



technopak

education

credentials

K-12 Education | Higher Education
Vocational Education and Training

May 2012

India's leading consulting firm.....

India's leading consulting firm.....

a trusted advisor for clients across countries.....

a valued partner.....

India's leading consulting firm.....

a trusted advisor for clients across countries.....

our focus sectors

retail & consumer products

fashion- textiles & apparel

healthcare strategy & design

food services & agriculture

education

India's foremost consulting firm, with an experience of working with multiple organizations across various sectors

Founded on the principle of "concept to commissioning", we partner our clients to identify their maximum-value opportunities, provide solutions to their key challenges and help them create robust and high growth business models.

who are we

We have the ability to be the strategic advisors providing customized solutions during the ideation phase, implementation guides through start-up assistance and be a trusted advisor overall.

Drawing from the extensive experience of more than 175 professionals, Technopak focuses on six major divisions, which are Fashion -Textile & Apparel, Retail & Consumer Products, Healthcare Strategy & Design, Education, Food Services & Agriculture and Leisure & Tourism.



what we do

Business Strategy.

Assistance in developing value creating strategies based on market & industry insights, competition mapping, international benchmarking and client capabilities.

Performance Enhancement.

Operations, industry & management of change expertise to enhance the performance and value of client operations and businesses.

Start-Up Assistance.

Leveraging operations and industry expertise to 'commission the concept' on turnkey basis.

Consumer Insights.

Holistic consumer & shopper understanding applied to offer implementable business solutions.





some partnerships that last a lifetime



Arvind Singhal

Chairman
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Arvind founded Technopak in 1992 and has led the company to be the thought leader in all the sectors. He has an MBA from University of California, Los Angeles, USA along with Bachelor of Engineering from IIT-Roorkee.

Rang Emei Gonmei

Sr. Vice President
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Emei has over 21 years of experience in planning, design & implementation process of Healthcare Architecture projects across the World with global healthcare architectural service providers. Emei hold a Masters in Architecture from School of Planning & Architecture.

Saloni Nangia

President
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Saloni is the President of Technopak. She was earlier heading the Retail & Consumer Products division. Saloni has worked on strategy and implementation in Retail and Consumer Products with clients from India, Asia, Europe and North America.

Pratichée Kapoor

Associate Vice President
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Pratichée is the Associate Vice President in Food services and Agriculture division. She has over 10 years of experience in Strategy consulting and has expertise in working on various projects involving understanding consumer behaviour, estimation of market potential, preparing market entry and expansion strategies.

Amit Gugnani

Sr. Vice President
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Amit is the Senior Vice President, Fashion (Textile & Apparel) and has over 15 years of experience in Apparel manufacturing. He has managed various projects involving entry strategies, business plan, feasibility studies, apparel plant start-up, business process re-engineering etc. for leading national and international clients.

Ankur Bisen

Associate Vice President
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Ankur is the Associate Vice President of the Retail & Consumer Products consulting division of Technopak. He brings over 11 years of cross-functional experience in strategy, marketing and business development acquired in the backdrop of working in India, Greater China and Europe.

our leadership team



education



Business Strategy

Assistance in developing value creating strategies based on consumer insights, competition mapping, international benchmarking, and client capabilities

- Corporate strategy
- Organic and inorganic growth strategy
- Financial and operational modeling
- Marketing strategy

Implementation

Leveraging operations and industry expertise to 'commission' the 'concept' on a turnkey Project Management basis

- Project Management & program co-ordination
- Support for setting up the infrastructure
- Support for kick-starting business operations

our USP
..... services we offer

Partnerships

Identification & creation of national and international partnerships across segments of Education

- Partnership structuring
- Due diligence of partners
- Negotiations for JVs and management contracts

Capital Advisory

Supporting business strategy and execution with comprehensive capital advisory services

- Due Diligence – Commercial & Financial
- Mergers & Acquisitions
- Fund Raising

Impact Assessment

Assessment & audit of running programs

- Assessment of schemes and policies
- Audit of projects. Advisory on course to meet objectives



delivering value with pace

India entry services

Market Assessment

Assistance in developing India specific value proposition based on consumer insights, competition mapping, local trade characteristics and clients objectives

- Market potential assessment
- Competitive benchmarking
- Regulatory environment assessment
- Business planning and marketing strategy

Business Modeling

Leveraging market and consumer understanding to recommend a robust long term strategy

- Roll-out planning
- Fee and revenue structure
- Operating model development
- Financial modeling
- Risk assessment and mitigation strategy

Partnership Assistance

Facilitating the tie-up with a suitable business partner, based on the fit with the business model

- Partnership operating model development
- Identification of potential partners
- Negotiations and finalization of MoU

Start-Up Assistance

Applying India market understanding and industry expertise to help setting up of the venture in India

- Organization design and selection
- Vendor selection
- Location identification
- Project management



making a mark

segments we cater to.....

- Corporate Houses in India
- Government and Multilateral Bodies
- Educational Institutions and Charitable Trusts-
 - » K-12 Schools
 - » Higher Education
 - » Vocational Training
- Publishing Houses, Testing & Training Bodies, Technology Companies and Ancillary Sectors
- Private Equity and Investors
- Foreign Institutions entering India



K-12 education

moving a step forward

niche services we offer

Business Strategy

Create an overall business strategy and roadmap for the school

- Formulation of Vision for the school
- Market Research to get consumer and competition insights
- Regulatory Inputs
- Board Recommendation
- Business Plan and Financial Model

Implementation

Holistic advisory role in operations and implementation

- School design, Project Management and Construction Management
- Vendor Identification and Recommendation
- Recruitment
- Marketing and Branding
- Systems and Processes
- Operations

Implementation

Assistance in developing a global standard

- Partnership with top global curriculum providers
- Development of an ecosystem by partnering with content providers, technology providers and educators and students

Impact Assessment

Some of our approaches are

- Assessment of education outcomes through cognitive and non-cognitive testing
- Impact of teacher training initiatives, use of technology in delivery or direct consumption
- Audit of revenue streams, processes and marketing communications



higher education



Business Strategy

Developing a relevant business strategy in line with market opportunities

- Developing a mission and vision statement for the institution in order to build a center of excellence
- Feasibility in terms of financial strength, infrastructure and service offerings
- Defining the mix of Board Level team
- Creating a global benchmark
- Designing programs that are driven by future demand

Partnerships

Assistance in developing partnerships with global centers of excellence

- Discipline specific global partnerships
- Developing a model for faculty and student exchange program
- Certifications and accreditations

Implementation

Holistic advisory role in operations and implementation

- Design, Project Management and Construction Management
- Vendor Identification and Recommendation
- Recruitment
- Creating a faculty development path based on research and academic output
- Marketing and communication

Impact Assessment

Some of our approaches are

- Audit of research, consulting, partnership and academic outcomes
- Audit of employability and industry acceptance
- Audit of various revenue streams

key specializations

.....providing an array of services



vocational education and training





our core expertise

providing value-added services

Business Strategy

Developing a relevant business strategy in line with market opportunities

- Assessment of courses: In-Depth analysis of programs on coverage, acceptance in the market, pricing, course timing, duration, faculty strength.
- Positioning: Communication and outcome, customer perception, gap in expectation vs. fulfillment
- Competition mapping: Courses, location, price, communication, comparative SWOT, white spaces

Roll-out and Pilot Implementation

Leveraging market and consumer understanding to initiate robust processes and operations strategy

- Roll-out planning and implementation
- Developing Franchise model and implementing as a pilot
- Fine-tuning processes and strategies post improvements at various levels of sensitivity

Partnerships

Assistance in developing partnerships with global content developers

- Market assessment and identification of trades aligned with industry needs and geography
- Convert global content to suit the local need

Impact Assessment

Some of our approaches are

- Audit of customer need fulfillment in terms of skill development and income generation
- Impact on customer income and lifestyle
- Sustainability of the business model and individual profit centers



our successful collaborations



aipl **Ambuja**

ALCHEMIST

DEEPAK FERTILISERS
AND PETROCHEMICALS CORPORATION

excelcius
tech leveraged education

Godrej | PROPERTIES



MT EDUCARE

THE MEHTA
GROUP



SHIV NADAR FOUNDATION

leading with thought & creativity

Enayet Kabir

Associate Director
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Enayet has over 12 years of experience in strategy, operations, and start-up incubation in vocational training, executive and higher education. As a core team member at Elements Akademia, Enayet headed various employability initiatives. He is an MBA from IIM Calcutta and currently a research fellow at MDI, Gurgaon

Aurobindo Saxena

Senior Consultant
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Aurobindo has over 10 years in the Education domain; primarily in the Indian sub-continent and in the Middle East. Having worked with companies like Educomp, iDiscoveri, and KIPCO Group (Kuwait), he brings a rich experience of strategy development and operations management to the team. Aurobindo is a qualified Cost Accountant, Company Secretary, MBA from Indraprastha University and B.Com(Hons) from Khalsa College, Delhi University

Technopak- education team

Thank You!

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