structure and Functions)
- Funding Strategy for Urban Water Supply and Sewerage Sector
Education & Skill Development – Our service offerings

**Public Sector**

- **Policy Design and Review**
  - Visioning & strategy, Policy planning & implementation

- **Economic Analysis and Regulations**
  - Study / design of regulatory environment, Sector analysis

- **Partnership Management**
  - Assessing & Structuring viable PPP arrangements, Procurement management

- **Institutional Strengthening**
  - Institutional structuring, Org. design, Governance, Capacity Building

- **Performance Improvement**
  - Service delivery, Change management, ERP, Quality and GPR

- **Monitoring and Evaluation**
  - Baseline Surveys, Impact assessment, Concurrent monitoring, Data analytics

**Private Sector**

- **Entry Phase**
  - Location Strategy, Market Assessment, Feasibility studies, Business Model, Partner Selection- Technical, PPP, Due Diligence

- **Implementation Phase**
  - Marketing and Positioning Strategy

- **Post Entry**
  - Diversification / Growth Strategy

- **Management Phase**
  - Systems and Processes

- **Management Phase**
  - Monitoring and Evaluation, CSR/ NGOs- Project design and management

**Key Clients**

- **International Development Agencies (IDA)**
  - World Bank, UNFPA, British Council, AIEC

- **Government Agencies**
  - MHRD, DGET, SIDBI, NSDC, KCG

- **Private Sector Clients**
  - Private Universities; Leading School Chain

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## Education & Skill Development – Our select credentials

<table>
<thead>
<tr>
<th>Mid Programme Review of UK- India Education and Research Initiative (UKIERI)</th>
<th>Pre-feasibility study to Establishing an Australia-India Vocational Teacher Training Centre of Excellence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector Papers on Higher Education &amp; Skill Development for a state’s 12th Five Year Plan (Karnataka)</td>
<td>Detailed Project Report (DPR) and Bid Process Management for proposed six new National Institutes of Pharmaceutical Education and Research (NIPER) on PPP Basis</td>
</tr>
<tr>
<td>Transaction Adviser for Setting up Schools through PPP for the central government ministry (MHRD)</td>
<td>Opportunity Assessment in Education Sector for large private sector company</td>
</tr>
<tr>
<td>Assessing Models of counseling services in schools-shared counselor scheme through State Council of Educational Research &amp; training (SCERT) Delhi and Teachers as counselors in Kendriya Vidyalayas</td>
<td>Developing Technical Education and Industrial Training Policy for Punjab</td>
</tr>
<tr>
<td>Assistance to NSDC in business, technical &amp; financial due diligence of proposals in skill development space</td>
<td>Opportunity Assessment in Online Training Market</td>
</tr>
<tr>
<td>Transaction Advisory Services for Setting up of 12 Regional Vocational Training Institutes for women and 15 Advanced Training Institutes in PPP mode</td>
<td>Pre-Feasibility Study for Setting up Higher Education Institute</td>
</tr>
<tr>
<td>District Skill Gap Studies for 3 states for NSDC (Chhattisgarh, Kerala, Jharkhand)</td>
<td>Standard Operating Procedures of Centre Operations for a preschool and day care chain</td>
</tr>
<tr>
<td>Operational Design and Transaction Management Consultants for Integrated Skill Development Scheme Component</td>
<td>Formulation of National Employment Policy for Bhutan</td>
</tr>
<tr>
<td>Infrastructure PPPs: PPP Training Content &amp; Curriculum for Department of Economic Affairs, Ministry of Finance, India</td>
<td>Design and delivery of a training programme on Public Private Partnerships for NABARD and GIZ professionals on models pertaining to water and sanitation, irrigation, watershed amongst others,</td>
</tr>
<tr>
<td>Mainstreaming of PPPs and Institutional Development through training programmes for DULT and PWD, Karnataka</td>
<td>Transaction Advisory for setting up of 500 Model Schools on PPP basis</td>
</tr>
</tbody>
</table>

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### Economic Development – Our service offerings

<table>
<thead>
<tr>
<th>Business regulatory framework assessment</th>
<th>Private sector development</th>
<th>Location analysis</th>
<th>Trade facilitation</th>
<th>Monitoring &amp; evaluation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Review of impact of business regulatory framework on ease of doing business and recommendations for policy / regulatory streamlining</td>
<td>Sector / cluster studies to review viability / feasibility, policy and implementation support in securing access to finance / markets / technology / skills for MSMEs</td>
<td>Assistance in identification of location for setting up businesses, based on assessment of factor input availability &amp; business regulatory environment</td>
<td>Assessment of issues impacting inter-state movement of goods and implementation support in process streamlining / policy changes to facilitate the same</td>
<td>Review of efficacy and effectiveness of various Central / State Government schemes and policies associated with facilitating economic development</td>
</tr>
</tbody>
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#### We have worked with

<table>
<thead>
<tr>
<th>Department of Industrial Policy &amp; Promotion, Government of India</th>
<th>Planning Commission, Government of India</th>
<th>Ministry of MSME, Government of India</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Governments of West Bengal, Bihar, Odisha, Karnataka, Andhra Pradesh etc.</td>
<td>Government of Maldives</td>
<td>Government of Bhutan</td>
</tr>
<tr>
<td>World Bank / IFC</td>
<td>Asian Development Bank (ADB)</td>
<td>Department for International Development (DfID)</td>
</tr>
<tr>
<td>GiZ</td>
<td>Small Industries Development Bank of India (SIDBI)</td>
<td>Private Sector: Klockner &amp; Co. Germany, Fosroc Chemicals (India) Pvt Ltd</td>
</tr>
</tbody>
</table>

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Economic Development – our select credentials

- Survey of Business Regulatory Environment for Manufacturing Sector across all Indian States for Planning Commission
- Recommendations on streamlining of single window facilitation mechanism in the states of West Bengal and Karnataka
- Support to development of economic corridor on East Coast through streamlining of business regulations in the involved states along with development of strategy for private sector development
- Cluster studies for SIDBI to understand key concerns of MSMEs associated with access to finance / technology / markets and formulate recommendations to address the same
- Development plan for increased Private Sector Participation in Maldives
- Promotion of inclusive growth in Maldives through MSME development in key sectors like fisheries, tourism etc.
- Economic opportunity scanning in eastern region of Bhutan to promote private sector participation in setting up manufacturing facilities
- Sector development strategy for textile, handloom and dairy sector in the state of West Bengal
- Location analysis for helping Klockner & Co. and Fosroc Chemicals to identify optimum project sites for locating manufacturing facilities
- Facilitating ease of inter-state movement of goods through Bihar by support in framing of associated Act and Rules for adoption of Integrated Checkposts
# Agribusiness – our service offerings

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<tbody>
<tr>
<td>Review of policies/ regulatory issues impeding investments and recommendations for policy / regulatory streamlining</td>
<td>Conduct commercial &amp; financial feasibility comprising demand-supply analysis, infrastructure &amp; associated investment requirement and financial analysis</td>
<td>Assistance in streamlining the business processes, organization structure and capacity building</td>
<td>Review of business plan including vision &amp; mission and identifying key interventions to achieve envisaged business objectives</td>
<td>Review of efficacy and effectiveness of various Central / State Government schemes and policies associated with facilitating agribusiness development</td>
</tr>
</tbody>
</table>

## We have worked with

<table>
<thead>
<tr>
<th>Ministry of Food Processing Industries, Government of India</th>
<th>APEDA, Ministry of Commerce &amp; Industry, Government of India</th>
<th>Tea Board of India, Ministry of Commerce &amp; Industry, Government of India</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Horticulture Board (NHB), Government of India</td>
<td>State Governments of West Bengal, Assam, Bihar, Odisha, Madhya Pradesh, Gujarat, Andhra Pradesh etc.</td>
<td>Government of Bhutan</td>
</tr>
<tr>
<td>World Bank/ International Finance Corporation (IFC)</td>
<td>Asian Development Bank (ADB)</td>
<td>Department for International Development (DfID)</td>
</tr>
<tr>
<td>North East Regional Agriculture Marketing Corporation (NERAMAC)</td>
<td>West Bengal State Warehousing Corporation (WBSWC)</td>
<td>Export Import Bank of India (EXIM Bank)</td>
</tr>
</tbody>
</table>
Agribusiness – our select credentials

- Formulation of Gujarat Agro Vision 2010 and recommending key strategic initiatives to achieve the envisaged vision
- Assistance in setting up agriculture and fishery based Farmer Producer Organizations (FPOs) across 4 identified districts in Assam
- Agri business sector mapping in India and developing investment pitches for potential agribusiness clients
- Review of primary marketing of Tea in India with focus on enhancing the efficiency & effectiveness of auction system
- Feasibility study for setting up an Agri Export Zone (AEZ) for vegetables across 3 identified districts in West Bengal
- Functional review of Department of Agriculture in Bihar with focus on streamlining the processes and organization structure
- Assistance in developing the Business plan of West Bengal State Warehousing Corporation (WBSWC) to ensure long term sustainability of the Corporation and facilitating farm sector credit options through use of warehouse receipts
- Review of Transport Assistance Scheme (TAS) for APEDA to assess its impact on export performance and identify corrective measures to enhance its effectiveness
- Evaluation and impact assessment of 10th Plan Development Schemes for Tea Board of India
## Corporate Social Responsibility – our service offerings

### CSR Strategy Formulation
- Defining / aligning the strategic intent of CSR with firm Strategy and with regulatory requirements;
- Review existing Institutional Structures, CSR Policies, Goals, Budget etc.

### Program Design and Development
- Appraising and identifying credible Implementation entities for implementation;
- Defining roles and responsibilities;
- Defining a Knowledge Management Framework

### Program Management Services
- Fund Management;
- Receipt & Appraisal of Proposals from implementation entities;
- Reporting on project progress (financial & operational);
- Capacity Building for CSR Activities Implementation

### Monitoring & Evaluation
- Monitoring and Evaluation Services;
- Impact Assessment of interventions;
- Assessment of Social Return on Investment;
- Perception Index Assessment

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<table>
<thead>
<tr>
<th>We have worked with</th>
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<tbody>
<tr>
<td>Hindustan Unilever Vitality Foundation</td>
<td>Indian Chamber of Commerce</td>
<td>BALCO</td>
</tr>
<tr>
<td>United Nations Development Program (UNDP)</td>
<td>UNIDO</td>
<td>Tractors and Farm Equipment Limited</td>
</tr>
<tr>
<td>PepsiCo Holdings India Pvt. Ltd.</td>
<td>Maher Care Foundation</td>
<td>Huawei Telecommunications India Private Limited</td>
</tr>
<tr>
<td>Infrastructure Leasing &amp; Financial Services</td>
<td>BPCL</td>
<td>Steel Authority of India</td>
</tr>
</tbody>
</table>
Corporate Social Responsibility – our select credentials

- Impact Assessment and Evaluation of Socio-Economic Returns on the Investment for Hindustan Unilever Vitality Foundation
- Structuring and Design of CSR Initiative for Maher Care Foundation
- Assessment of Social Return on Investment (SRoI) for Tractors and Farm Equipment Limited.
- Knowledge partner for Indian Chamber of Commerce (ICC) PSE Excellence Awards 2011
- Global Corporate Responsibility Report Development for large conglomerate
- Reviewing the implementation status of IL&FS Environmental and Social Policy Framework (ESPF)
- Assessment of Environmental, Health & Safety and Socio-legal issues for RICO Auto Industries
- Assessment and Review of Sustainable Development performances of Chemplast Sanmar’s CSR initiatives
- Structuring of innovative CSR Programme and Evaluation for corporate foundation
- Assessment of Environment and Social Framework and Design of Corporate Sustainability Management Plan for Huawei Telecommunications India Private Limited
- Corporate Social Responsibility Program Assessment for Global bank
- Advisory services on Corporate Sustainability Reporting for Kutch Chemicals and Industries Limited
- Assessment of the compliance status of the Environmental, Health & Safety and Social legislation for UNIDO (Ten Industries)