



sdesai.Mgt

Consultant - Rural, Market Out-reach & Scale Management

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Sdesai.Mgt : Management Consultants (SdMC)

SdMC is a leading management consulting group that helps companies in creating strategy for business advantage. We are one of the best consultants in India providing management consulting services on innovation, strategy, problem solving and business transformation to our clients. As leaders in performance excellence, our business consultants partner with clients in bringing effective solutions to meet the inherent challenges of their critical business activities. This translates into better decision making processes and actions that produce results, giving them a distinct business advantage in the marketplace.

What We Do?

We help companies achieve their goals by enabling them to effectively meet short term goals as well as helping them build the competencies and capabilities to fulfill their long term company vision. By helping companies unlock the potential inherently present within and outside of their organization, we help foster their bottom line and promote growth. Our offerings of business advisory consulting services are focused towards delivering effective solutions in:

- ❖ **Innovation**
- ❖ **Strategy**
- ❖ **Crisis Management**
- ❖ **Business Transformation**
- ❖ **Concept to Commissioning**

Today, SdMC is recognized as the leader in harnessing the power of cutting edge techniques in the area of Innovation, Strategy, Problem Solving and Business Transformation for achieving tangible business results. We empower the Organization in addressing varieties of business challenges. To impart the in-source capability, SdMC also offers customized capability development through interventions. We offer trainings in an e-learning format also to reach the last miles of markets.

Whom we serve?

Our clientele includes:

- ❖ Multilateral and bilateral agencies,
- ❖ Banks & Financial institutions,
- ❖ Manufacturing and service organizations,
- ❖ Governments, Government-owned organizations,
- ❖ Investors and Regulators.

Services / Solutions offered:

- a. Project viability Indexing
- b. e-Tender business execution
- c. Training & Knowledge enrichment program
- d. Market Outreach (till the last mile of untapped Rural Markets)
- e. Product / Service Launch and Drive
- f. Planning & implementation of Social Sector projects, e.g. Swach-Gaam/Swastha Gaam, etc.
- g. Human Resources: Planning, Sourcing, Training, Pay-roll Management, etc.
- h. Digitization of office records: Public as well as Private Sector.
- i. Optimization of resources – branding, space management, promotions.

Consultancy in domain

- a. e-Governance
- b. Rural
- c. Water Resource
- d. Health & Hygiene
- e. Solar Renewable Energy
- f. Content Building
- g. Training & Development
- h. Green Revolution

Research Coverage:

❖ Industry Environment	❖ Regulatory Scenario	❖ Risk Analysis
❖ Economic Contribution	❖ Demand Drivers	❖ Competitive Scenario
❖ Cyclicalilty	❖ Supply Dynamics	❖ Capital Expenditure
❖ Seasonality	❖ Industry Growth	❖ International Trade & Benchmarks
❖ Technology	❖ Business Strategy	❖ Financial Performance Outlook

SdMC’s Research & Analytics provides the most comprehensive sector coverage through different types of research reports. For further information on any of our services please call on us and we will be happy to help you grow.

Innovation Consulting:

Through our core competencies and research, we ensure that each client achieves imminent short term goals and simultaneously build the competencies needed to fulfill their long term vision. We partner with our clients in their quest to improve the bottom-line and fuel top-line growth by unlocking the inherent opportunities available inside and outside the organization.



SdMC works across all kinds of industries. To ensure organizations continue to derive benefits in the short term and keep result oriented focus on the long term, we partner our clients in –

Solving Core Business Problems

- ❖ Growth, expansion and sustainability
- ❖ Targeting new markets/ new strategies for growth
- ❖ Planning to complete execution of ambitious growth projects
- ❖ Performance excellence
- ❖ Quality and productivity enhancement
- ❖ Improving customer facing processes

Accelerating Growth

- ❖ Strategy planning & execution
- ❖ Supporting core growth initiatives
- ❖ Change management through innovation
- ❖ Customer strategy

Transforming to the Next League

- ❖ Imparting and accelerating the innovation process
- ❖ Building world class processes from the scratch
- ❖ Architecting processes for more than expected result
- ❖ Transforming businesses for aligning with changing business environment

Due to fast globalization Industries are converging and new ones are created simultaneously. It is clear that for organizations to grow they have to do many acts of business differently to cope up with new changes in business environment. In short, the viability of an organization depends upon creativity and innovation. All businesses have few people on which they depend greatly to deliver innovative ideas. But this dependency increases as the business grows and does not remain scalable. The result - the whole business suffers.

At SdMC, we believe all people are creative and it is only their style or approach to creativity that varies. So while we encourage you to take advantage of your creative geniuses, we also partner you in understanding innovative capabilities that other people of your organization have and help you in leveraging innovation through designing and developing innovation capability across the entire enterprise to Unleash the creative potential of your company.

We believe creativity and innovation is a process and there are many tools & techniques not taught in traditional institutions that offer great insights i.e. to accelerate product innovation, SdMC enables companies to look Beyond the Voice of Customer and Discover Unarticulated Customer Needs & achieve the impossible through process innovation to make Innovation an everyday event. Our comprehensive approach to design and development of innovation capability concentrates on -



Helping Governments to offer more effective Governance....

While offering consultancy services to Government & Multilaterals Group, SdMC focuses on increasing the efficiency, impact, and outcomes of Governments at various levels, covering the last mile-stone. We do this by assisting in the process of institutional reform, improving governance, and capacity building in Government departments/organizations. SdMC works with Governments at various levels – national, state and local. And the scope of our consultancy spans upto the last-mile i.e. till the gram-panchayat as well as tribal hinterlands.

The functional nature of SdMC's consulting with Governments spans policy, long range planning, administration & control, accounting, international trade, fiscal management, and e-governance.

With a talented core team of in-house consultants, an extensive database of on-call external experts, and partnerships with a range of collaborating institutions, SdMC's consultancy services are highly trans-disciplinary, bringing together expertise from natural and social sciences, engineering and management, to provide clients with cutting edge, frontline consulting solutions.

Mirroring this flexibility, the SdMC's technical assistance and consultancy services range from one-man missions to full-fledged multi-skilled teams, capable of handling projects varying from a few days to several months.

With a completed portfolio of over 30 consulting assignments, SdMC serves clients across various Indian states, ministries and other government bodies.

Business Analysis that drives decision making...

SdMC's Research & Analytics offers products that provide information ranging from a quick update to highly in-depth analysis of an industry sector. Over the years, these products have become indispensable to our customers. The combination of research and consulting knowledge gives our products a distinct advantage

SdMC ensures that the sectors covered are contemporary and relevant to the current economic environment. We ensure that our research addresses the requirements of the business community and regularly add new segments that are of interest to the business and investor community.

Our Credentials:

- ❑ Pioneer in offering consultancy for all types of markets (Rural, Urban & Rurban)
- ❑ One of the highlight of our achievement is deriving, developing & commissioning of village-based rural e-enabled retail outlets, which is committed to aggregate, commoditize and distribute mix of products, services as well as concepts in most convenient form to rural consumers.
- ❑ With detailed research of more than 6500 villages of. Gujarat, Maharashtra, Rajasthan & Madhya Pradesh for setting up touch-points/kiosks for Agriculture Fuel & Non-fuel products of Indian or International brands.
- ❑ Our prolonged understanding of purchase pattern in rural markets and consumer behavior has helped in designing the right mix of offerings from these rural kiosks.
- ❑ We have also successfully handled consultancy assignments from industries viz. petroleum, banking, infrastructure, eGov, education, etc.
- ❑ Our key competencies are :
 - Highly flexible, adaptable, and creative
 - Strong communication, facilitation, relationship-building and negotiation skills
 - Highly professional team of consultants
 - Strong leadership skills and supervisory responsibility
 - Ability to influence team members at all levels
 - Strong interest in driving change

