ingredients

development

March 2015
a valued partner
India’s leading consulting firm
a trusted advisor for clients across countries
our focus sectors

retail, consumer products & e-tailing
fashion - textile, apparel & engineering
food services & agriculture
education
India’s leading management consulting firm with more than 20 years of experience in working with organizations across consumer goods and services.

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 a robust and high growth business models.

who are we

We have the ability to be 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 close to 125 professionals, Technopak focuses on four major divisions, which are Retail & Consumer Products, E-tailing; Fashion (Textile, Apparel & Engineering); Food Services & Agriculture, and Education.
what we do

**Business Strategy:** Assistance in developing value creating strategies based on consumer insights, competition mapping, international benchmarking and client capabilities.

**Start-up Assistance:** Leveraging operations and industry expertise to ‘commission the concept’ on turnkey basis.

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

**Capital Advisory:** Supporting business strategy and execution with comprehensive capital advisory in our industries of focus.

**Consumer Insights:** Holistic consumer & shopper understanding applied to offer implementable business solutions.
Technopak is a member of the Ebeltoft Group, a network of International Retail Experts with presence in 22 countries. The Ebeltoft Group has provided a gamut of services to the retail sector players, including strategic planning, retail concept innovation, store design, product management etc. in its 20+ years of existence.

The worldwide presence of its members allows the Ebeltoft Group to tap into each member’s regional expertise, which is an asset to other members in their global endeavors. The Group’s long experience is reflected in the range of the services it offers in the retail consultancy domain, some of which are enumerated below:

- Cross-channel strategies and management
- Retail internationalization and growth strategies
- Retail due diligence and target screening
- Shopper marketing development
- Category management and merchandising
- E-commerce and digital strategies
- POS analysis and optimization
- Franchise development and management
- Supply chain management and operational optimization
- Human resources and sales force training
- Strategic analysis and planning
- New retail concept development
- Retail and product Branding
- Product launch and repositioning
- Store planning and design
- Customer/market research and global research studies
- Site selection, benchmarking and market sizing
- Customer satisfaction and CRM Management
- Mystery shopping programs
- Retail tours and urban revitalization

More information on the Ebeltoft Group may be obtained at: www.ebeltoftgroup.com
our leadership team

Arvind Singhal
Chairman
arvind.singhal@technopak.com

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

Saloni Nangia
President
saloni.nangia@technopak.com

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.

Ankur Bisen
Sr. Vice President
ankur.bisen@technopak.com

Ankur is the Sr. Vice President of the Retail & Consumer Products division of Technopak. He brings over 14 years of cross-functional experience in strategy, marketing, and business development acquired while working in India, China, and Europe.

Amit Gugnani
Sr. Vice President
amit.gugnani@technopak.com

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.

Aurobindo Saxena
Associate Director
aurobindo.saxena@technopak.com

Aurobindo is the Associate Director of the Education division and has over 12 years of experience in strategy development and operations management. He has also been a member of the CII Special Taskforce on Skills and Education for the past 3 years.
services we offer
textile/food/industrial parks & clusters
textile/food/industrial parks

**Market Assessment and Feasibility Analysis**
- Primary and secondary research
- Finalization of product mix
- Types of units with their size & capacity
- Finalization of detailed business plan
- Detailed assessment of the requirement of investment and infrastructure requirements
- Preparation of financial plan and development of key financial metrics
- Preparation of phase wise execution plan and timelines

**Detailed Project Report (DPR)**
- Detailed report of the segment/sector
- Revenue and employment generation (direct & in-direct)
- Revenue sources and investment centers
- Operating and fixed expenses
- Working capital and pre-operative expenses
- Profitability and key financial ratios (IRR, ROCE, ROI, etc.)
- Projections and financial ratios for a 10 year timeframe
- Sensitivity and risk analysis & mitigation framework
- Key business imperatives for the food park business

**Project Management Consultancy**
- Empanelled consultant with Ministry of Textiles for Scheme of Integrated Textile Parks (SITP)
- Empanelled consultant with Ministry of Food Processing Industries for Mega Food Park Scheme

**Partner Search & Finalization**
- Identifying potential partners
- Soliciting interest
- Finalizing operating terms
- MoU finalization

**Engineering Services**
- Pre design activity
- Project management consultancy
- Construction management
**detailed engineering services**

**Pre Design Activity**
- Preparation of site plan
- Master planning
- Drawings for statutory approval
- Utilities data collection
- Design conference
- Basic data fixation
- Identification of machinery suppliers
- Evaluation and selection of suppliers
- Assistance for negotiating with the suppliers and recommendations

**Project Management Consultancy**
- Geo-technical analysis
- Scheduling
- Effective cost estimate
- Cost benefit analysis
- File note with single line diagram
- Preparation & evaluation of tender
- Pre-qualification & approval of contractors
- Recommendations
- Design & working drawings

**Construction Management**
- Resource planning
- Micro scheduling & orientation
- Site supervision
- Material, quality & cost control
- Successful implementation
cluster development

- Conducting diagnostic study of the cluster
- Preparation of Detailed Project Report (DPR)
- Sensitizing and mobilizing the stakeholders to be part of the proposed project in DPR
- Establishing and structuring of the Special Purpose Vehicle (SPV)
- Assisting the SPV in obtaining requisite statutory approvals/clearances
- Assisting the SPV in identification and engagement of service providers/consultants for various related services
- Providing interfacing support and linkage between the SPV and various other stakeholders
- Providing periodic progress reports
Technopak’s major infrastructure projects

- Textile Park Projects: 13
- Mega Food Park Projects: 03
- Mega Handloom Clusters: 02
- Mega Handicrafts Clusters: 02
representative projects - textile parks
Case Study 1

Overview

Implementation services for setting up the Islampur Integrated Textile Park in Maharashtra, under the Scheme of Integrated Textile Park (SITP) of Ministry of Textiles, Government of India. The industrial park is spread across 38 acres, with the project cost being 120 crores, without plant & machinery.

Key Deliverables

- Finalization of master plan, machinery layout, preparation of final drawings, structural & working details.
- Preparation of detailed architectural drawing and selection of various contractors for humidification and erection work.
- Supervision of various activities at site through respective contractors.
- Commissioning of utilities.
- Commissioning of weaving and garmenting units.

Status

- Approximately, 400 airjet looms and 500 sewing machines are operational.
- Employment generation of about 2000 in number has been achieved.

Case Study 2

Overview

Implementation services for setting up the Latur Integrated Textile Park in Maharashtra, under the SITP of Ministry of Textiles, Government of India. The industrial park is spread across 50 acres, with the project cost being 119 crores, without plant & machinery.

Key Deliverables

- Finalization of master plan, machinery layout, preparation of final drawings, structural & working details.
- Preparation of detailed architectural drawing and selection of various contractors for humidification and erection work.
- Supervision of various activities at site through respective contractors.
- Commissioning of utilities.
- Commissioning of garmenting and washing units.

Status

- State of the art garment washing facility and approximately 2000 sewing machines are operational.
- Employment generation of about 1500 in number has been achieved.
representative projects - clusters
Case Study 3

Varanasi Mega Handloom Cluster

Overview

Cluster management & technical agency of Varanasi Mega Handloom Cluster under the Comprehensive Handloom Cluster Development Scheme (CHCDS) of Ministry of Textiles, Government of India

Key Deliverables

• Conducting a diagnostic study and preparation of Detailed Project Report (DPR)
• Assistance in establishment of Special Purpose Vehicle (SPV) for identified projects
• Monitoring and overseeing the work of the agency engaged by SPV
• Assistance in timely release of government grants in the manner and structure appropriate for each project
• Assistance in detailed engineering/ procurement process including layout, design, detailed engineering drawings, preparation of cost estimates, bid documents, etc.

Status

• Two value addition centres and one Common Facility Centre (CFC) will be functional from February, 2015
• Raw material banks with four extension counters are operational. Distribution of loom parts and battery linked inverter lighting units has been successfully undertaken
• Weavers have benefited through interest subvention

Case Study 4

Murshidabad Mega Handloom Cluster

Overview

Cluster management & technical agency of Murshidabad Mega Handloom Cluster under the CHCDS of Ministry of Textiles, Government of India

Key Deliverables

• Conducting a diagnostic study and preparation of DPR
• Assistance in establishing a SPV for identified projects and monitoring and overseeing the work of the agency engaged
• Assistance in timely release of government grants appropriate for each project
• Assistance in detailed engineering/ procurement process including layout, design, detailed engineering drawings, preparation of cost estimates, bid documents, etc.

Status

• Reeling and spun silk unit are under progress. Also, a printing unit has been undertaken to benefit the artisans
• A CFC is also under implementation
Case Study 5

Moradabad Mega Handicrafts Cluster

Overview

Cluster management & technical agency of Moradabad Mega Handicrafts Cluster under the CHCDS of Ministry of Textiles, Government of India

Key Deliverables

- Conducting a diagnostic study and preparation of DPR
- Assistance in establishment of SPV for identified projects and overseeing the work of the agency engaged by SPV
- Assistance in timely release of government grants
- Assistance in detailed engineering/procurement process including layout, design, detailed engineering drawings, preparation of cost estimates, bid documents, etc.

Status

- CFC for manufacturing wood based handicraft is functional
- Rest of the eight interventions are also under implementation

Case Study 6

Mirzapur-Bhadohi Carpet Mega Cluster

Overview

Cluster management & technical agency of Mirzapur-Bhadohi Carpet Mega Cluster under the CHCDS of Ministry of Textiles, Government of India

Key Deliverables

- Conducting a diagnostic study and preparing DPR
- Assistance in establishment of SPV for identified projects
- Assistance in timely release of government grants in the manner and structure appropriate for each project
- Assistance in detailed engineering/procurement process including layout, design, detailed engineering drawings, preparation of cost estimates, bid documents, etc.

Status

- Approximately, 5200 weavers have benefited through the skill upgradation intervention and 221 weavers have taken advantage of the interest subvention under the CHCDS scheme
representative projects—food parks
Case Study 7

Patanjali Mega Food Park

Overview

Implementation services for setting up the Patanjali Mega Food Park in Uttarakhand, under the Mega Food Parks Scheme (MFPS) of Ministry of Food Processing Industries, Government of India. The food park is spread across 71.63 acres, with the estimated project cost being 95 crores, without plant & machinery

Key Deliverables

• Submission of EoI & DPR to Ministry of Food Processing Industries
• Overall project management
• Pre-design activities
• Project and construction management consultancy

Status

• Multi purpose juice line; cosmetics, soap & detergent units; ayurvedic medicine units; chyawanprash, multi- grain flour & masala units are operational

Case Study 8

North East Mega Food Park

Overview

Implementation Services for setting up the North East Mega Food Park in Assam, under the MFPS of Ministry of Food Processing Industries, Government of India. The area is 50 acres, with an estimated cost of 78 crores, without plant & machinery

Key Deliverables

• Submitting the EoI & DPR to Ministry of Food & Agriculture
• Overall project management and pre design activities
• Project management consultancy
• Construction management consultancy

Status

• Common infrastructure and standard design factory are ready, while machinery is under commissioning
• Cold storage and ETP are work in progress
key clients
Saloni Nangia  
President  
saloni.nangia@technopak.com

Saloni is the President of Technopak with more than 19 years of experience and was earlier heading the Retail & Consumer Products division of Technopak. Saloni has worked on strategy and implementation in Retail and Consumer Products with clients from India, Asia, Europe, and North America.

Amit Gugnani  
Sr. Vice President  
amit.gugnani@technopak.com

Amit is the Senior Vice President, Fashion - Textiles & 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.

leading with thought & creativity
For further information, please contact:

Saloni Nangia  
President  
E-mail: saloni.nangia@technopak.com

Amit Gugnani  
Sr. Vice President  
E-mail: amit.gugnani@technopak.com

Technopak Advisors Pvt. Ltd.
Registered Office: 3 Padmini Enclave, Hauz Khas, New Delhi-110 016
Corporate Office: 4th Floor, Tower A, Building 8, DLF Cyber City, Phase II, Gurgaon 122 002
T: +91-124-454 1111 | F: +91-124-454 1198
Corporate Identification Number - U74140DL1994PTC61818

www.technopak.com

Follow us on: /technopak /technopak-advisors /@technopakadv

a member of the Ebeltoft Group
www.ebeltoftgroup.com