



India's leading consulting firm.....

India's leading consulting firm.....

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

a valued partner.....

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## our focus sectors

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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

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**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](http://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 - Textiles & 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**

Vice President  
aurobindo.saxena@technopak.com

Aurobindo is the Vice President and Head of Education division and has around 14 years of experience in strategy development and operations management. He is an active member of the FICCI School Education Committee and has been associated with CII Special Taskforce on Skills and Education in the past.



education



### **Business Strategy**

Assisting in developing value-creating strategies based on consumer insights, competition mapping, international benchmarking

- Entry Strategy
- Organic and Inorganic Growth Strategy
- Financial and Operational Modeling
- Marketing Strategy
- Innovation Strategy

### **Implementation**

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

- Project Management and Program Coordination
- Support for setting up Infrastructure
- Product Conceptualization and Development
- Support in Hiring Leadership Team

**our USP**  
services we offer

### **Partnerships**

Identifying and creating 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 - Business
- Fundraising

### **Impact Assessment**

Assessing and Auditing running programs

- Assessment of Schemes and Policies
- Audit of Projects
- Advisory on course to meet objectives





# delivering value with pace

India Entry/Outbound Expansion Services

## Market Assessment

Assisting in developing India-specific value propositions 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 Indian 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
- Companies in the Ancillary Sector
- Private Equity Firms and Investors
- Foreign Institutions entering India
- Indian Institutions entering Foreign Markets

# moving a step forward

niche services we offer in  
K-12 Education  
Higher Education  
Vocational Education & Training  
Ancillary Services

## **Business Strategy**

Create an overall business strategy and roadmap for the school

- Formulation of Vision for the School
- Market Insights to get Consumer and Competition Perspective
- Regulatory Inputs
- Defining Key USPs
- Business Plan and Financial Model
- Inputs on Institute Design
- Global Benchmarking

## **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
- Product Conceptualization and Development
- Hiring Leadership Team
- Assistance in Rolling-out Pilot Programs
- Assistance in Developing Franchisee Model

## **Partnership Assistance**

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
- Developing a Model for Faculty and Student Exchange Programs
- Certifications and Accreditations

## **Impact Assessment**

Assessment & audit of education programs

- Assessment of schemes and policies, to increase effectiveness
- Audit of projects. Advisory on course to meet objectives
- Assessment of learning material and ICT interventions



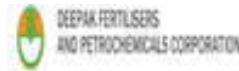
# our successful collaborations



Arvind



aipl Ambuja





leading with thought & creativity.....

**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 & Consumer Products with clients from India, Asia, Europe, and North America

**Aurobindo Saxena**

Vice President

aurobindo.saxena@technopak.com

Aurobindo has around 14 years of experience in the Education domain, primarily in the Indian subcontinent 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 and Company Secretary, and also holds an MBA degree. He is an active member of the FICCI School Education Committee and has been associated with CII Special Taskforce on Skills and Education in the past.

# Technopak's education team

For further information, please contact:

**Saloni Nangia**

President

E-mail: [saloni.nangia@technopak.com](mailto:saloni.nangia@technopak.com)

Mobile: +91 9818598626

**Aurobindo Saxena**

Vice President

Email: [aurobindo.saxena@technopak.com](mailto:aurobindo.saxena@technopak.com)

Mobile +91 9891321279

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## Technopak Advisors Pvt. Ltd.

Registered Office: 3 Padmini Enclave, Hauz Khas, New Delhi-110 016

208, 2nd Floor, Baani The Address, 1 Golf Course Road, Sector 56, Gurgaon 122 011

Tel: +91 124 454 1111, Fax: +91-124-4541198

Corporate Identification Number - U74140DL1994PTC61818

**[www.technopak.com](http://www.technopak.com)**

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