

IT Training & Business Process Optimization Services



EXECUTIVE SUMMARY

Shakti Consultants a Business Consulting start up by 4 budding MBAites. Chinmay Gorhe & Kushal Sawale with profound marketing research skills and Saurabh Mulay & Ameya Tambat with extra ordinary Analytical skills. Shakti Consultants provides onsite & online training of Market Research, Market Analytics, Quality, Forecasting on different tools such as Tableau, Clout, Peer Index, BizStats, Freelunch, Soovle, Questback and many more which helps a company to analyse the potential market for new product with key influencers & collate unbiased data and helps forecast the trending change in market.

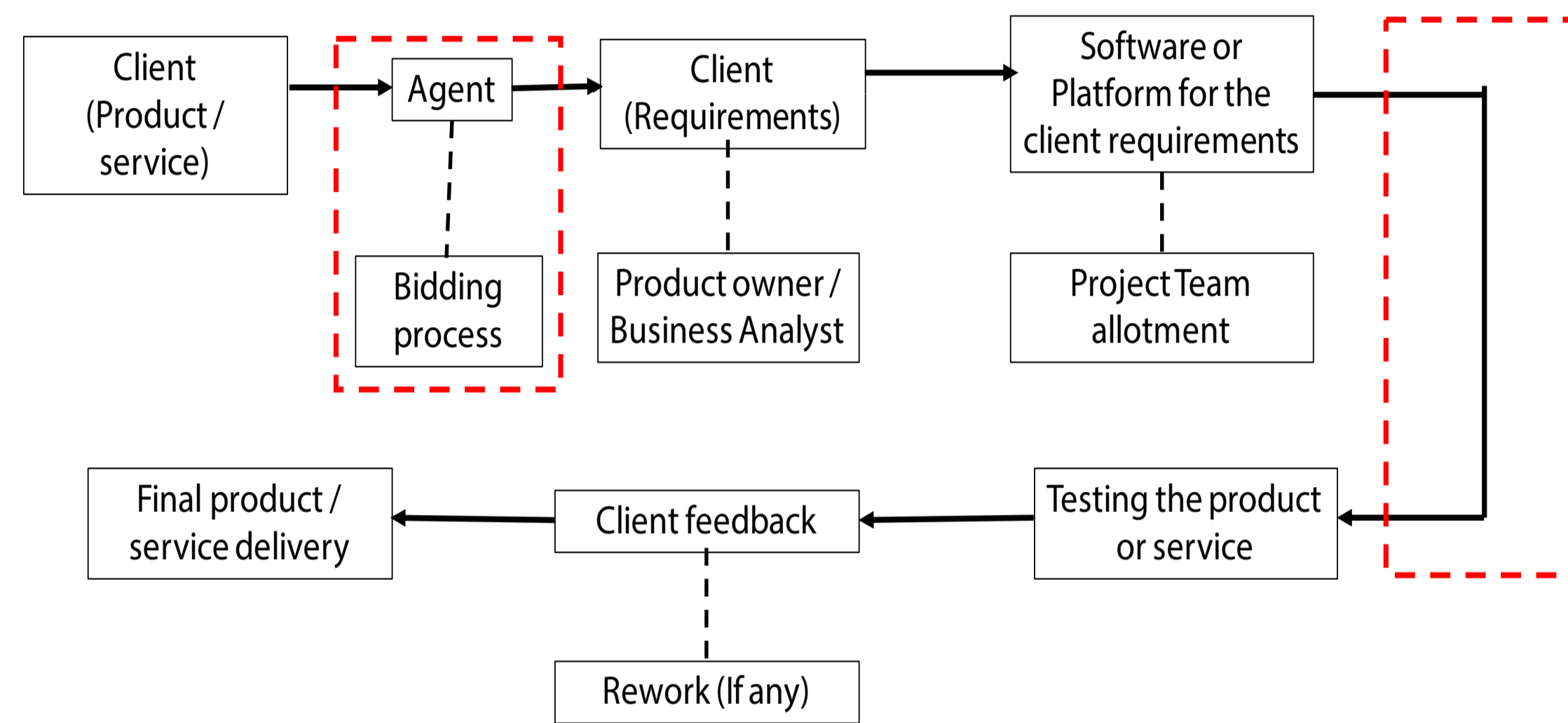
I.T firms rarely speak about their bench size but on an average 22-25% of people are on bench every month data shown by quartz India. So, our target would be these 0.75 Mn people who are on bench every month in all I.T companies. We would provide training onsite and online about the Market Research and Analytics to these people on bench in I.T firms. The training shall include live problem solving and live research based on Market Analytics. Also training for Lean & Agile Management would be provided depending on company's segment and its client. So, every company's last option for people on Bench is Lay off but due to our training company can actually put them in Research & Development of new product or program by identifying the future scope of client.

We already are lined up with 5 events of I.T companies, three of which selected us just by the idea of putting the bench people on work. Also, the website will be active within a week. We are in confirmation stage by 2 of the VP's of Client Service Delivery & Project Management of big I.T giant. Along with this we are in contact with Market Matrix and Think Analytic firms to partner with us in our idea to deliver sustainable and quality outputs in Analytics and Forecasting.

We will be in B2B business which will ensure timely payment of money. The Onsite training for first 3 training programs for every new companies will be given free and then for the next 7 session will be charged according to the licensed software which we will purchase including the cost of training & commencing. For onsite training there will be at least 10 sessions for respective segment selected by the company which will cost around the Rs 1200 per session. The fund which we are expecting will be invested in 10 licensed software.

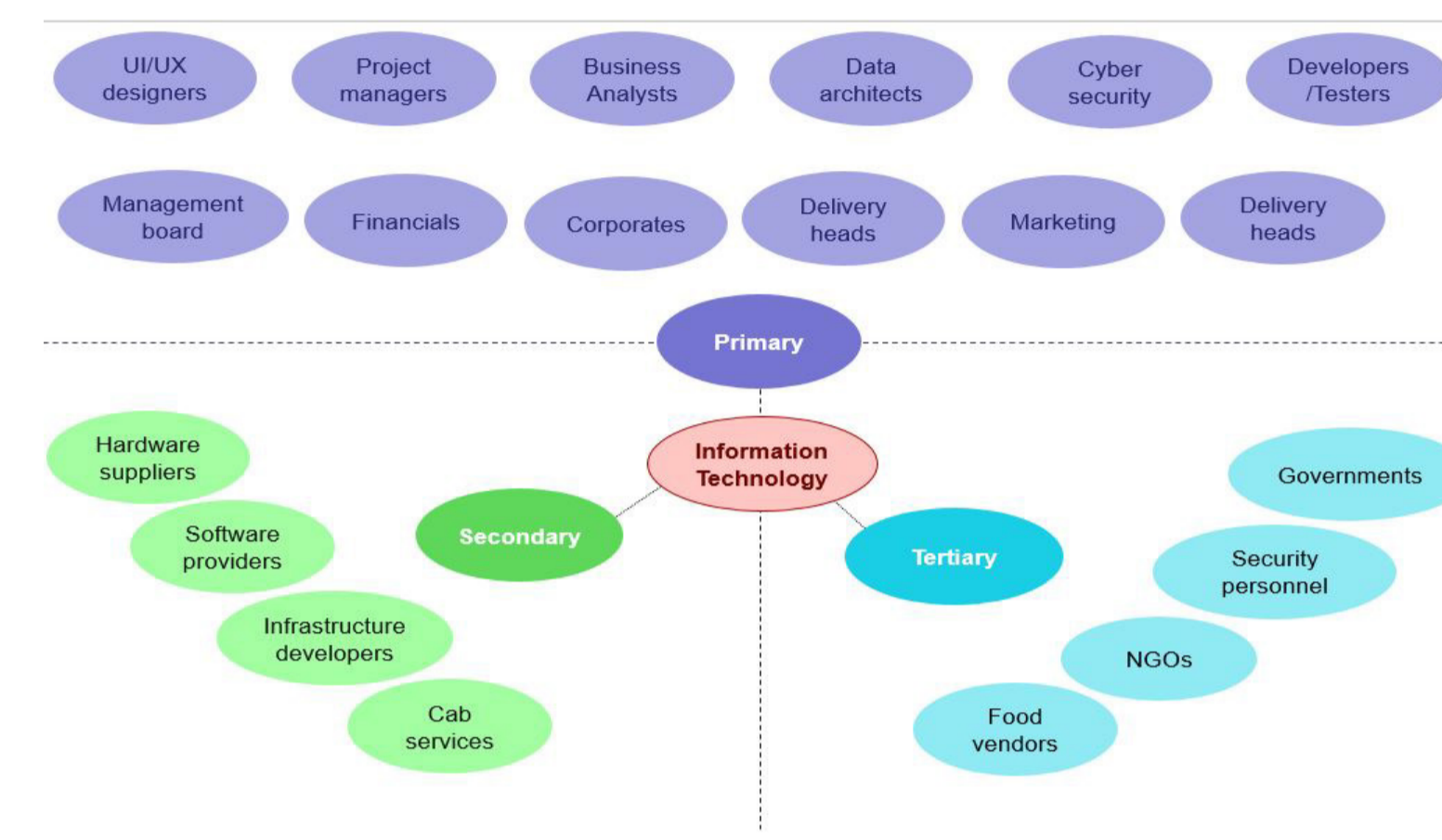
The breakeven we are expecting will be within 8 months starting from our first client. Our main forte will be quality and profound knowledge-based training to deliver good performing people in field of Analytics and Research which will be helpful for I.T companies. Also, by engaging people on bench with different skills, company can help deliver a new product before the customer's requirement.

OPERATIONAL VALUE CHAIN



Red dot area is the areas very important for any IT company. These are the areas where chances of non value addition hides which hampers the quality & thus profit margins.

STAKEHOLDERS



NEEDS ANALYSIS

when actual simulation comes for application of the various software and modules people on bench again undergo some days training for the product and software to become familiar to the employee on bench. So the time and the productivity of the employee get affected and this starts again from the initial phase. Thus there is a need of creating a training for those employees and actually giving them on job training in which as soon as the projects comes on board they can start immediately. In addition to this also there can be information for market research as to how other competitors are bidding for a project. So creating a consulting firm would help improve this situation.

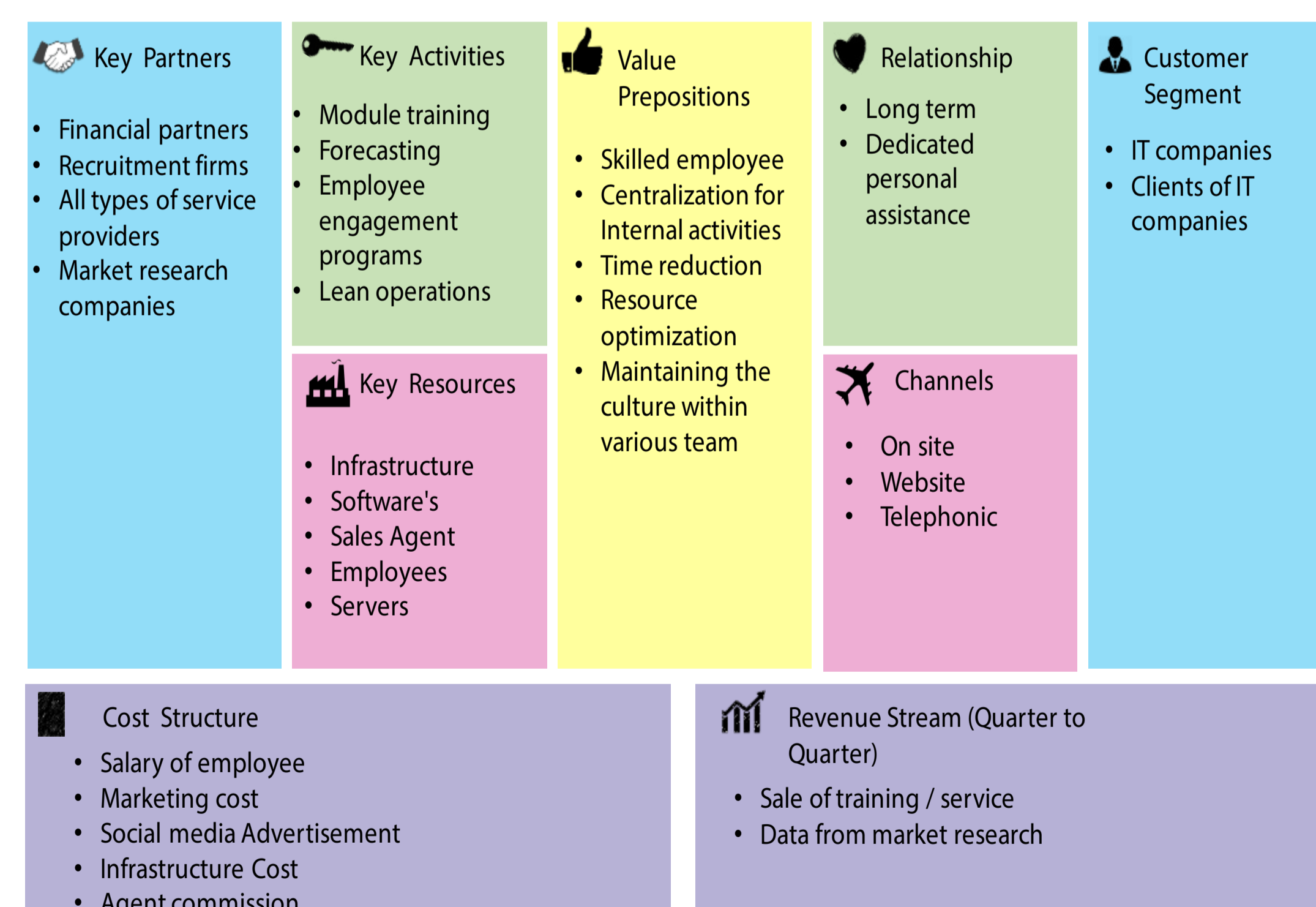
IDEATION

Creating a consulting firm which will provide solution for IT training services & Process optimization solutions which consist of Market research and forecasting for skilled workforce.

TARGET CUSTOMERS

IT companies & their clients

BMC MODEL



WHY SHOULD INVESTOR INVEST?

There is increased awareness about manpower utilization & process optimization in every industry. As there will be cut throat competition companies will pour money if they are getting value. Even if we keep our margins low initially still we are reaching the breakeven with 8 months of starting our client. We will be in B2B business which will ensure timely payment of money.

Benefits

Improved Productivity & Lead time
Cost saving & hence increased profit margins

Group Members

Chinmay Gorhe
Kushal Sawale
Ameya Tambat
Saurabh Mulay