



ARETE Consultants

UNDERSTANDING *you.* YOUR *business.*

A PROFILE

Arete Consultants Pvt. Ltd. INDIA
302, South Ex. Plaza I, NDSE Part – II,
New Delhi – 100 049, India.

T : 91 11 2625 6363

F : 91 11 2626 1973

E : contact@aretecon.com

W : <http://www.aretecon.com>



ABOUT US

Arete Consultants Pvt Ltd is a Solution Provider. At Arete, we work with you, helping you to identify your potential and become more innovative, competitive & efficient to help you grow exponentially in the global markets.

We provide various products and services to our clients to conceptualize & visualize technology driven business transformation initiatives.

We provide Business (M&A), IT, Financial, Research, and Management Consultancy & Services to the clients to conceptualize & visualize technology driven business transformation initiatives.



WHAT DOES ARETE HAVE IN STORE FOR YOU!

- ✓ **Business Advisory**
- ✓ **Merger & Acquisition**
- ✓ **Management Consultancy**
- ✓ **Information Technology**

BUSINESS ADVISORY SERVICES

✓ Business Research

ACPL carries web based market research

- a) Economy Research
- b) Market Research
- c) Industry Research
- d) Product Research
- e) Competition Research
- f) Statistical Analysis

✓ Identifying Business Opportunities

Market studies encompassing

- a) Marketing business research
- b) Ascertaining market size, market growth rates and demand potential
- c) Mapping marketing competitive environment, ascertaining marketing feasibility and trade practices

BUSINESS ADVISORY SERVICES (CONTD.)

✓ Entry Strategies

ACPL identifies the suitable entry strategy by following route:

- a) Working out suitable strategic options for business entry in India
- b) Evaluating entry options based on comprehensive analysis
- c) Advice regarding formulation of marketing strategies, market business growth strategies and working out marketing plans accordingly
- d) Strategic review and market due diligence
- e) Product launch and branding strategies

Entry strategy can be of different types such as:

- a) Opening Subsidiary
- b) Project Office
- c) Branch Office
- d) Liaison Office/Representative Office
- e) Joint Venture/Collaboration/Strategic alliance/M&A

BUSINESS ADVISORY SERVICES (CONTD.)

✓ **Business financing**

- a) ACPL advise & arrange business financing through different methods such as
- b) PE funding
- c) Bonds
- d) Venture Capital
- e) Institutional financing

✓ **Other Business Advisory**

- a) Providing them with the complete project appraisals and information on the current economic scenario
- b) Economics, legal, tax and day to day advisory services.
- c) Help the organization in recruiting the appropriate personnel and developing HR policies for the organization
- d) IT and KPO Advisory
- e) Developing MIS, planning formulation of computerized accounting and financial information system and procedures
- f) Assessing and designing internal control systems

MERGER & ACQUISITION SERVICES

- ✓ **Market research and analysis;**
- ✓ **Target identification and investigation;**
- ✓ **Preparation of information memoranda, company profiles, data rooms, etc.;**
- ✓ **Preparation of business plans and financial modeling;**
- ✓ **Strategic advice and deal structuring;**
- ✓ **Due diligence coordination and support;**
- ✓ **Valuation of companies**
- ✓ **Deal negotiation**
- ✓ **Liaison and negotiation with regulatory authorities, financial institutions, and other stakeholders;**
- ✓ **Documentation & drafting of Agreement**
- ✓ **Debt raising and private equity financing.**

MANAGEMENT CONSULTANCY

✓ **Profit Maximization**

Profit maximization by applying Theory of Constraints (TOC) within very short time

✓ **Turnaround strategies**

- a) Turnaround Execution
- b) Turnaround Management

✓ **Leadership training**

Training leadership to make vision & mission, identifying resources and methodology to achieve vision & mission

✓ **Strategy consulting**

- a) Strategic Planning
- b) Business Plan
- c) Strategy Implementation

MANAGEMENT CONSULTANCY (CONTD.)

- ✓ **Business process Re-engineering**
 - a) Diagnosis
 - b) Process analysis
 - c) Process Redesign
 - d) Process implementation

- ✓ **Performance management system**
 - a) Performance metrics
 - b) Performance dashboard
 - c) Performance tracking and rewards

INFORMATION TECHNOLOGY SERVICES

✓ Application Development

- a) Web Based Application Development
- b) Maintenance
- c) Re-engineering

✓ Quality Services

- a) Defect Prevention
- b) Defect Correction
- c) Performance Testing
- d) Process Establishment and Assessment

INFORMATION TECHNOLOGY SERVICES (CONTD.)

✓ Customized Product Engineering

- a) Customized pre-defined offshore product development
- b) Product/Project Consulting
- c) Product Design & Development
- d) Product Lifecycle Management
- e) Testing & Automation

✓ Systems Integration

- a) Architecture Assessment
- b) Business Intelligence
- c) Content Management and Information Portal
- d) Information Security
- e) System Transformation and re-engineering

PROJECTS/CASES

- ✓ Knowledge Portal available only with secure logins for top management of the company with regular updates for a HK conglomerate
- ✓ Web-Based OEM management System to manage customer, supplier, products, orders, shipments and payments for a HK conglomerate.
- ✓ Knowledge Portal containing news, articles, opportunities, notifications etc. for the members with daily updates and personalized newsletter for an Indian professional education body
- ✓ Web-Based application for automation of Continuing Professional Education activities for Indian professional education body
- ✓ Web-Based Customer Relationship Management System where in details of customers of the company from across the globe can be stored and accessed by the management and operations team for a USA research organization
- ✓ Web-Based ERP System to manage customer, supplier, products, orders, shipments and payments for a Singapore conglomerate
- ✓ An interactive portal consisting of online shopping, employment, relationships and articles for an Australian ICT company

SERVICE PACKAGE FOR MNC's

- ✓ **Identifying business opportunities**
- ✓ **Project appraisals**
- ✓ **Information on the current economic scenario**
- ✓ **Identifying potential business & strategic partners**
- ✓ **Review of regulatory, legal and tax environment**
- ✓ **Advising on the appropriate entry strategies**
- ✓ **Management of Recruitment and Selection Programmes**
- ✓ **IT services**
- ✓ **Web-based Research Services**
- ✓ **Developing MIS & Accounting Manuals**
- ✓ **Assessing and designing internal control systems**
- ✓ **Advising & managing legal, taxation & other professional matters**

OUR TEAM

Mr. Dinesh Agarwal, Chairman

Mr. Dinesh Agarwal, Chartered Accountant qualified in 1987 and has experience of catering to the needs of diversified clientele which include national as well as multinational companies. He has the experience of providing consultancy in strategic planning, preparation of project reports, business development strategies, management consultancy, business valuation, merger & acquisition, Foreign Collaboration, FEMA related services, Virtual CFO services, Direct taxation, Indirect taxation, International Taxation, statutory audit, Internal Audit, developing MIS, suggesting cost controls measures negotiating and facilitating joint ventures for both foreign, as well as Indian clients.

Acted as consultant and advisor to the Custodian, The Special Court (Trial of offences relating to Securities Transaction) Act. 1992, a body of Government of India, investigating securities scams in India. He has also undertaken consultancy assignment for large project on behalf of United Nations. He is also an advisor to the State Health Department of Government of Uttar Pradesh India. Besides he is heading a team of diversified professionals serving clients in diversified interest such as telecommunication, information technology, flexible packaging, paper, leather, electrical & home appliances, tobacco, entertainment, defense equipment, agriculture, consumer goods industry, exports, chemicals, pharmaceuticals, construction, banking and financial & capital markets.

OUR TEAM

Mr. Pradeep Kumar, Director

Mr. Pradeep Kumar has 44 years of business operations experience in all types of roles. He has been at key positions of multinational corporations such as Procter & Gamble Asia Pacific, Union Carbide India and as Group COO of Singapore listed, Thakral Corporation Ltd.

For past 10 years he has been mentoring, coaching and consulting CEOs and top leadership team members of various companies in India and China. He also coaches consultants for enhancing their clients' business effectiveness.

Mr. Kumar's specializes in Theory of Constraints' application. He enables clients identify issues that are constraining their performance and define solutions for significant improvement.

As an active Rotarian, he received the highest recognition from Rotary International President in 2013.

OUR TEAM

K. P. SHASHIDHARAN, Senior Advisor

K. P. SHASHIDHARAN is former Director General, CAG of India, Member, Indian Audit & Accounts Service, MSC from the London School of Economics (UK), AMDP (Singapore), CISA (USA), CFE (USA). He has worked in various capacities as Administrator, Accountant and Auditor in Ministry of Home Affairs and Supreme Audit Institution of India. He is Visiting Professor to premier professional, academic and administrative training institutions; addressed important national and international business and industrial forums including Indo European Business Forum.

Served to various UN bodies like UNHCR, UN Atomic Energy Agency, FAO and International Supreme Audit Institutions. Served as Member National Advisory Board for Accounting Standard, Chairman Audit Board, Member Governing Council, and Member, various technical committees of Institute of Chartered Accounts of India, RBI, CPSEs and currently a member of the SEBI Committee on Disclosures and Accounting Standards (SCODA).

Introduced transparent Three Phase Audit in certification of accounts of public enterprises, addressed conferences all over India in collaboration with ICAI on corporate governance and CSR issues and need for transition to accrual based accounting system in Autonomous Bodies.

He had been actively interacting with Central and State governments, Ministries and Departments, Attached and Subordinate offices, Central and State Public Sector Enterprises, Autonomous Bodies, Societies and conducting performance audits evaluating implementation of various projects, programmes, schemes of Central, States and the third tier government organizations like Urban Local Bodies and Panchayati Raj Institutions.

He functioned as Member Audit Board in Mumbai certifying the accounts of all major CPSEs in Oil & Natural Gas, Aviation and Transport Sectors supervising their performance and compliance audits. He also headed CAG's training institution specialized in Environment Audit and sustainability development transforming the institute as a Centre of Excellence in human resource management and capacity building and pioneered Environment Audits in government.

As Director, Joint Secretary (Zonal Council) and Deputy Secretary (Finance) in the Ministry of Home Affairs was entrusted with duties relating to State's Reorganization, States Police, Police training, Law and Order, Modernization of police, Modernization of Prison Administration, National Crime Records Bureau and Criminal Justice System.

He has also authored various best selling Business and Poetry books and published more than 100 business and public finance related articles in leading books and news paper.

WHOM DO WE SERVE

We serve the client in from diverse field such as:

- ✓ **Electronic & Electrical**
- ✓ **Small And Medium High Class Transformer Manufacturer**
- ✓ **Media, Printing &Publishing**
- ✓ **Defence Equipment**
- ✓ **Real Estate Developers**
- ✓ **Automobile Parts**
- ✓ **Agriculturist**
- ✓ **Leather Hide And Finished Goods Manufacturer**
- ✓ **Pharmaceutical Industry**
- ✓ **Finance & Investment**
- ✓ **Public Sector Banks**
- ✓ **International Federation Of Agricultural Development (IFAD-An UN Body) (In Individual Capacity)**

WHOM DO WE SERVE (CONTD.)

- ✓ UNHRC
- ✓ Micro Finance NGO
- ✓ Water Conservation
- ✓ Information Technology
- ✓ Entertainment Industries
- ✓ Telecommunication
- ✓ Garments
- ✓ Government of India, State Government, Semi Government and Autonomous Bodies



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CONTACT US

Arete Consultants Australia

Suite A 204, Canberra Technology Park,
Phillip Avenue

ACT 2602, Australia

T : 1300 78 48 93

E : contact@aretecon.com.au

Arete Business Consultants (Shanghai) Co. Ltd. China

33B, Building 3, Simao Riviera Garden

Wei Fang Xi Rd, Shanghai 200122

T : 86 1391 818 1173

E : contact.china@aretecon.com

Arete Consultant Singapore

985, Bukit Timah Road,

#06-20, Singapore 589627

Arete Consultants USA

38 West, 36th Street,
New York NY , USA

T : 1 413 725 2681

E : contact.usa@aretecon.com

Arete Business Consultants (HK) Ltd.

Unit C, 6/F, Bamboo Mansions
Site 12, Whampoa Garden
Hung Hom, Kowloon

T : 85 2 27231431

E : contact.hk@aretecon.com

Arete Consultant UK

19A, Rossiter Road Balham
London SW12 9 RY



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