



technopak

sourcing services

credentials

May 2016

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.



member of Ebeltoft group

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





select clients



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 19 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 Vice President
aurobindo.saxena@technopak.com

Aurobindo is the Associate Vice President of the Education division and has over 13 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



apparel operations

industry segments we serve

Comprehending the needs of the fast-changing business environment, Technopak has successfully enabled leading Indian and international Textile & Apparel Manufacturers, Brands, and Development Agencies in the areas of business planning and strategy, factory start-up, performance improvement, and skill development

**Brands &
Retailers**



**Manufacturers &
Exporters**



**Sourcing
Organizations**



**Trade Promotion
Councils**



**International
Development Bodies**



**Central & State
Governments**



key specializations services we offer

Strategy and Planning

- Business Entry and Growth Strategy
- Business Plan, Resource Requirement, and Key Business Numbers
- Manufacturing and Supplying Capabilities

Performance Enhancement

- Productivity/Efficiency Enhancement
- Material Utilization and Quality Enhancement
- Streamlining Merchandising and Pre-production Activities
- Lean Manufacturing Tools
- Visual Control and SOPs
- Total Quality Management

Start-up Assistance

- Planning and Design of Factory
- Implementation of Layouts and Process
- Selection and Training of Middle Management
- Efficiency and Production Build-up

Setting-up Operator Training Center

- Program Design and Team Profile Development
- Setting-up Selection and Recruitment Criteria and Procedures for Operators
- Training Operators on AAMT Methodology

Capacity Building

- Training Need Assessment
- Middle Management training on Master Plato
- Merchandisers, Quality Personnel, and Industrial Engineer's training
- Establish Training Methodology

Pre-production Process Streamlining

- Capacity Analysis
- Operator Remunerations
- Setting Time and Method Standards
- Layout and Method Improvements
- Production Planning

Incentive Schemes

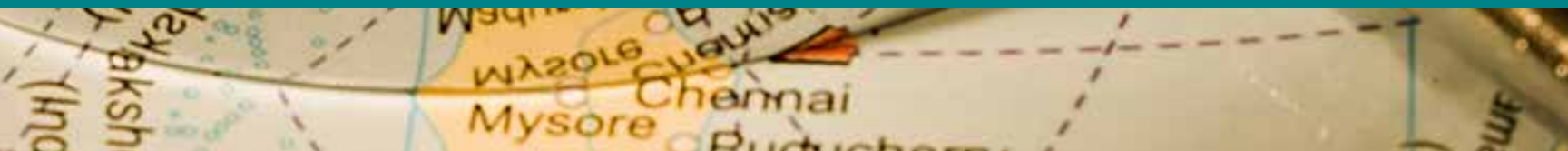
- Monitoring of Individual Operator Performance and Efficiency
- Designing performance-based Incentive Schemes for Operators
- Development of KPI-based appraisal for Middle Management

Sourcing Services

- Industry Landscape and Product Strategy
- Selection of Key Positions
- Identification, Due diligence, Training, and Analysis of Vendors



sourcing services





key specializations

services we offer

Industry Landscape and Product Strategy

- Identifying suitable sourcing destinations within South Asia
- Analyzing key attractiveness in the given markets
- Evaluating key sourcing strategies of leading global retailers
- Identifying and evaluating categories to be sourced
- Estimating product volumes, assortments and projected growth trends

Selection of Key Positions

- Assisting in finalizing key positions across various apparel categories

Operations

- Identifying vendors for individual product categories
- Conducting due diligence of identified vendors
- Training for vendors (performance, systems and compliance) for apparel categories
- Analyzing vendor vs. product match and managing its order execution





case study 1

Overview

One of the largest vertically integrated companies in India, during its expansion, needed assistance in setting up a 1000+ sewing machine apparel manufacturing plant

Key Deliverables

- Planning and Design of the factory
- Process Design and Layout Implementation
- Recruitment and Training of Master Trainers and Sewing Operators
- Implementation of effective Manufacturing Management Procedures and Engineering Techniques
- Implementation of Quality Assurance Systems
- Design and Implementation of Incentive Systems

Impact

A highly efficient factory, set up in line with best management practices, performing at globally competitive levels in terms of productivity, quality, and cost effectiveness

case studies
representative projects

case study 2

Overview

Pakistan's largest knit garments manufacturer wanted to streamline its cutting section (employing over a 1000 people and cutting ~80 tons of fabric per day), and improve material utilization and cutting efficiency

Key Deliverables

- Implementation of Scientific Performance Metrics in productivity, fabric utilization, and cost
- Layout Improvements
- Implementation of Warm Changeovers
- Reduction in Working Hours from 77 hours a week to 48 hours a week for the same output level
- Implementation of 5S Principles across the entire facility
- Lean Implementation through Waste Elimination and Process Flow Optimization

Impact

24% improvement in Cutting Efficiency and 6.5% improvement in fabric utilization resulting in improved Cost per Minute

case study 3

Overview

A Bengaluru-based denim garments manufacturer, catering to high fashion international brands, wanted to re-engineer its 250-machine facility to improve sewing efficiency

Key Deliverables

- Implementation of effective Manufacturing Procedures and Engineering Methods in the factory
- Controlling style changeover losses by implementation of Lean tools like Single Minute Exchange of Dies (SMED)
- Application of Design of Experiments (DOE) and DMAIC Principle to bring about improvements in specific operations
- Training the Industrial Engineering team

Impact

Improvement in sewing efficiency by 95% from the baseline of 24% to 46%, leading to lower Cost per Minute

case study 4

Overview

A leading European retailer wanted to measure pre-determined Key Performance Indicators (KPIs) such as efficiency, capacities, on time schedule, sample status, and rejection percentage for its vendors

Key Deliverables

- Core team for each supplier were trained on KPIs such as efficiency, defects per Hundred Units, rejection percentage, Code of Compliance, style, and material lead time, on-time performance and sample lead time
- Industrial engineering department was started to initiate the scientific approach towards time (SAM)
- Supplier were benchmarked on their performance against the set KPIs
- An integrated system for production and quality management which also covers aspects like working hours, absenteeism, overtime, etc.
- Clear visibility in terms of capacity, available hours and booked orders

Impact

Overall efficiency improvement of 8% besides Improved production planning and inter departmental communication

case study 5

Overview

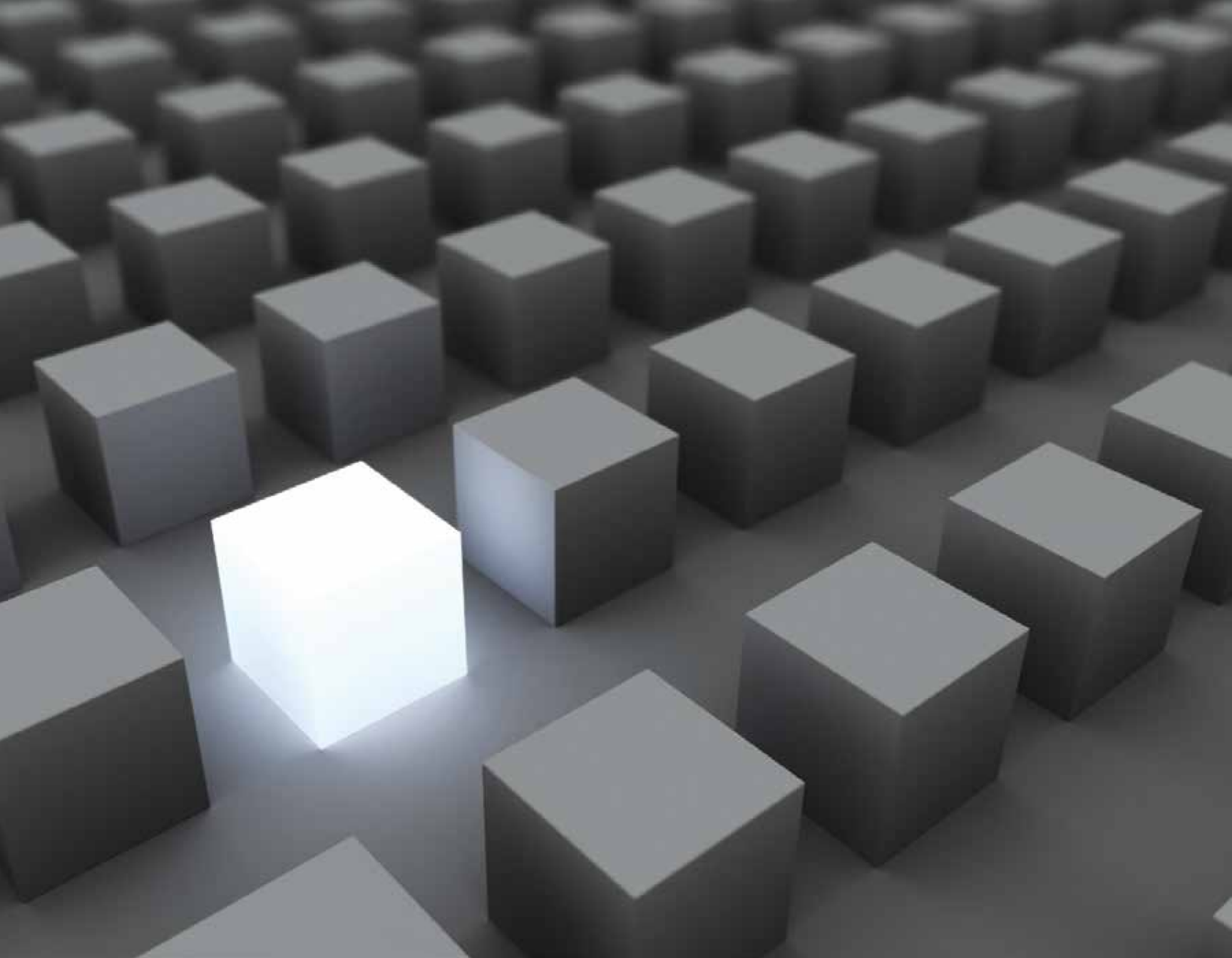
A leading Indian retailer for maternity and kids wear wanted to diversify sourcing of apparel products and wanted to make Bangladesh a prime sourcing destination

Key Deliverables

- Identify product categories to source from Bangladesh
- Identify potential vendors in Bangladesh
- Optimize sourcing cost of goods sold through product engineering
- Evaluate and finalize vendors
- Develop sourcing model to sustain sourcing from Bangladesh

Impact

Developed a comprehensive sourcing framework for providing broader and cost competitive sourcing options and fostered sourcing base in Bangladesh



For further information, please contact:

Amit Gugnani

Sr. Vice President

E-mail: amit.gugnani@technopak.com

Mobile: +91 9871755992

Priya Sachdeva

Associate Director

E-mail: priya.sachdeva@technopak.com

Mobile: +91 9312626145

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: [f](https://www.facebook.com/technopak)/technopak [in](https://www.linkedin.com/company/technopak-advisors)/technopak-advisors [t](https://twitter.com/technopakadv)@technopakadv

a member of the Ebeltoft Group

www.ebeltoftgroup.com