



technopak

healthcare

credentials

healthcare strategy

AUG 2017

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 & e-tailing

fashion - textile & apparel

food services & agriculture

education

healthcare

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 five major divisions, which are Retail, Consumer Products & E-tailing; Fashion (Textile, Apparel & Engineering); Food Services & Agriculture, Education, and Healthcare.



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
- Strategic analysis and planning
- New retail concept development
- Retail and product Branding
- Product launch and repositioning
- Store planning and design
- 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
- 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 - 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 15 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.



healthcare strategy



key specializations services we offer

Business Strategy and Start-up Assistance

- Market Entry Strategy
- Competition Mapping
- Expansion into New Product Lines/Geographies
- Clinical Service Line Expansion/Addition
- Competitive Strategy
- Vision Development
- Identification of Competitive Advantages
- Clinical Program Planning
- Mid-term and Long-term Strategic Direction
- Action Plan and Implementation Assistance
- Financial Modelling
- Resource Prioritization and Strategic Capital Planning

Market Assessment

- Feasibility Studies
- Market Forecasting
- Location/Geographic Positioning and Network Development
- Volume Projections and Need Analysis
- Competitive Scenario Analysis
- Provider/Payer Implications
- Clinical Business Assessments and Market Positioning



key specializations services we offer

Performance Improvement

- Service Line Reorganization/Management
- Patient Flow/ Work Flow Optimization
- Information Flow and Management Dashboards
- Reporting and MIS Structure
- Service Quality (Benchmarking)
- Clinical Programs Improvement and Management
- Procurement and Inventory Management
- Non-clinical Protocols Establishment (Operational Protocols)
- Healthcare IT Solutions
 - » HIS (Assessment, Procurement, etc.)
 - » EMR (EHR) and Practice Management Systems
 - » PACS/RIS
 - » Enforcement of Regulatory Standards and Guidelines
 - » Enable Internal and External Integration across Organization

Revenue Management

- Asset Optimization
- Driving Cost Leadership
- Enabling Organic and Profitable Growth
- Supporting Capital Allocation Strategies
- Creating Shareholder Value
- Revenue Maximization Strategy
- Cost Restructuring and Optimization
- Competition-based/ Value-based/Cost-plus pricing
- Price Sensitivity



key specializations services we offer

Branding and Positioning

- Positioning and Communication Strategy
- Budgeting
- Action Plan for Attracting and Retaining Customers
- Brand Design and Communication
- Brand Implementation and Management
- Customer Service Concepts
- Diagnostic Review of Existing Processes
- Laying Down the Processes and Protocols
- Assistance in CRM Systems Implementation

Managing Human Capital

- Workforce Requirement Analysis
- Developing Organizational Structure
- Physician Engagement Model
- Retention Strategy
- Developing Job Descriptions
- Remuneration Package Development
- Screening of Specialists for Medical, Paramedical, and Managerial categories
- Define Training Methodologies and Employee-specific Training Modules
- Define Criteria for Evaluation of Outcome and E-learning based Tools
- Formation of Training Cells and Co-ordination of their Activities
- Planning and Developing the Right Staffing Levels
- Performance Measurement Processes and Schedules



key specializations services we offer

Transaction Advisory

Mergers/Acquisitions and Other Assistance

- Partner Evaluation and Selection
- Network Formation/Affiliations/Mergers
- Group Practice Formation
- Asset Divestiture

Due Diligence

- Operational Due Diligence of Healthcare Providers
- Assessment of Financial Projections and Plans

Quality Management

Quality Measurement

- Benchmarking with National and International Standards
- Balance Score Cards
- Customer Feedback Analysis
- E-measurement

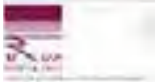
Quality Improvement

- Six-sigma Implementation
- Continual Improvement Projects
- Sustainance

Quality Accreditation and Certification Assistance

- Readiness for ISO, NABH and JCI
- Critical Path and Continuum of Care Guidelines

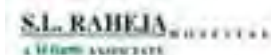
Clinical Protocols and Evidence-based Medicine



C&C ALPHA GROUP



our successful associations



leading with thought and creativity

Arvind Singhal

Chairman

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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

Vivek Yadav

Principal Consultant

vivek.yadav@technopak.com

Vivek is the Principal Consultant of the Healthcare division at Technopak and has over 8 years of experience in corporate strategy, business planning, mergers and acquisitions, business analysis, project management, and operational excellence

Technopak's healthcare division team

For further information, please contact:

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