



**SATURDAY CLUB
GLOBAL TRUST**

Regn. No. E-26480 (Mum)



GLOBAL FINANCE PROFESSIONALS

CONNECTING OPERATIONS TO FINANCE

**MSME BADHEGA.
DESH BADHEGA.**

*CA Yogesh Kulkarni
CEO & Founder Director – Global Finance Professionals*

Preparing MSMEs to Scale up sustainably with Systems, Processes & Finance as Oxygen through 2990 Govt. Schemes



- About Global Finance Professionals (GFP)
- MSME Definition & GDP Contribution
- MSME Challenges
- Solution for meeting challenges
- Initiatives by Government
- MSME Available 2990 Schemes snapshot
- Challenges in availing the schemes
- Budget Allocation by Govt.
- How to avail scheme through emsme Platform
- Assessment of Business
- Way forward Journey





GLOBAL FINANCE PROFESSIONALS

C O N N E C T I N G O P E R A T I O N S T O F I N A N C E



CA Yogesh Kulkarni

CEO and Founder Director

Global Finance Professionals is the visionary creation of CA Yogesh Kulkarni, a distinguished Finance and Operations Professional in the corporate realm, boasting an impressive 23-year track record across diverse industries. With a wealth of expertise, he has cultivated a network of over 160 connections on both the national and international stages.



CA Sharad Jain

Director - Financial Transformation

Seasoned Chartered Accountant with a sterling record of over three decades, distinguished by a dynamic career trajectory encompassing impactful Finance leadership roles within prestigious Multinational Companies, Industrial Giants, and transformative Joint Ventures spanning both Manufacturing and Services sectors. An accomplished Chief Financial Officer, adept at navigating complex financial landscapes with finesse, driving strategic decision-making, and fostering sustainable growth.



MISSION

We embark on a mission dedicated to elevating industries to the pinnacle of excellence. Our strategy involves seamlessly intertwining operations with finance and establishing Key Performance Indicators (KPIs) at an elevated benchmark. By surpassing these benchmarks, your organization is poised to ascend to world-class status, excelling in every facet. Our goal is to support organizations in reaching and exceeding industry standards. We introduce a progressive methodology - the 'Crawl, Walk, Run, and Fly' approach. Through this journey, we are committed to standing by your side, offering unwavering support at every stage and beyond. Our goal is to guide you towards adopting the best practices, ensuring a continuous improvement in your standards.

OUR CORE SERVICES



BUSINESS EXCELLENCE



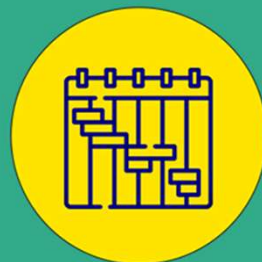
FINANCE EXCELLENCE



ERP & IT INFRASTRUCTURE ASSESSMENT



MIS DEVELOPMENT FOR MSME



MANAGEMENT DASHBOARD



MSME BENEFIT SCHEMES.



ESG & SUSTAINABILITY SOLUTIONS



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GFP TEAM OF EXPERTS



Divyanand Deshbhandari
PGDMM-IIMM, Grad. Ind. Engg-IIIE
Supply Chain & NLP



Dr. Nitin Dumasla
PhD in ESG | Founder,
President & CEO at
Growlity, Inc.
ESG Excellence



Shrikant Kulkarni
B Tech (Metallurgical Eng.)
IIT - Kanpur
Metallurgist- Quality & Testing



Sharad Dhumane
B Tech (Metallurgical Eng.)
IIT - Kanpur
Foundry Excellence



Vidhu Sharma
B.Sc. Applied Science, Masters in
Labor Studies Exc Leadership Prgm
(Kelly University, USA)
HR Strategy Transformation

GFP TEAM OF EXPERTS



Heramb Phatak

BE – Mechanical – Pune University
M.Tech. – Process Metallurgy
IIT - Mumbai
Foundry Operations



Shashank Kotwal

Consultant for
Enterprise, SMEs
and Start-ups
Balance Scorecard
Excellence



Sandeep Karkhanis

BE Electronics
Business Excellence



Sanjay Kulkarni

B.E. Mechanical
Manufacturing &
Maintenance



Prabhat Pant

B.Tech- Ind.Engg.,
MBA (Spain)
Sustainable Procurement

GFP TEAM OF EXPERTS



Rakesh Chougule
B.E. Electronics
ITIL V3 TOGAF 9 Certified
ERP Technical



CA Vishwajit Honap
FCA, ACS, CMA
Finance Regulatory



CA Kallappa Chougule
M.Com. (Hons), FCA, CS
Costing Process



CA Mitesh Katira
M.Com, FCA, DISA, FAFP
Digital Transformation



CA Ulhas Limaye
Business Excellence

Value add solutions to 40 Industries & 200 MSMEs so far

Our Solutioning Approach

A domain centric design packaged with analytical data products for various industries.
Additional elaborate detailing upon one-on-one discussions.



CRAWL

- Bring clarity
- Start Agile
- Set-up foundation



WALK

- Strengthen lead
- Build culture
- Technical agility



RUN

- Enable organization
- Mature empathy
- Measure outcomes



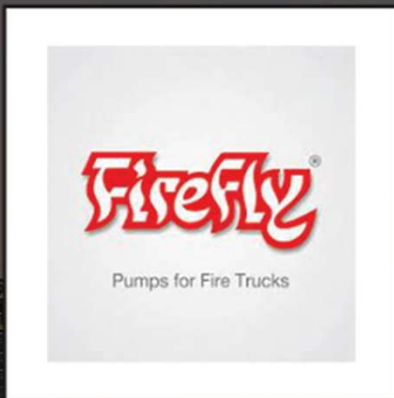
FLY

- Optimize delivery
- Experimentation
- Identify Catalysts

OUR ESTEEMED CLIENTS



Sanjay Ghodawat Group (SGG)
Diversified Business Conglomerate



Firefly Fire Pumps Pvt. Ltd.
Manufacturer, Supplier and Exporter
of Vehicle Mounted Fire Fighting Pumps



Maurya Group
Foundry & Machine Shop of Grey Cast Iron



Manorama Infosolutions
Healthcare IT Solutions



Laxmi Pumps & Oil Engines
Premium Water Pumps & Pumping Solutions



Ceraflux India Pvt. Ltd.
Manufacturer and Exporter of Foundry
alias Metallurgical Chemicals



Om Metallics
Manufacturer of Aluminium Casting Machine
Components & Assemblies for Engineering Industry



Tulip Casting Pvt. Ltd.
Foundry & Machine Shop for
Heavy Steel Casting



Siddhivinayak Concordance Medicare LLP
Multi-speciality Hospital



Deccan Institute of Commerce
Educational Institute

OUR ESTEEMED CLIENTS



Shloka Industries Pvt. Ltd.
Manufacturer and Distributor
of Packaged Drinking Water



Dr. Kurade's
Largest Mushroom Producer of India



Diebold Nixdorf
ATM Machine & Banking Solutions



Morya Trading Company
TOYOTA Showrooms & Workshops



TTE Technology India Pvt. Ltd.
Electronics Company



Speciality Sintered Products Pvt. Ltd.
Manufacturer of Sintered Parts



Dunung Industries
Kolhapur

Dunung Group of Industries
Manufacturer of Iron Casting &
Assemblies for Engineering Industry



Mohite Industries Ltd.
(formerly known as R M Mohite Industries Limited)
Manufacturing & Exporting 100% cotton yarn



VEEJAY FACILITY MANAGEMENT PVT LTD
You Establish We Maintain

Veejay Facility Management Pvt. Ltd.
Facility Management Services



Ion Exchange (India) Limited
Water and Environment Management

OUR ESTEEMED CLIENTS



London School of Accountancy & Finance
Professional Educational Institute



Mayura Steels Pvt. Ltd.
Manufacturer of Steel Casting



CA Kedar Kumbhojkar & Company
Chartered Accountant Firm



FOUR ACES FASHION HOUSE Pvt. Ltd.
Manufacturer of Eco-Friendly Clothing



Ahire Machine Tools Pvt. Ltd.
Productivity Improvement Solutions



Mandovi Drydocks
Ship Builders & Repairers



Maharashtra Forge Pvt. Ltd.
Manufacturer and Exporter of
Closed Die Steel Machined Forgings



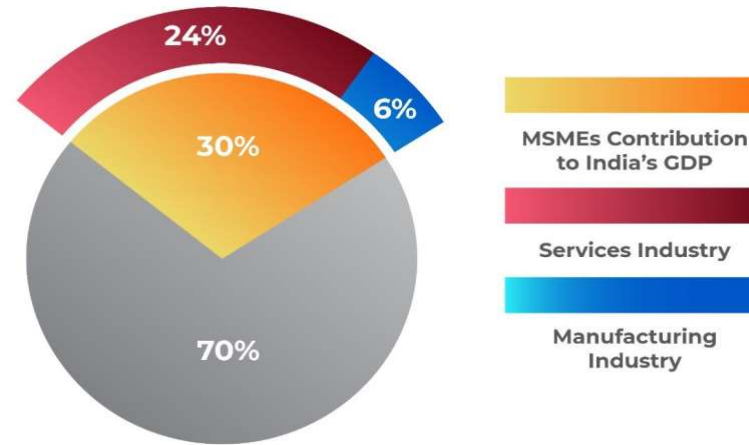
Axies Engineering Systems
Manufacturer of Special Purpose Machines



Sonu Exim Pvt. Ltd.
Manufacturer and Exporter in
Apparel Industry

MSME Contributions to the Indian Economy

Sr. No.	Enterprises	Investment in and Turnover	Limit
(i)	A Micro Enterprises	Investment in plant and machinery or equipment; AND	does not exceed one crore rupees (<Rs. 1 crore)
		Turnover	does not exceed five crore rupees (<Rs. 5 crore)
(ii)	A Small Enterprise	Investment in plant and machinery or equipment; AND	does not exceed ten crore rupees (<Rs. 10 crore)
		Turnover	does not exceed fifty crore rupees (<Rs. 50 crore)
(iii)	a Medium Enterprise	Investment in plant and machinery or equipment; AND	does not exceed fifty crore rupees (<Rs. 50 crore)
		Turnover	does not exceed two hundred and fifty crore rupees (<Rs. 250 crore)



1. MSMEs contribute to 50% of Exports
2. MSMEs employs more than 12-crore people, and the aim is to grow this number to 15 crore in the coming year FY 2025-26
3. Indian Govt. has kept Rs.22,138 Crores of allocation for FY24-25 to help MSMEs
4. MSMEs will be contributing \$1.5 Trillion (30%) in \$5 Trillion Indian economy by FY2025-26

<https://youtu.be/8AWwXiG60el?si=NsYW1ZOWpKFnJmRV>

MSME



Major Challenges
Faced By The
MSME Sector and
Their Impacts

Major Challenges faced by MSMEs

Sr No	Major Challenges	Description of the Challenges
1	Limited Access to Finance	Lack of Strong Business Case, Strong Customer Base/Order Book, Good Project report, Cost of Fund, Collateral, ROI, Credit worthiness Qualifiers for Funding. Over/ Under Leveraging
2	Market Access Sustainable Growth	Right Product/Solution, Ineffective Marketing Strategy, Absence of Market Analysis, Few Customers, Identification of Target Audience, Branding, Distr. Network, Passion to serve
3	Skilled Workforce & Talent Retention	Attracting Talent, Lack of Proper Training, RnR, Retention, Poor Employee Management, Career Path, Job rotation, job enrichment
4	Financial Management & Regulatory compliance	Professional skills to manage the Financial Goals, setting realistic Goals & make it work, Quality books, MIS, Insights, Regulatory, Governance



Major Challenges faced by MSMEs

Sr No	Major Challenges	Description of Challenges
5	Technology adoption	Outdated Technology & Managing Robust Business Processes
6	Pricing, Margin, Credit Management	Pressure on Margin Squeeze & Commercial Terms Pricing, Profitability and Payment term
7	Succession planning, Business Continuity	Leadership credential, Management Style, Ability to Run the Business in the Future Preparing the Next Generation, Self employed vs Business Owner
8	Enterprise Value Creation	Exit Plans, SME IPO/IPO Pay for Self, Pay for Stakeholders, Pay for future



Indian Authorities



Annual Information System, PAN Card, Bank Transactions



BUSINESS EXCELLENCE

Sustenance

Higher Customer Satisfaction & Shareholder Value

Business Excellence

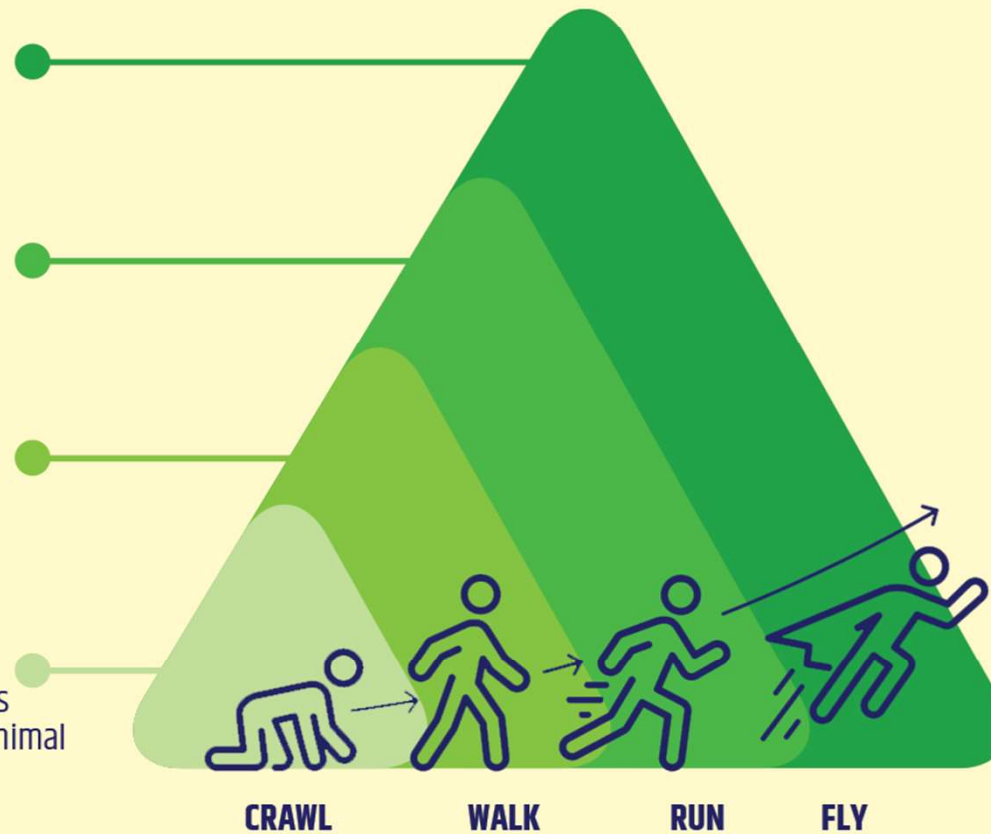
Focused upon delivering overall results in a pragmatic, consistently successful fashion

Operational Excellence (OpEx)

Culture, people, resources, systems, and how they can optimally work together

Process Excellence (PEx)

Creating effective, efficient processes delivering consistent output with minimal variation and waste



BUSINESS EXCELLENCE

18 AREAS FOR ASSESSMENT



**Customer
Orientation**



**Planning
Robustness**



**Inventory
Management**



**Operational
Agility**



**Supply Chain
Effectiveness**



**Quality System
Robustness**



**Machine up-time
& Maintenance**



**Facility Layout
& Handling System**



**Human Capital
Metrics**



**Visual
Management**



**Environmental
Social &
Governance**



**Product Life Cycle
Management**



**Design &
Engineering**



**ERP & IT
Infrastructure**



**Commercial
Process
Effectiveness**



**Finance Excellence
Process & Controls**



**Finance Excellence
Reporting & Systems**



**Strategic Planning
Excellence**

Customer Orientation

- Customer Ratings
- Competition Analysis, Market Share
- Lost Order Analysis
- Customer Complaints (Site Return)
- Customer Engagement
- Market Survey



KPI	Start	Crawl	Walk	Run	Fly
Customer Rating	Not available	Being Planned	Available for 1 year	Feedback used for Process Improvement	Available for 3 years with Improved Positive Trend

Commercial Process

22/100

Imp	Process	Score	Recommended Action
H	Awareness of Commercial Process	1	Have regular training on quarterly basis. Job orientation
H	Process Owner definition and accountability	1	Document ownership, authority and responsibility
H	SOP Framing & Implementation	1.5	Implement SOP. Employees to be aware
M	Returns filing and Gaps	1	Ensure proper reconciliation and maker checker control
M	Compliances Completion within time	1	Compliance Checklist
M	Responses to Department Notices	1	Define responsibility. Maintain register

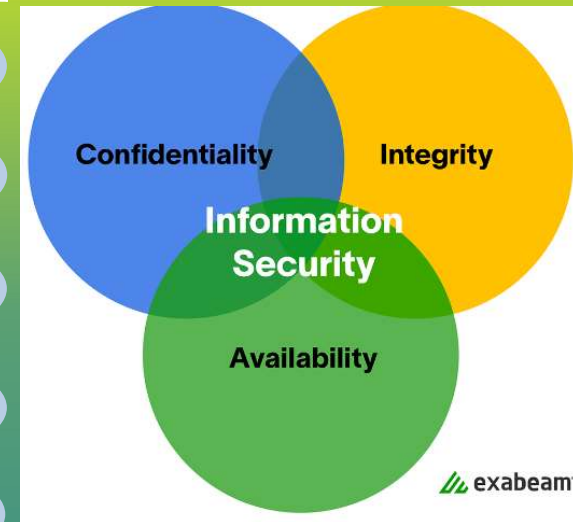


KPI	Start (1)	Crawl (2)	Walk (3)	Run (4)	Fly (5)
SOP Framing	SOPs Absent	Planning for SOP	SOP in place for One area/ project	SOPs in Place for Most of areas for > 1 year	SOPs in Place for all areas for > 3 years

System Security

28/100

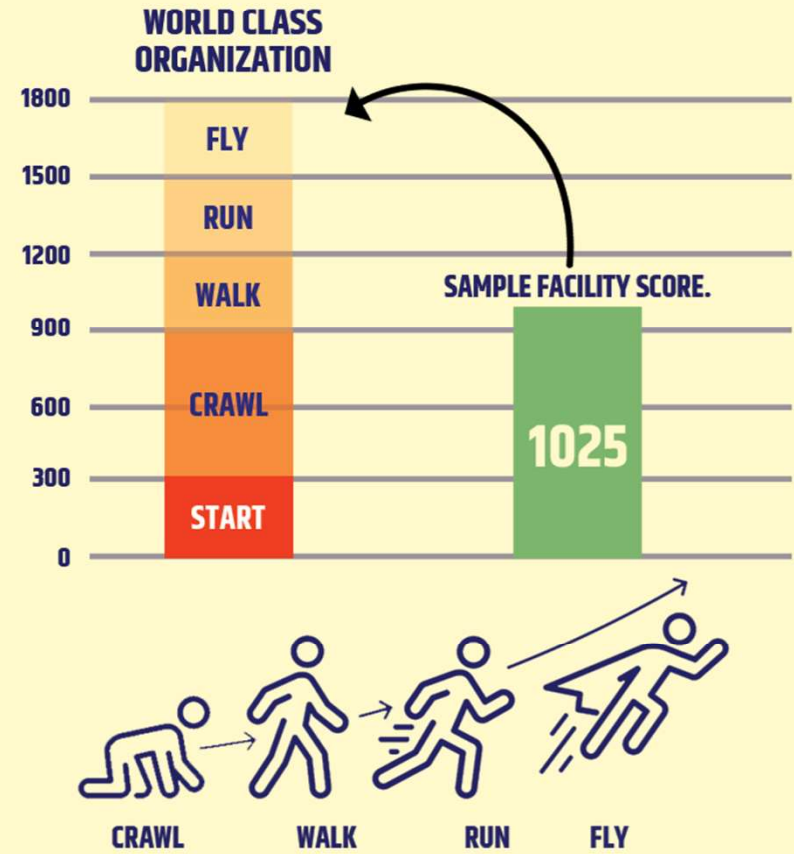
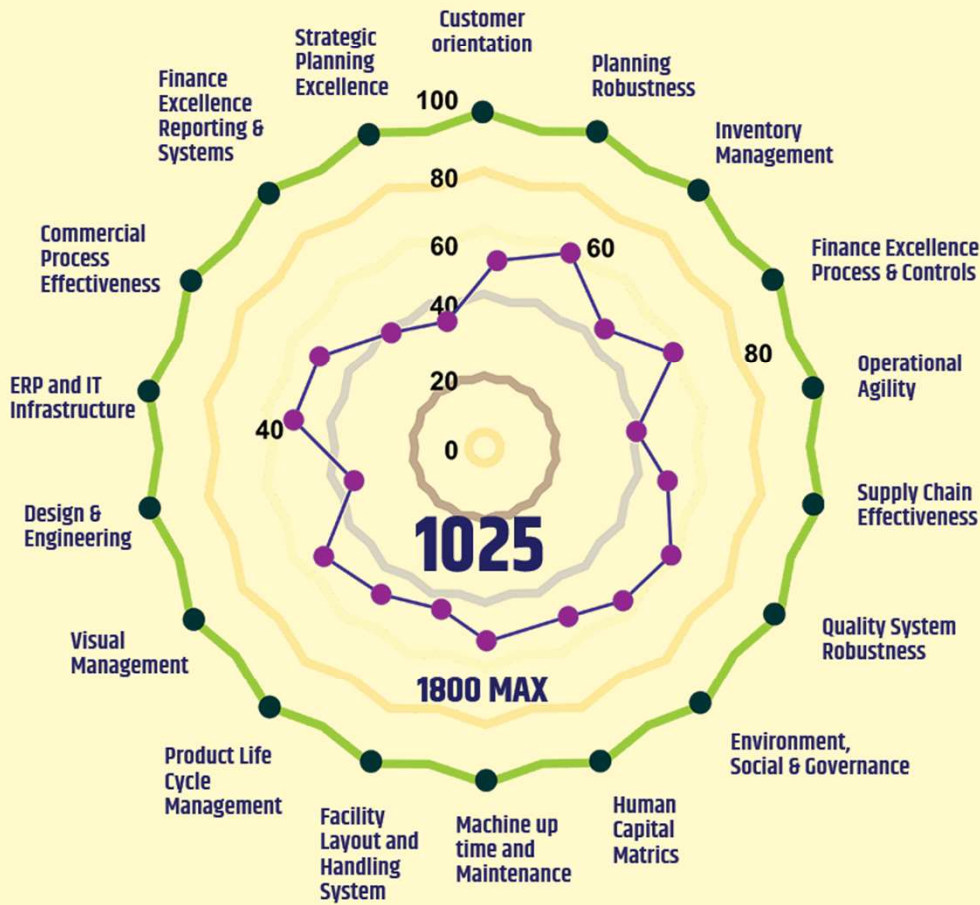
Imp	Process	Score	Recommended Action
H	Physical Security	2	Server room Lock and Key
H	Firewall Installation	2	Block external social media sites
H	Cybersecurity	1.5	Awareness of 7 Layers of Cyber Security
L	Operating System Security	1	Vulnerability Plan from threat, attack needs to be prepared



KPI	Start (1)	Crawl (2)	Walk (3)	Run (4)	Fly (5)
Security Layers Existence	Human Layer existing	Perimeter Security Layer existing	Network Layer existing	Application Security Layer existing	All 7 Layers are existing

BUSINESS EXCELLENCE

SCORE FOR ORGANIZATIONAL HEALTH



BUSINESS EXCELLENCE JOURNEY

2024 Measure

- Revenue recognition
- Costing P&L Reconciliation with Financial Books
- Multi-dimensional Reporting & Performance Measurement
- Tracking Customer Ratings
- Completion and Market Share Awareness
- Emergency evacuation plan Deployment and Safety Drill Frequency

2025 Analyze

- Environment Parameters Sensitivity
- Forex Hedging and determining timing of the transaction
- Project Costing
- GST Compliance Automation
- Revenue generation
- Negative Working Capital (WC)

2026 Report

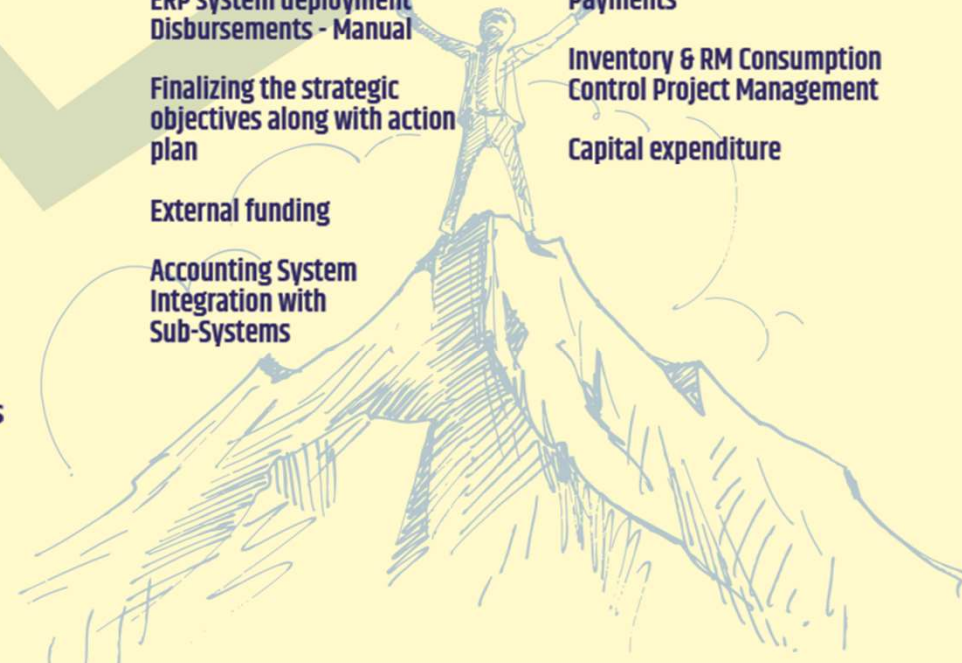
- MBR Review -3 W action plan execution
- Storage Condition
- Customer payments
- Item fulfilment and Invoice creation
- Alignment of Mission, Vision, Values, Policy up to last with employee KRA's
- Audit Under Specific Laws
- Project Budgeting

2027 Benchmark

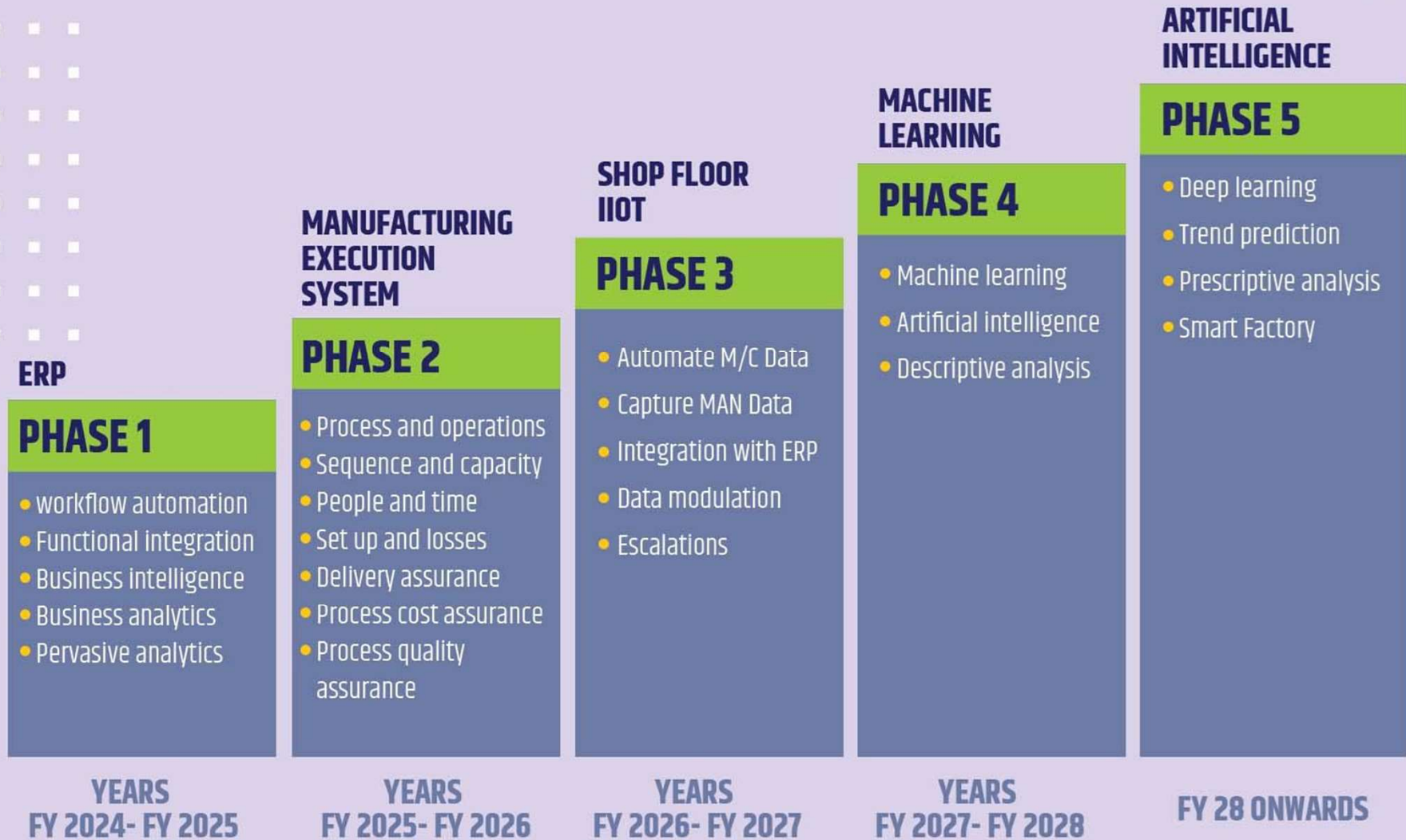
- Safety Issues analysis (Incident, Accident)
- ERP system deployment Disbursements - Manual
- Finalizing the strategic objectives along with action plan
- External funding
- Accounting System Integration with Sub-Systems

2028 Innovate

- Determining the Management KRA's based on Strategic objectives.
- Automation in Vendor Payments
- Inventory & RM Consumption Control Project Management
- Capital expenditure



BUSINESS AUTOMATION MATURITY ROADMAP





Essential **10 Steps** on Documentation for **MSME** Businesses in India

Starting a business in India can be an exciting journey filled with potential. However, it's crucial to lay a solid foundation before you dive into the world of entrepreneurship. This guide will outline essential steps for any business owner who hasn't yet registered for Goods and Services Tax (GST). These steps will equip you with the necessary legal, administrative, and strategic tools to confidently launch and grow your business.



Startup India Registration

1) Startup India Registration: A Foundation for Growth

Understanding Startup India

The Startup India program is a government initiative designed to foster entrepreneurship and support startups in India. It offers various benefits such as tax exemptions, funding assistance, and mentorship programs.

Registration Process

Registering for Startup India involves submitting an application with your business details. This process typically takes about 15 days, and it doesn't automatically qualify you for government benefits. The registration is primarily for recognition and potential future benefits.

Benefits of Registration

While Startup India registration doesn't automatically grant benefits, it can be a valuable step in building credibility and laying the foundation for accessing future government programs and support.



2) MSME Registration: A Key for Recognition and Benefits

1 Udyam Adhar: An Essential Registration

MSME (Micro, Small, and Medium Enterprises) registration under the Udyam Adhar program is crucial for recognizing your business and accessing various government benefits. It's a relatively quick process, typically taking just one day after completing the required documentation.

2 Benefits of MSME Registration

MSME registration opens doors to a range of government schemes and programs designed to support small and medium enterprises. These benefits can include financial assistance, tax incentives, and access to training and development resources.

3 Additional Information

It's important to note that Udyam Adhar registration alone doesn't automatically qualify you for specific MSME benefits. You'll need to research and apply for individual schemes based on your business needs and eligibility.

Texas Sales and Use Tax Exemption Certification

This certificate does not require a number to be valid.

Name of purchaser, firm or agency Texas Tech University	
Address (Street & number, P.O. Box or Route number) Box 42071	Phone (Area code and number) 806-742-3145
City, State, ZIP code Lubbock, Texas 79409-2071	

I, the purchaser named above, claim an exemption from payment of sales and use taxes (for the purchase of taxable items described below or on the attached order or invoice) from:

Seller: _____

Street address: _____ City, State, ZIP code: _____

Description of items to be purchased or on the attached order or invoice:

Purchaser claims this exemption for the following reason:
Exempt state educational institution

I understand that I will be liable for payment of all state and local sales or use taxes which may become due for failure to comply with the provisions of the Tax Code and/or all applicable law.

I understand that it is a criminal offense to give an exemption certificate to the seller for taxable items that I know, at the time of purchase, will be used in a manner other than that expressed in this certificate, and depending on the amount of tax evaded, the offense may range from a Class C misdemeanor to a felony of the second degree.

Purchaser sign here	Title	Date
-------------------------------	-------	------

NOTE: This certificate cannot be issued for the purchase, lease, or rental of a motor vehicle.
THIS CERTIFICATE DOES NOT REQUIRE A NUMBER TO BE VALID.
Sales and Use Tax "Exemption Numbers" or "Tax Exempt" Numbers do not exist.

This certificate should be furnished to the supplier. Do not send the completed certificate to the Comptroller of Public Accounts.

3) Start Up India Tax Exemption Certificate: Unleash Potential with Tax Benefits

1

The Power of Tax Exemption

A Startup India tax exemption certificate can offer significant financial relief to your newly established business. It can make your business tax-free for a period of three years, enabling you to focus your resources on growth and expansion.

2

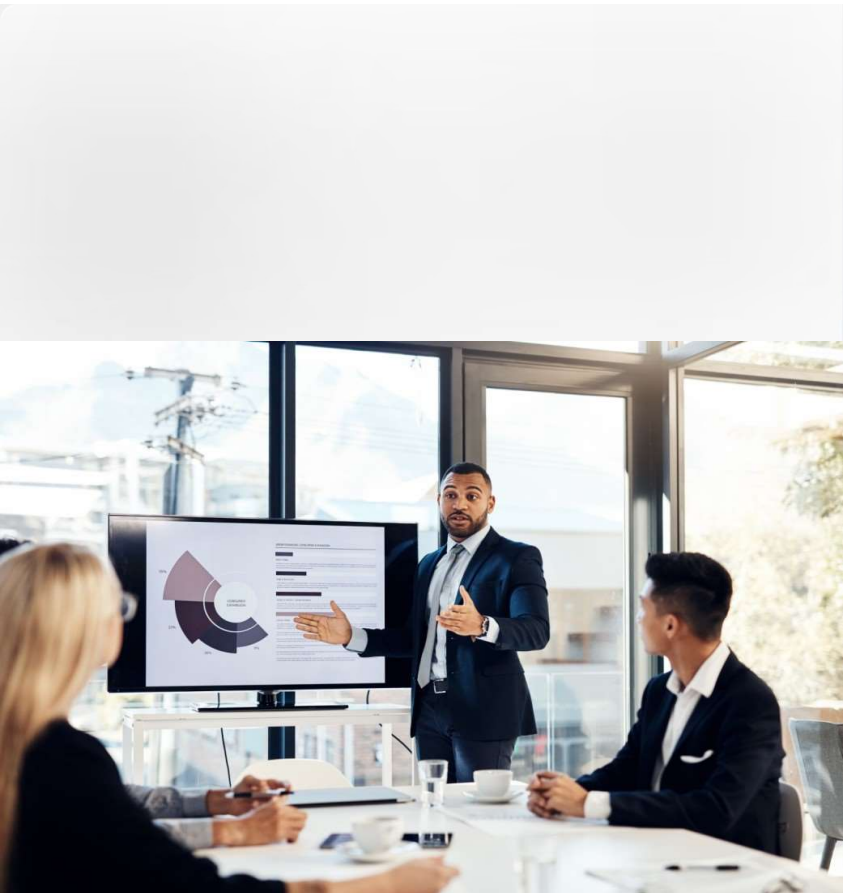
Process and Timeline

Securing this exemption certificate involves a formal process that can take around six months. It includes a hearing to assess your business's eligibility and compliance with the program's guidelines.

3

Strategic Advantage

This tax exemption can provide a significant advantage for early-stage businesses by minimizing your tax obligations and allowing you to invest more in your company's development and growth.



4) Project Report and Basic Pitch

Project report and Pitch both things are essential for the successful initiation and execution of any project.

1. The project report provides clarity and direction by outlining objectives, scope, and milestones, ensuring all stakeholders are well-informed and aligned. It serves as an official document for planning, execution, and evaluation, aiding in informed decision-making by detailing all aspects of the project.
2. The project pitch plays a crucial role in attracting investment and securing buy-in from stakeholders and team members. It highlights the benefits and impact of the project, creating a strong, positive first impression that is vital for gaining the necessary support and resources to move forward.

5) Building a Digital Presence: Your Online Identity



1

Website: Your Virtual Showcase

A professional website is your online storefront, providing essential information about your business, products, services, and contact details. It plays a vital role in building credibility and establishing your online presence.

2

Content and Hosting: The Essentials

Creating high-quality content that resonates with your target audience is crucial for your website's success. You'll also need to choose a reliable hosting service to ensure your website is accessible and performs well.

3

Key Elements

Your website should include clear navigation, compelling content, high-resolution images, and a call to action. Consider incorporating features such as case studies, testimonials, and a blog to engage visitors and showcase your expertise.

4

Email Address

Your mail ID should be professional and should have your domain name id, and shouldn't use gmail or Rediff mail for commercial usage

6) Branding Your Business: Building a Recognizable Identity



YouTube Channel: Share Your Expertise

A YouTube channel allows you to create and share video content, which can be an effective way to engage your target audience, showcase your expertise, and build brand awareness.



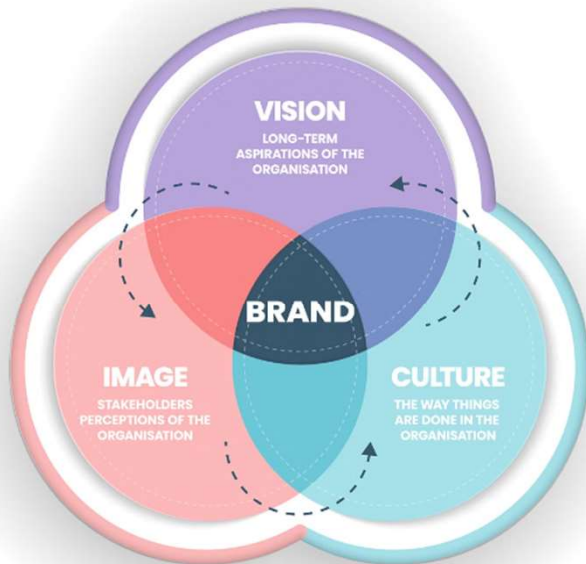
LinkedIn: Connect with Professionals

LinkedIn is a professional networking platform where you can connect with industry professionals, share updates about your business, and build relationships with potential clients and partners.



Facebook Page: Reach Your Target Audience

A Facebook page allows you to connect with a wider audience, share news and updates, engage with customers, and build brand awareness through targeted advertising campaigns.



BRAND STRATEGY



7) Basic Assessment System

Basic assessment system in business is crucial for several reasons.

- **Performance Measurement:** Evaluates employee and organizational performance.
- **Goal Alignment:** Ensures processes align with business objectives.
- **Continuous Improvement:** Identifies strengths and areas for enhancement.
- **Informed Decision-Making:** Provides data-driven insights for better choices.
- **Competitive Edge:** Helps maintain a market advantage through regular assessments

8) Monthly Performance Review

Importance of Monthly Performance Reviews

- 1. Timely Feedback:** Provides regular and immediate feedback to employees, helping them improve continuously.
- 2. Goal Tracking:** Monitors progress towards short-term and long-term goals, ensuring alignment with business objectives.
- 3. Early Issue Identification:** Detects and addresses performance issues or challenges promptly, preventing escalation.
- 4. Employee Development:** Encourages ongoing professional growth and skill enhancement through regular evaluations.
- 5. Increased Accountability:** Reinforces accountability by regularly reviewing performance metrics and outcomes.
- 6. Boosted Motivation:** Recognizes and rewards achievements, boosting employee morale and motivation.
- 7. Enhanced Communication:** Facilitates open communication between employees and management, fostering a collaborative work environment.



9) Strategic Planning: Charting Your Course for Success



Vision:

A compelling statement outlining your long-long-term aspirations and desired future state state for your business.

Mission:

A clear declaration of your business's purpose, purpose, defining what you do and how you you contribute value to your customers and and stakeholders.

Goals:

Broad, overarching objectives that represent represent the ultimate outcomes you aim to to achieve for your business. They should be be aligned with your vision and mission.

Objectives:

Specific, measurable, and achievable targets targets that contribute to achieving your overall overall goals. They provide clear direction and and milestones for your business's progress.

KPIs:

Key performance indicators (KPIs) are quantifiable measures that track the progress of your objectives. They provide valuable insights into your business performance and allow you to identify areas for improvement.



10) Registrations

- Shop Act Registration Local Authority and Business Registration -State Govt. - around 15 days .
- Trademark registration for your business - takes 6 months to 1 year - must to protect your business identity.
- Professional Tax Registration – Owner and Company



What gets measured gets done, what gets measured and fed back gets done well, what gets rewarded gets repeated –

John E. Jones



CORPORATE MIS DESIGN & DEVELOPMENT

Customised MIS Reporting Model which aids in catering the needs of Management's decision making on Operational as well as Financial front. MIS reports will be delivered along with Summarised MIS performance report in PPT format.

MIS Development Phases:

- **Phase One:**
MIS file constituting Balance Sheet, Profit & Loss Statement, Cashflow along with basic Balance Sheet Insights, Profit & Loss Insights & KPI's.
- **Phase Two:**
Vertical wise Breakeven reporting.
- **Phase Three:**
Linking tally data through ODBC for generating real time reports.
- **Phase Four:**
Generating Visual reports & predictive analysis through Power BI application.



S. No	Particulars	Slide Number
1	<u>Balance Sheet Trend</u>	1
2	<u>Profit & Loss Trend Abridged (For the Month)</u>	2
3	<u>Profit & Loss Trend Abridged (Year To Date)</u>	3
4	<u>Profit & Loss Trend (For the Month)</u>	4
5	<u>Profit & Loss Trend Abridged (Year To Date)</u>	5
6	<u>Cashflow Under Indirect Method (For the Month)</u>	6
7	<u>Cashflow Under Indirect Method (Year To Date)</u>	7
8	Balance Sheet Insights	
	1. <u>Net Working Capital</u>	8
	2. <u>Ageing of Trade Payable & Receivables, Balance with Tax Authorities</u>	9
	3. <u>Statutory Dues Outstanding, Secured Loans & Advances</u>	10
9	<u>Profit & Loss Statement Insights</u>	11
10	Key Performance Ratio	
	1. <u>Current Ratio, Operating Asset Turnover Ratio</u>	12
	2. <u>Return on Capital Employed, EVA</u>	13
	3. <u>Profit & Loss Statement Related Ratios</u>	14

ABC PVT. LTD.

PROFIT & LOSS TREND ANALYSIS

		Year To Date			
		Actual		Budget	
		Rs in '000			
S. No	Particulars	Dec-22	Nov-22	Dec-21	Dec-22
I	Total Operational Income	2,95,758	2,49,092	2,97,488	3,59,976
II	Cost of Services	(2,44,728)	(2,03,180)	(2,46,684)	(2,97,912)
III	Gross Margin (I-II)	51,030	45,911	50,804	62,064
	Adjusted EBITDA	40,465	36,117	31,387	48,867
	% of Cost of Service	16.53%	17.78%	12.72%	16.40%

Comment on main variations vs Last Year YTD

Sales reduced by 1%, also EBIDTA increased by 29%

Comment on main variations vs Budget YTD

Sales reduced by 18%, also EBIDTA reduced by 17%

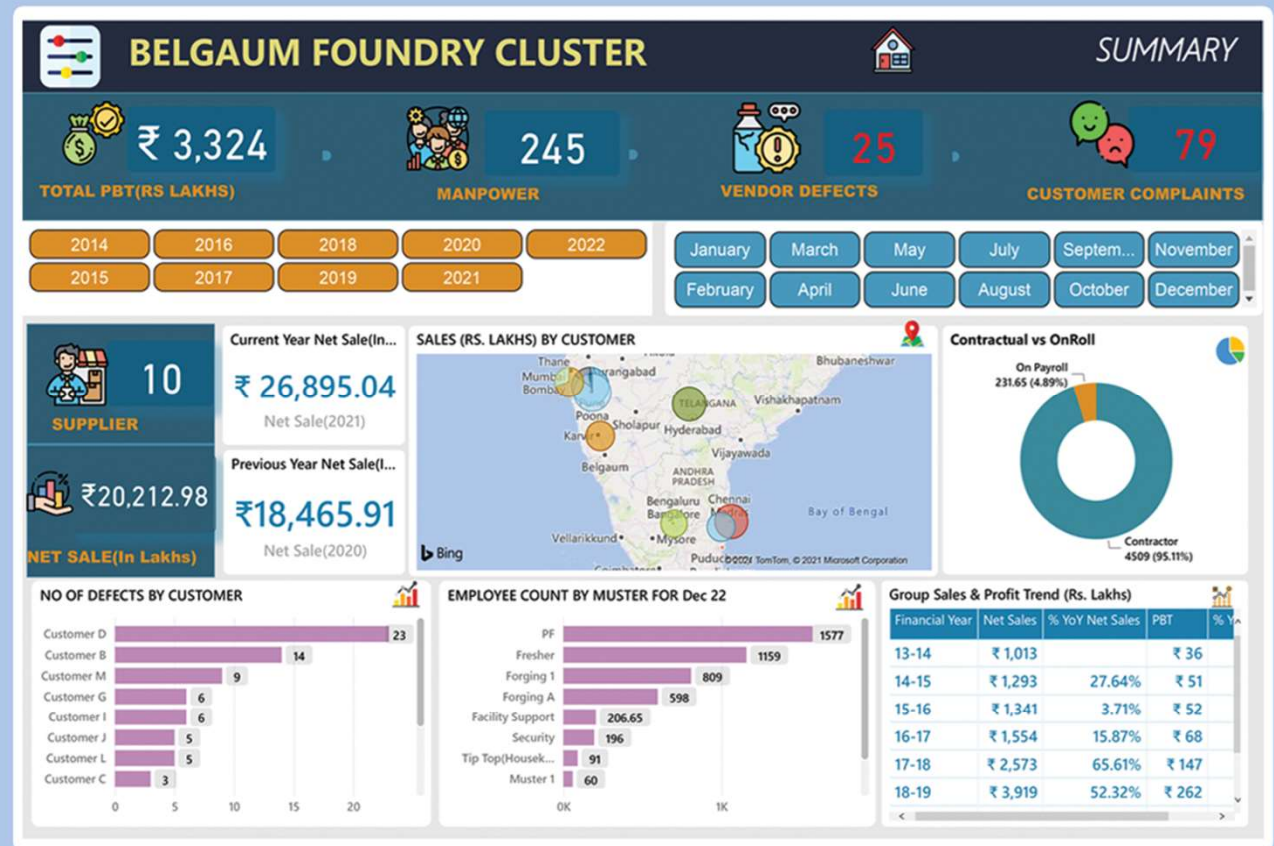
Variation Favourable/(Adverse)

Year To Date					
Actual			Budget		
Dec-22 Vs Nov-22		Dec-22 Vs Dec-21		Dec-22 Vs Dec-22	
In Rs	In %	In Rs	In %	In Rs	In %
46,667	18.7%	(1,730)	(0.6%)	(64,218)	(17.8%)
(41,548)	(20.4%)	1,956	0.8%	53,184	17.9%
5,119	11.1%	226	0.4%	(11,034)	(17.8%)
4,348	12.0%	9,078	28.9%	(8,402)	(17.2%)

	Favourable performance beyond 20%
	Favourable performance upto 20%
	Adverse performance

MANAGEMENT DASHBOARD

- KPI Identification : for a particular industry
- Existing KPIs : effective visualization through Power BI
- Benchmarking existing KPIs with best industry performers and identifying the gap
- Assistance in data collection for new KPIs to be reflected for visualization
- Predictive analytics through scenario building by leveraging R, Python and Power-BI Built in Predictability
- Assistance in transactional decision-making through exception-based reporting





BELGAUM FOUNDRY CLUSTER



CFO DASHBOARD

Return On Equity

112.55%



Interest Coverage Ratio

12.15%



Net Working Capital

₹20.17K



Debt To Equity (In Times)

3.48

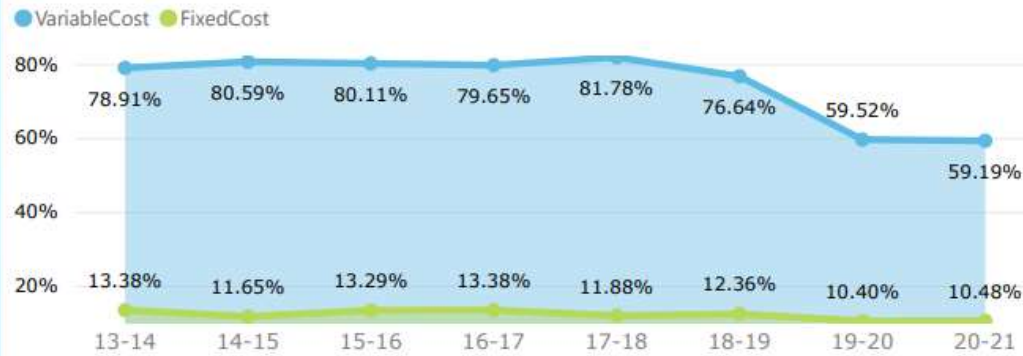


Cash Flow (In Lakhs)

₹ 137



Variable and Fixed Cost as Percentage of Sales



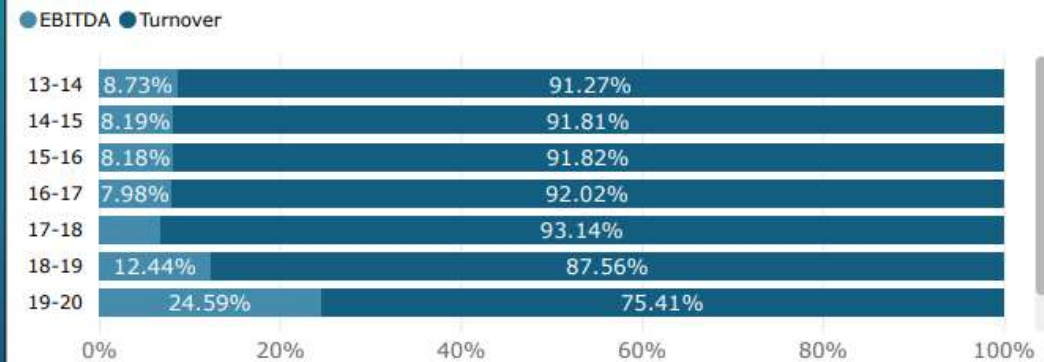
Group Sales & Profit Trend (Rs. Lakhs)

Financial Year	Net Sales	% YoY Net Sales	PBT	% YoY Profit
20-21	₹ 4,942	38.11%	₹ 1,568	38%
19-20	₹ 3,578	-8.70%	₹ 1,140	334%
18-19	₹ 3,919	52.32%	₹ 262	79%
17-18	₹ 2,573	65.61%	₹ 147	118%
16-17	₹ 1,554	15.87%	₹ 68	31%

Return On Investment



EBITDA To Turnover



FILTERS

*“Everyone in Business has **two Financial objectives***

*One is to **Make Money***

*The other more elusive is
Make Money Consistently”*



Dave Liniger

Governance & Financial Metrics: Asian Paints Case Study

Asian Paints, a leading paint company, serves as an example of strong governance and financial performance. This case study highlights how the company has successfully implemented best practices in financial management and governance. By examining Asian Paints, MSMEs can gain valuable insights into strategies for enhancing their own financial performance and achieving their financial goals.



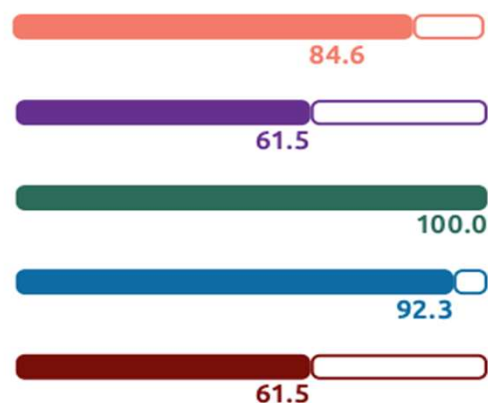
Governance & Fin Metrics – Asian Paints

Insight into Board discussions (%)



Strategy	42.5
Financial and business performance review	27.7
Governance and risk management	21.1
Operational and functional	4.7
People and organisational	4.0

Expertise of our Board members (%)

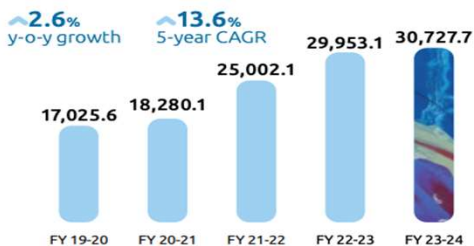


Sales and marketing experience	84.6
International business experience	61.5
General management and leadership	100.0
Financial and risk management skills	92.3
Technical, professional skills and knowledge including legal, governance and regulatory aspects	61.5

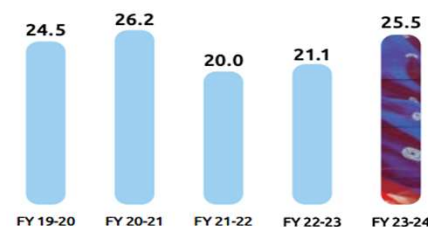
5 years
Average tenure of Board of Directors®

Our Company is led by an Independent Non-Executive Chairman[§]

Revenue from sales of products and services (₹ in Crores)



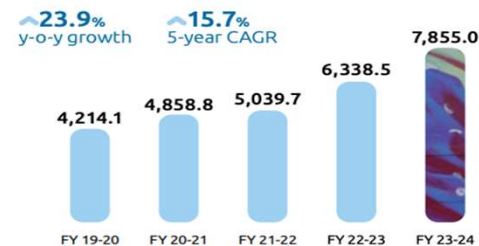
EBITDA margin (%)



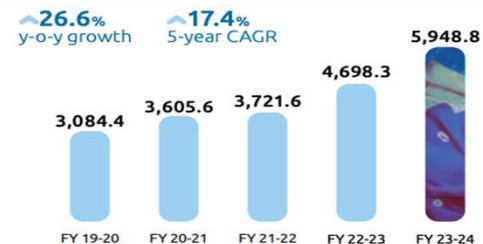
Profit After Tax (PAT) (₹ in Crores)



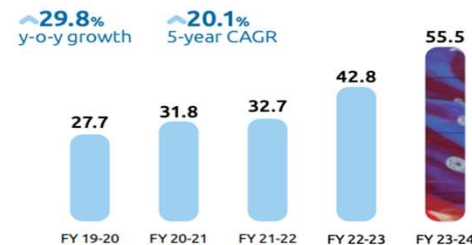
Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA) (₹ in Crores)



Cash profit (₹ in Crores)



Earnings Per Share (EPS) (₹)



Initiatives taken by Government

Financial Support

- Governments may provide subsidized loans, guarantees, or credit enhancement schemes
- Offering lower interest rates on loans for MSMEs, reducing their borrowing costs
- Encouraging venture capital firms and investors to invest in MSMEs to help them scale up

Infrastructure Development

- Developing industrial parks and clusters with necessary infrastructure like roads, electricity, and water supply to attract MSMEs
- Establishing technology parks and incubators to support innovation and technology adoption among MSMEs.

Skill Development and Training

- Providing skill development and training programs to enhance the capabilities of MSME entrepreneurs and their workforce
- Offering entrepreneurship development programs to encourage new startups and business growth.

Market Access

- Facilitating market access through government contracts, trade fairs, and networking events
- Assisting MSMEs in tapping into international markets through export promotion schemes and trade agreements.

Regulatory Simplification

- Simplifying business registration and compliance processes to reduce the bureaucratic burden on MSMEs
- Establishing single-window clearance systems to streamline approvals and permits.

Initiatives taken by Government

Tax Incentives and Benefits

- Offering tax incentives, exemptions, or reduced rates for MSMEs to encourage investment and growth
- Providing special provisions for MSMEs under the GST regime to reduce their tax liabilities

Technology Adoption

- Providing subsidies for the adoption of modern technology and machinery to enhance productivity.
- Encouraging MSMEs to invest in research and development through grants and incentives.

Access to Government Procurement

- Reserving a certain percentage of government procurement contracts for MSMEs to create demand for their products and services

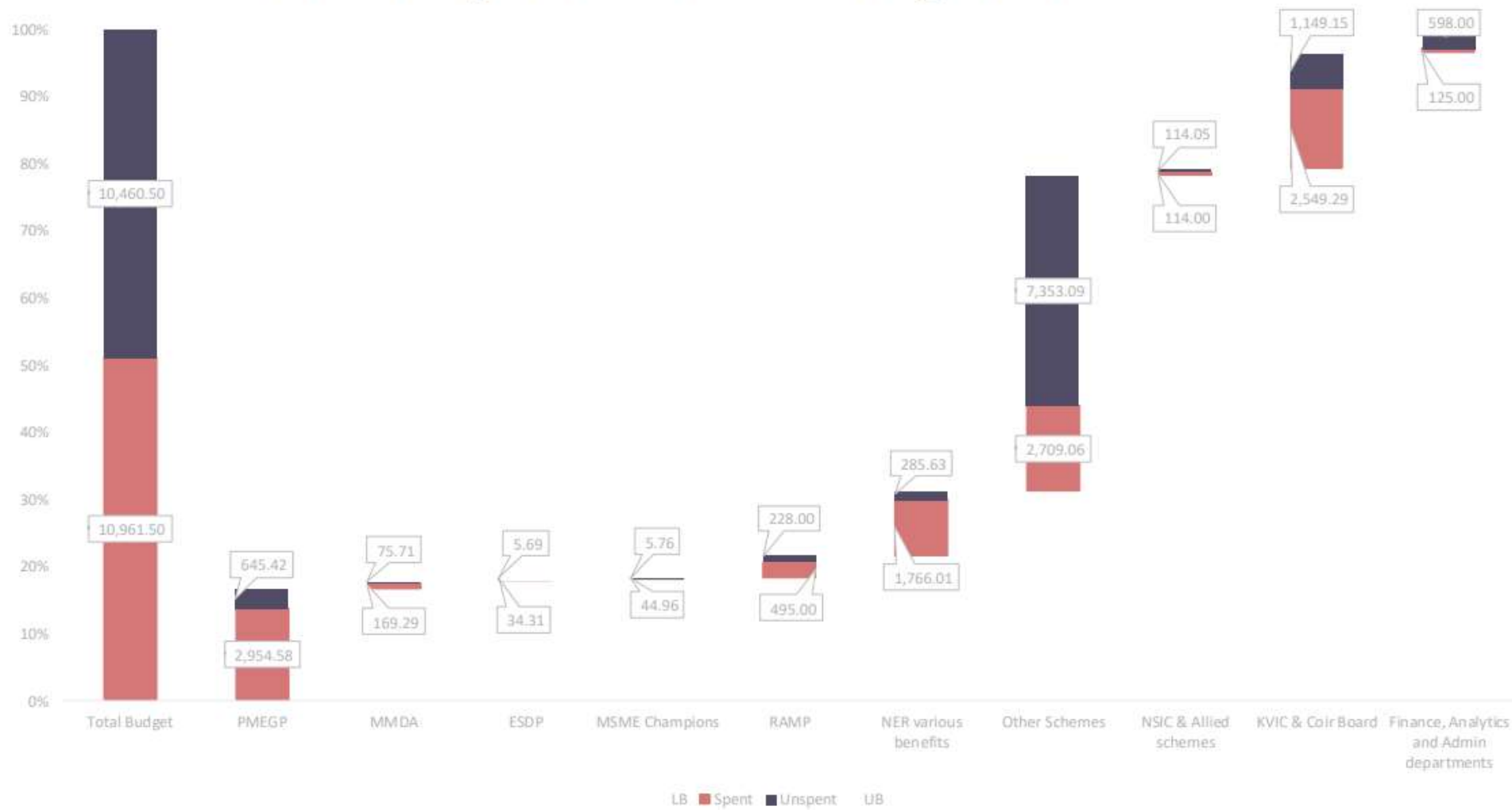
Networking and Support

- Promoting the establishment of MSME associations, industry associations, and networking platforms to facilitate knowledge sharing and collaboration

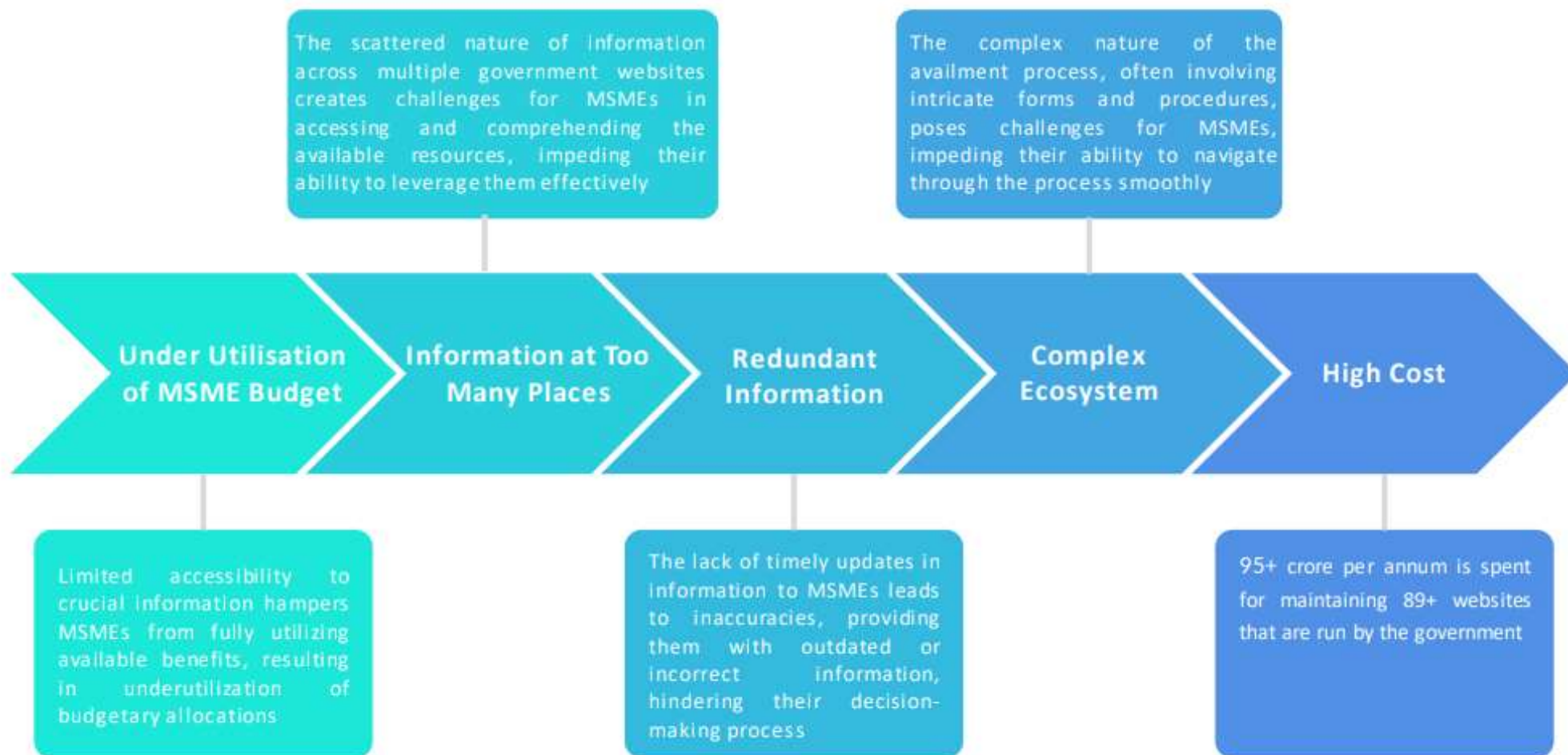
Quality Standards and Certification

- Assisting MSMEs in meeting quality standards and obtaining necessary certifications to enhance their competitiveness.

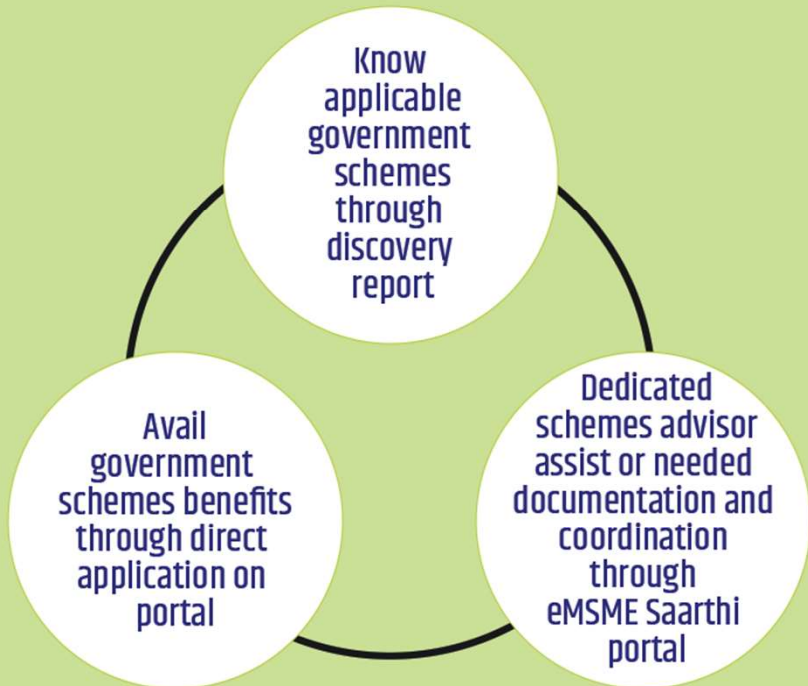
Under-spent MSME budget in FY 22-23



Challenges in Scheme Fulfillment



MSME BENEFIT SCHEMES



Capital Subsidy 713 SCHEMES	Credit Guaranteed Loan 33 SCHEMES	Export Incentives 56 SCHEMES	Incentives 644 SCHEMES
Income Tax Benefits 25 SCHEMES	Indirect Taxes Benefits 8 SCHEMES	Interest Subsidy 132 SCHEMES	Loan/TL/WCTL 25 SCHEMES
Non-Monetary Benefits 618 SCHEMES	Reimbursements 736 SCHEMES	Total Schemes- 2990	

Sample Scheme Discovery Report



CLICK HERE TO DOWNLOAD

SCHEME DISCOVERY REPORT			
1. GFP management consulting pvt ltd			
MSME Classification	Micro	Industry Type	Services
Constitution	Private Limited Company	Location	Delhi
NIC Code	86500	Description of Activity	Other financial service activities, social insurance and pension funding activities, AdA
Entity category	General	Entity Age	12-60 years
Number of Applicants	Multi	Udyam Registration No.	UDYAM-DL-01-2020007
GSTIN	09AAAC06030125		
2. Available benefits for you			
Total available applications: 25			
Benefit Category	Benefit Description	No of Applicable Schemes	
Capital Subsidy	Capital subsidy means amount of incentive prescribed under to repay the advance	1	
Credit Guaranteed Loan	A credit guarantee scheme government provides guarantee to lenders on the behalf of the borrower	3	
Export Incentives	Export incentives are programs that are designed to support business to export certain types of goods or services.	1	
Incentives	Incentive means a payment or concession given by the government based on fulfilment of certain target.	3	
Interest Subsidy	A subsidy is a benefit given by the government where it covers the part of the interest to be paid by the applicant and provides the funds at lower rates.	1	
Loan/TL/WCTL	Meet various types of loans as per the business requirement from financial institutions/credit agencies	7	
Non-Monetary Support	These are support extended by government other than any monetary benefits or cash benefits.	3	
Reimbursements	Under Government reimbursement, expenses incurred by an entity is refunded by the government on the basis of actual expenses incurred.	3	



New age tool creating avenues for Professionals TH0
Government MSME Scheme

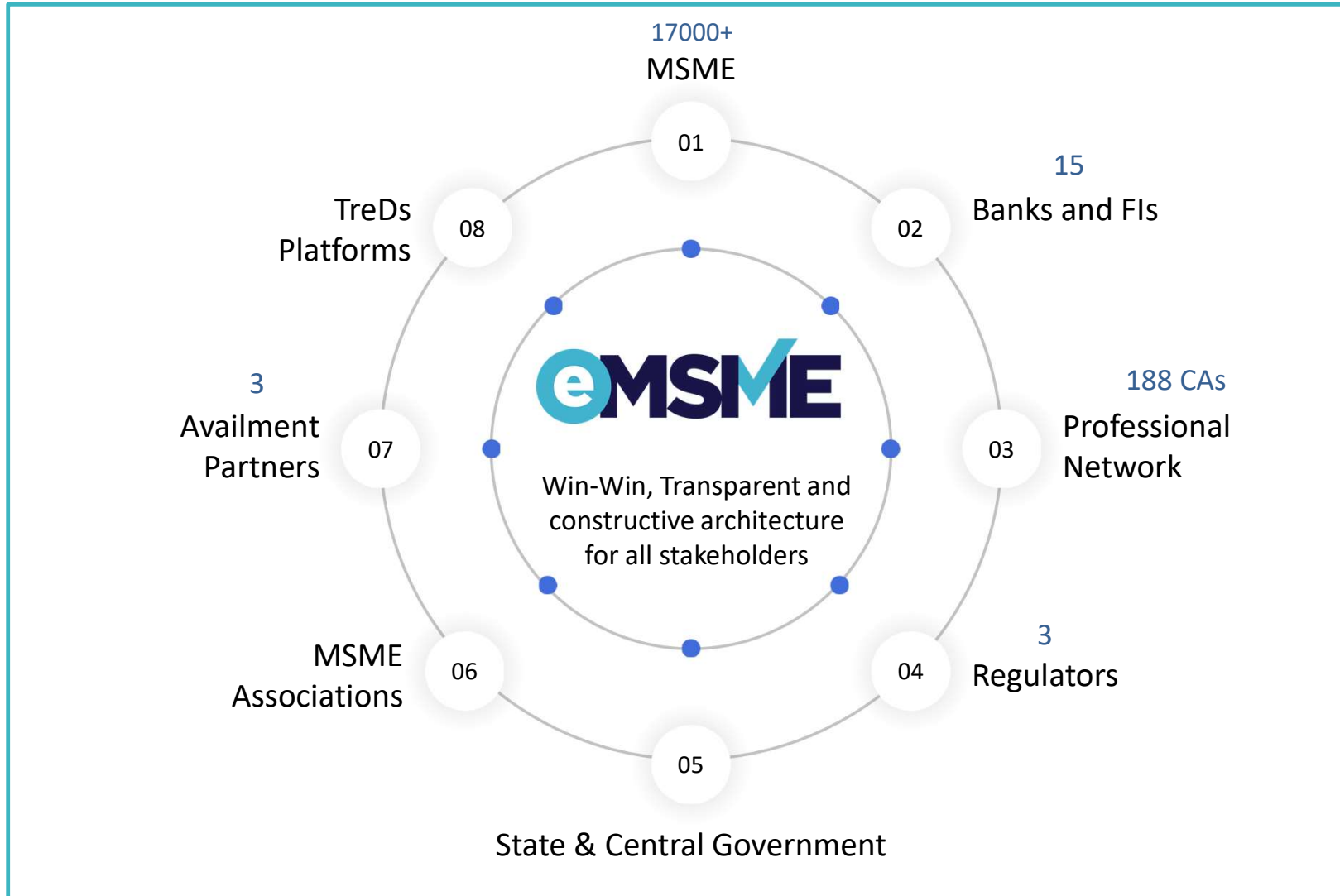
MSME BADHEGA. DESH BADHEGA.

TH0

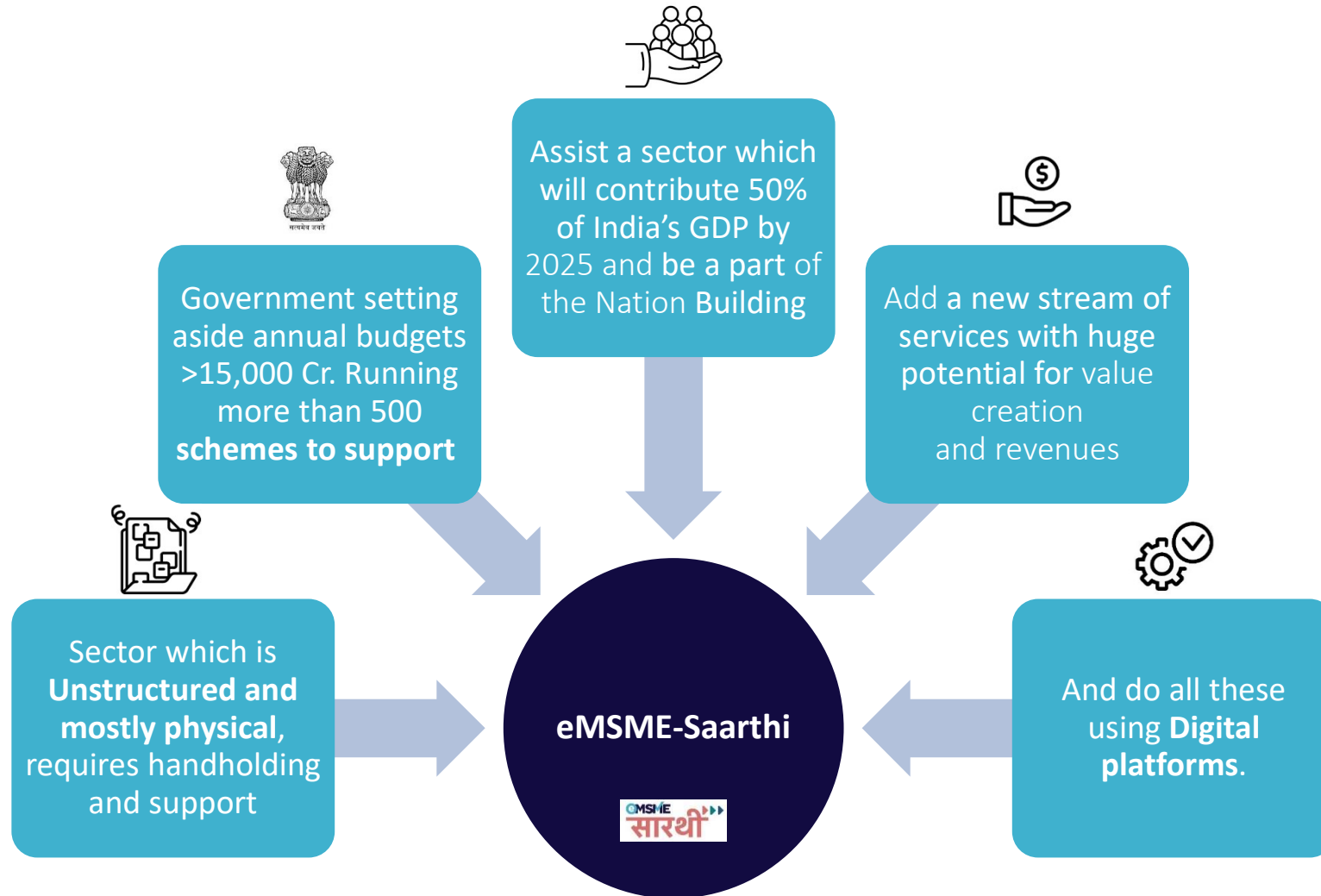
Reframe

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Aggregating the Aggregators



Opportunity to enhance services to MSME clients



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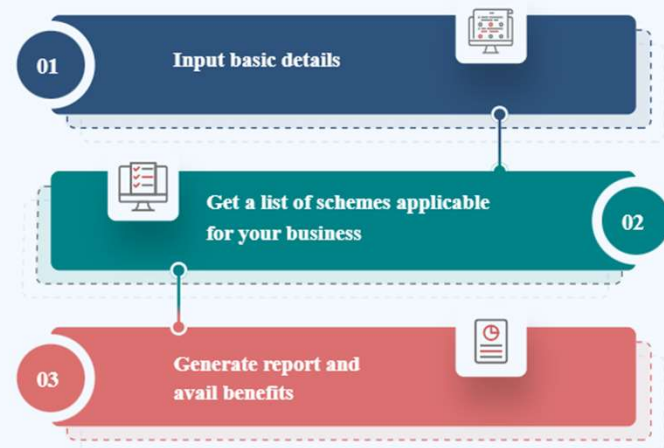


Partner with us in Empowering MSMEs

[Click Now](#)

Automated Government Scheme Discovery Platform for MSMEs

[Discover your Schemes](#)



Total No of Schemes

626

No. of visitors

11521

No. of MSME Benefited

17000+



Want to get help in availing schemes? **Let's Talk**

[Connect to Expert](#)

Scheme Discovery Report



Email: info.saarthi@emsme.com
Contact No.: +91 73042 76032

SCHEME DISCOVERY REPORT

1. Bhaumik

MSME Classification	Micro	Industry Type	Manufacturing
Constitution	Individual / Proprietorship	Location	Maharashtra
NIC Code	10108	Description of Activity	Production and processing of animal offal
Social category	Schedule Caste	Entity Age	17-05-2019
Age of Owner	17-05-1978	Gender of Applicant	Female
URC		GSTN	

2. Available Benefits for you

Total schemes applicable	40
--------------------------	----

Benefit Category	Benefit Description	No of Applicable Schemes
Capital Subsidy	Capital Subsidy means amount of incentive prescribed under to repay the advance	5
Collateral Free Loan	The government covers default by the entity to repay the advance.	0
Credit Guarantee Loan	In credit guarantee scheme government provides guarantee to lenders on the behalf of the borrower	4
Export Schemes	Export incentives are programs that are designed to support	2



Email: info.saarthi@emsme.com
Contact No.: +91 73042 76032

3.2 Chief Minister Food Processing Scheme

1	Objective	1.To ensure that Maharashtra state continues to be the most preferred investment destination in food-processing sector in India 2.To increase the farmers income by the participation of Food Industry sector in the next five years
2	Lifecycle	Incubation
3	Beneficiaries/Eligibility	1. Eligible industries: - Processing industries like fruits and vegetables, pulses, pulses, oilseed products etc. 2. Eligible Institutions: - Government/ Public Enterprises operating or establishing food processing plants based on fruits and vegetables, food grains, pulses, oilseed products etc., Empowered Farmers Producer Companies / Groups, Women Self Help Groups, Khadi Industries Sector, Rural Unemployed Youth, Co-operative Societies. Among such food processing projects, priority will be given to the processing projects of perishable agricultural produce like fruits and vegetables.
4	Conditions	The loan amount should be at least double the amount of grant sanctioned to the project.
5	Description / Nature Of Assistance	30% subsidy on construction cost of plant & machinery and civil work for housing processing unit, maximum Rs. 50.00 lakhs. The subsidy under this scheme will be given on the principle of "Credit Linked Bank Ended Subsidy" in 2 equal annual weeks after commissioning of project and on start of production to full design capacity. The loan amount should be at least double the amount of grant sanctioned to the project.
6	Nodal Agency	Maharashtra Agro Industries Development Corporation Limited (MAIDC)
7	Funding facilitator	Maharashtra Government
8	Funding Mechanism / Release of funds	Not available
9	How To Apply	Not available
10	Additional information	Among such food processing projects, priority will be given to the processing projects of perishable agricultural produce like fruits and vegetables.
11	Website	http://foodprocessingindia.gov.in/state/maharashtra
12	Checklist of required Documents	1. Aadhar Card 2. PAN Card 3. Voter ID



Microsoft Edge
PDF Document



Microsoft Edge
PDF Document

Levels

Workshop for Excellence Management Maturity Levels (Average 3 / 5) CASE STUDY 2

Parameters	1 Start Up	Score	2 Control	Score	3 Information	Score	4 Managed	Score	5 Optimized	Score
Processes	No Final Processes	1	Few SOPs	2	Processes in Place with SOPs & Flow and everyone is clear & good documentation	3	Efficient Processes	4	Optimized Processes Robotic & Automation Plays major role rather than manual	5
Control and Compliances	Lack of Controls & Compliance	1	Stronger focus on documenting Control & Compliance	2	Controls gets converted to RCM & Compliance check lists developed	3	100% Controls reviewed externally. Checks and balances established	4	Reviewed as a Process itself Drives Vision/Mission and value of organization	5
Reporting	Uneven & Untimely reporting	1	Reporting requirement documented	2	Reporting streamlined	3	Reporting enhanced	4	Proactive need based reporting enhancement with Robotics & BI	5
Team Development	Lack of Focus on Soft Aspect	1	Team Learning & Development Commenced	2	Enabled Team	3	Engaged Team	4	Passionate Team delivering highly efficient results	5
Systems	Absence of Systems	1	Systems are developed	2	Systems are in use & functional	3	Systems fully automated & integrated	4	Technological advancement proactively implemented	5

Excellence Journey



2024 Reactive

Enable Team & Processes

- Defining clarity of Organization mission, values, vision and brand promise.
- Product Costing
- GST Compliance Automation
- Budget & variance analysis
- MIS structure
- Team Performance & Incentive
- Competition and Market Share Awareness
- Quarterly Business Review with Critical Suppliers
- Percentage of operations controlled with SPC
- COPQ measurement
- Adherence to Preventive Maintenance Schedule
- Reliability Focussed Maintenance
- Disaster Recovery Plan deployment
- Conducting an organizational SWOT analysis
- Regular Business coaching
- MBR Review -3 W action plan execution
- Revenue generation
- Pending Litigations and Disputes
- Daily Cash flow preparation
- Emergency evacuation plan Deployment and Safety Drill Frequency
- Display of Quality Policy, Environment and Safety Policy, Vision, Mission, Values
- Employee Development Program
- Deployment of Mission, Vision, Values, Policy up to last employee KRA aligned with Organizational, Departmental and Individual Goals
- Safe working environment and practices
- Multi Skilling of workers in Process, Machine, Operation, maintenance, Quality Check, Reporting MIS
- Assessment of OEE at Bottleneck stations
- CRM / SRM deployment
- Bank Payment
- Returns filing and Gaps
- Revenue recognition
- Physical Stock Verification
- Worker level awareness and active participation in Suggestions / Kaizen/ CAPA/Improvement Projects
- Employees receiving Soft skill training / Team Building /ODP
- Existence of Preventive Maintenance Schedule
- Routine Maintenance by Operator
- Manufacturing Execution System software for all Plants
- Disaster Recovery Plan deployment
- Server and Connectivity deployment
- Awareness of Process and documentation up to Operator level
- Process Owner definition and accountability fixation
- SWOT analysis w.r.t. Competition



2025 Proactive

Automate Integrated Processes and systems as core to business

- Procure to Pay Policy
- Accounting System Integration with Sub-Systems
- Negative Working Capital (WC)
- Inventory & RM Consumption
- Digital Presence - Website / Customer recommendations
- Display of Quality Policy , Environment and Safety Policy , Vision , Mission , Values
- Review of Shortage of Material and Capacity Constraints
- Supplier participation in Value engineering for cost reduction and elimination of NVA
- Structured Cost reduction program with Suppliers
- Production line down due to Material non - availability



2026 Preventive

Accelerate by achieving excellence to ensure highest performance

- Optimum fund utilization through effective interest rate
- Cash Policy
- Debtors Reconciliation
- Budgeting and variance Analysis.
- Data Analysis and evaluation process
- Boundary wall security adequacy for unauthorized access control
- Appropriateness of Material Handling System
- Inventory Turns Ratio of RM, WIP & FG - Value
- SPC Training to Manufacturing and Quality employees
- Process control capability measurement



2027 Predictive

Benchmarked processes

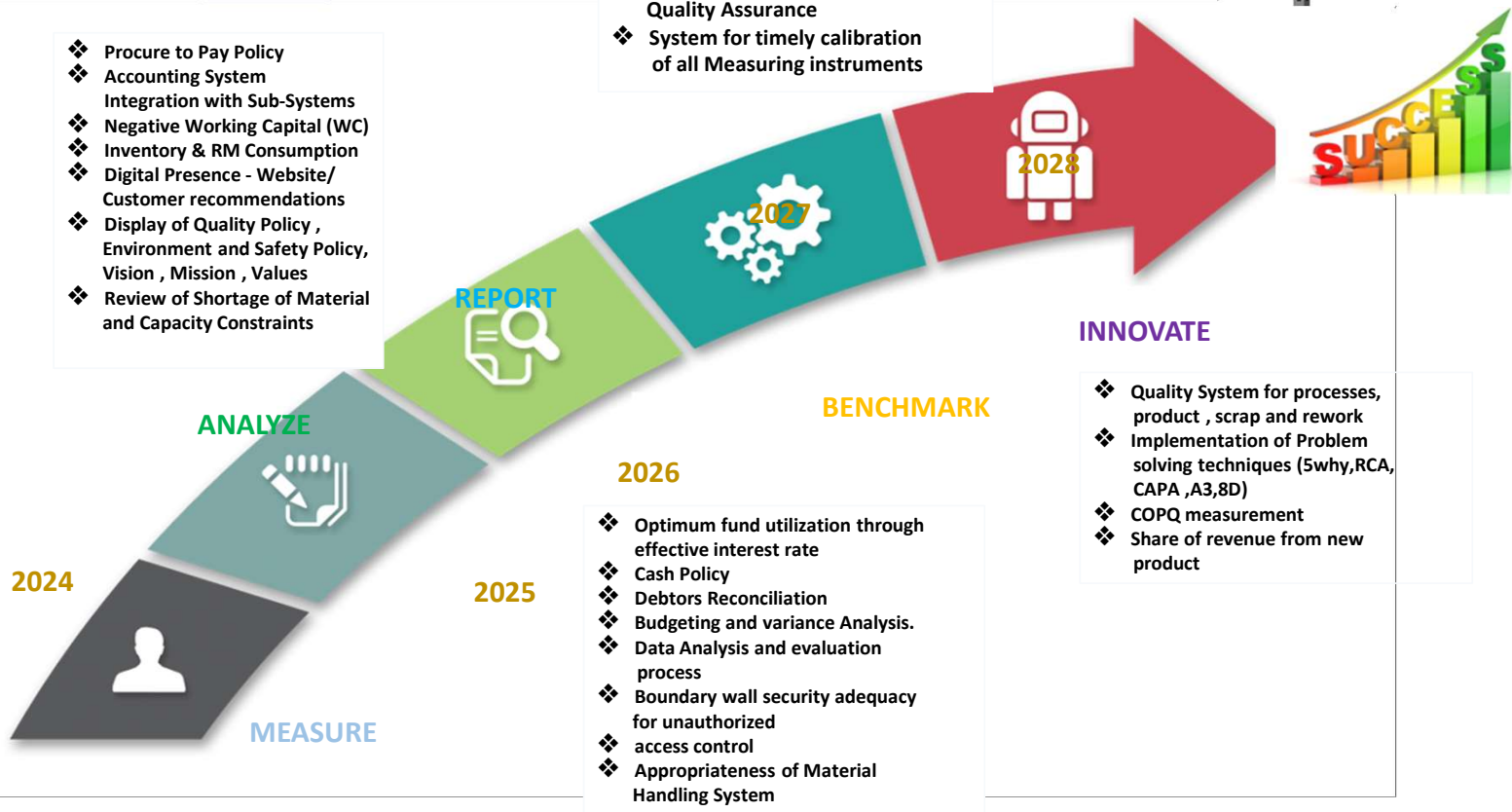
- Supplier Outstanding Balance Reconciliation
- Vendor Payment
- Disbursements - Manual
- Multi Skilling of workers in Process, Machine, Operation, maintenance, Quality Check , Reporting MIS
- Structured Quality Control and Quality Assurance
- System for timely calibration of all Measuring instruments
- Quality System for processes, product , scrap and rework
- Implementation of Problem solving techniques (5 why,RCA, CAPA ,A3,8D)
- COPQ measurement
- Share of revenue from new product

Business Transformation

- ❖ MIS structure
- ❖ Budget
- ❖ Team performance Incentive
- ❖ Costing
- ❖ GST Compliance Automation
- ❖ Competition and Market Share Awareness
- ❖ Quarterly Business Review with Critical Suppliers
- ❖ Percentage of operations controlled with SPC
- ❖ COPQ measurement
- ❖ Adherence to Preventive Maintenance Schedule
- ❖ Reliability Focussed Maintenance
- ❖ Disaster Recovery Plan deployment
- ❖ Defining clarity of Organization mission, values, vision and brand promise.
- ❖ Conducting an organizational SWOT analysis
- ❖ Regular Business coaching

- ❖ Procure to Pay Policy
- ❖ Accounting System Integration with Sub-Systems
- ❖ Negative Working Capital (WC)
- ❖ Inventory & RM Consumption
- ❖ Digital Presence - Website/ Customer recommendations
- ❖ Display of Quality Policy , Environment and Safety Policy, Vision , Mission , Values
- ❖ Review of Shortage of Material and Capacity Constraints

- ❖ Supplier Outstanding
- ❖ Balance Reconciliation
- ❖ Multi Skilling of workers in Process, Machine , Operation, maintenance, Quality Check Reporting MIS
- ❖ Structured Quality Control and Quality Assurance
- ❖ System for timely calibration of all Measuring instruments



2024

MEASURE

2025

ANALYZE

2026

REPORT

BENCHMARK

INNOVATE



Overcome the Challenges -MSMEs

- ❑ Delegate, Automate and Set aside time for Strategic Decision Making
- ❑ Drive Business through System, People, Process & Numbers
- ❑ Transparent and Effective Communication with all Stakeholders especially employees e.g. Employee Survey, NPS with Vendors, Townhalls, Quarterly meet
- ❑ Learn from Mistakes and Failures : Reflective approach provides valuable insights and tools for future success. Actionable MIS with Insights
- ❑ Focus on 'Value Creation approach' to manage Overheads, Effective Product Pricing & address Inflation impact
- ❑ Effective Cash Flow, Working Capital Mgmt. & Quality Investment decision making
- ❑ Collaborate with Consultants: Engage professional consultants/SMEs
- ❑ ROI = Risk Free Return + Minimum 6 to 8% for Risk = 14% to 16% ROI a must
- ❑ Optimise Risk Vs Opportunities - Diversify Investment & expand Customer, Product

Key Takeaways & Next Steps

- ❑ Have clearly defined **3** Financial Goals for **5** years
- ❑ Clearly distinguish Short Term & Long Term Financial Goals;
- ❑ Develop Clear Execution Strategy with **distributed Ownership**;
- ❑ **Periodic Review** to Monitor Progress;
- ❑ Incorporate Appropriate **Course correction**;
- ❑ Involve **Subject Matter Experts** & Professionals as required;
- ❑ Focus on **Financial Metrics** Enterprise Value Creation & Sustainability
- ❑ **A Request** : Make MSME as a Sector, Future Employer of Choice



Ten Good Financial Habits

1. Balance between Opportunities & Risk in every Decision making;
2. Have clear Short & Long Terms Business Strategies to achieve the Goals;
3. Link Every Business spend into Value Creation Model (MVP and USP);
4. Avoid spending prematurely - Deserve before Desire;
5. Build Strong Balance Sheet, Never mix Personal Finance with Business;
6. Optimum Borrowing – Balance between Long term & Short term borrowing;
7. Become more familiar with the financials of your business;
8. Develop Operating Plan, Cash Flow & Financial Goals
9. Monitor Key Performance Metrics of your Business
 - a) Balance Sheet Ratios;
 - b) Profitability Ratios;
 - c) Liquidity/Solvency Ratios.
10. Set aside time each week or month to review & monitor Business performance.



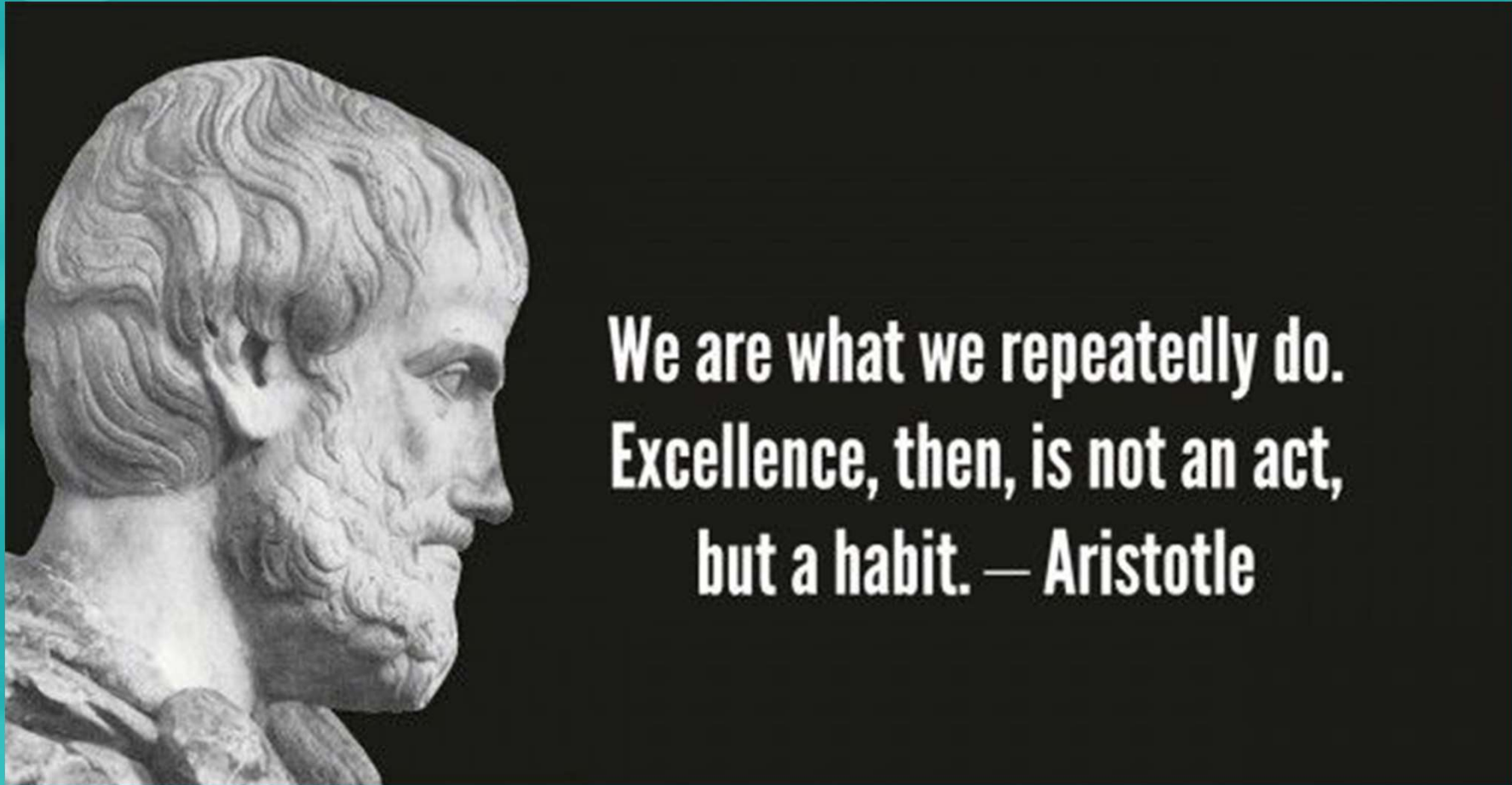
Have a Clear Financial Goal & Monitor Progress

Seven Habits of Most Successful Business Owners

1. Regularly review finances - **69 %** of small business owners do this;
2. Maintain a budget - **47%** of small business owners do this;
3. Save appropriate amount for taxes - **52%** of small business owners do this;
4. Proactively reduce debt - **50%** of small business owners do this;
5. Pay yourself a salary from business earnings - **49%** of small business owners do this;
6. Establish an optimal business structure for liability and taxes- **64%** of small business owners do this;
7. Take advantage of every tax benefit available to your business - **65%** of small business owners do this



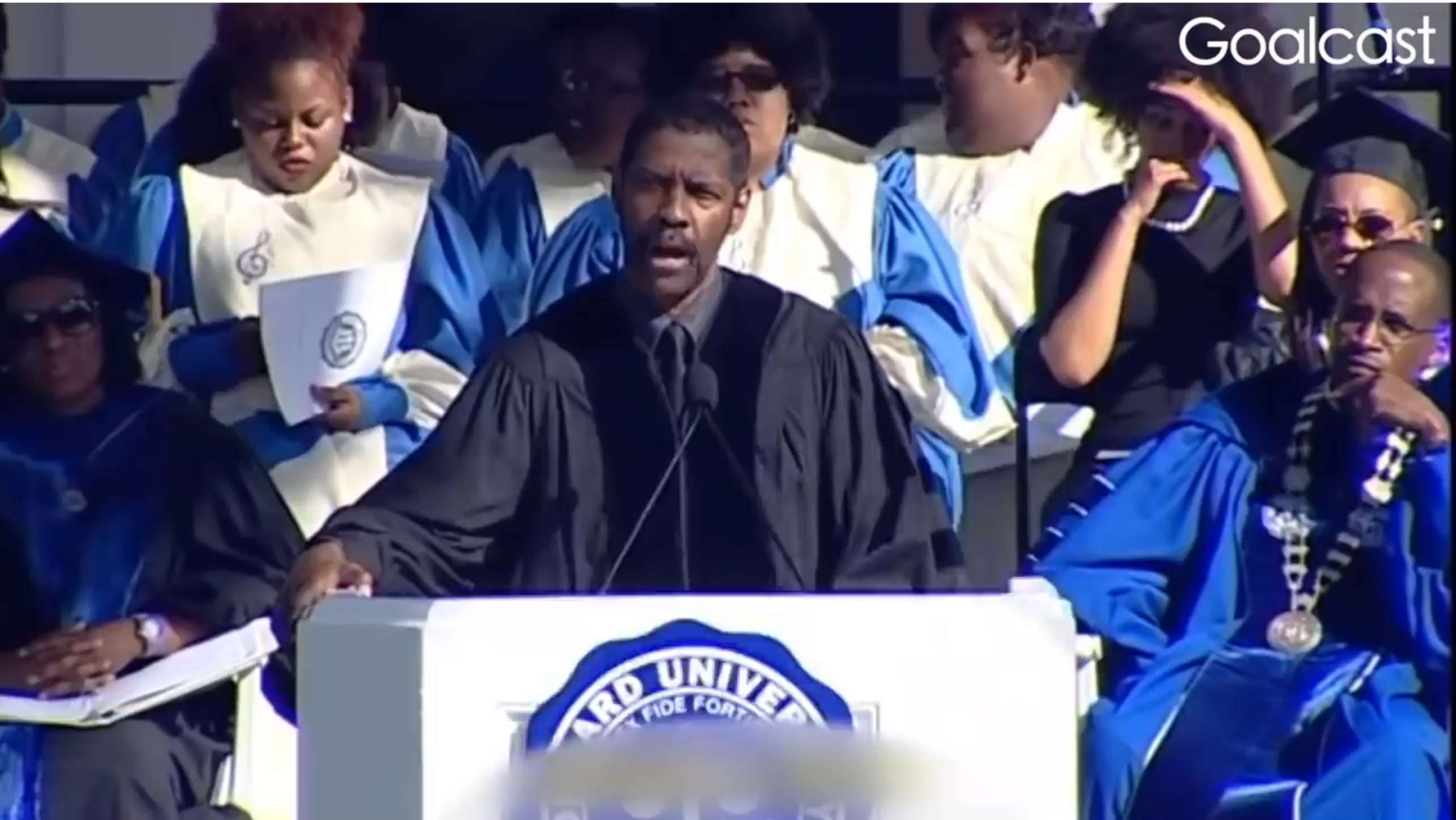
Recommend Self Evaluation of you & Your Business



PRESENTATIONS, SEMINARS, TRAINING, & KNOWLEDGE SHARING



Goalcast





GLOBAL FINANCE PROFESSIONALS

CONNECTING OPERATIONS TO FINANCE

THANK YOU

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Chunabhatti,
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Pune

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Wakad,
Pune - 411057



Mapusa (Goa)

AG2, Orchid Green,
Daungi Colony, Mapusa,
Goa - 403507



Kolhapur

Flat No. T 1, Utkarsha Residency,
Behind Phalke Eye Hospital,
Tarabai Park,
Kolhapur - 416001

Cell No.: 93 70 88 88 19 | 85 30 12 59 60

E- mail: Yogesh.Kulkarni@globalfinanceprofessionals.com

Website: www.globalfinanceprofessionals.com

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BUSINESS EXCELLENCE CASE STUDIES



Mayura Steels Pvt. Ltd.
(Manufacturer of Steel Casting)



Axies Engineering Systems
(Manufacturing of Special Purpose Machines)



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ERP, IT INFRA EXCELLENCE CASE STUDY



SAP Implementation at Firefly Pumps Pvt. Ltd.



Gear Up For The Fight



Firefly Pumps Pvt. Ltd.

(Manufacturer, Supplier and Exporter of Vehicle Mounted Fire Fighting Pumps)



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CORPORATE MIS DESIGN & DEVELOPMENT

Feature Functionality of MIS Tool

1. One week of Execution
2. Auto Generation of MIS in Excel and in PPT Form
3. Only 10 Seconds for populating MIS in PPT by way of press of Button
4. VB & Macro Enabled Excel Tool
5. Pooling of data from Tally through ODBC, also other ERP applications in Tool directly

Feature Functionality	Silver	Gold	Platinum
Comparative Balancesheet, Profit & Loss Account, Cash Flow, Variations and Narratives	Standard Format -Comparison with past Month, Past Year and Year To Date (YTD) for same period	✓	✓ + Budget, Rolling Forecast for the month and Year
Key Performance Indicators (KPIs)	Standard - Financial Based	✓ + Compliance Based	✓ + Compliance + Operational based
Automation - ODBC Connection to Tally or pulling Trial Balance from any ERP into MIS Tool	Manual Pulling of Trial Balance in Tool	Trial Balance pulling through Tally ODBC automation	Tally +Any ERP Application Auto Linking of Trial Balance into Tool
Auto Generation of MIS PPT by click of button	Available with Standard Financial KPIs	✓ + One Page CFO Dashboard	✓ +One Page CFO +Operational KPI Dashboard

MODES OF DELIVERY OF MIS TOOL TO CLIENT

Feature Functionality	Opex	Capex
Tool Ownership & Access for changes due to Trial Balance modifications	Global Finance Professionals (GFP)	Client
One time small Charge of Trial Balance mapping	Applicable	Not Applicable
Mode of Payment	Recurring - Monthly	One time
Mode of Preparation & Presentation to the client Management by GFP Team Member	Monthly by GFP Team member Presentations will be One on One with the client	Only One time during handing over of the tool
Conversion Option	Available after 6 months of OPEX Service with one time payment	Available with Monthly Payment for GFP Team MIS Presentation Charges



ENVIRONMENTAL, SOCIAL, GOVERNANCE & SUSTAINABILITY SOLUTIONS



Environmental



**There's no
"Planet B"**

Social



**No Compromises to
"Human Dignity"**

Governance



**Business with the
"Power of Ethics"**



ENVIRONMENTAL, SOCIAL, GOVERNANCE & SUSTAINABILITY SOLUTIONS



SERVICES



Strategy



Advisory



Training



Assurance



Reporting

Greenhouse Gas Emissions Accounting	Sustainable Supply Chain Mgmt	Net Zero Strategy	Scope 3
Corporate Social Responsibility (CSR)	EcoVadis	ESG Roadmap	SASB
United Nations Sustainable Development Goals (SDGs)	Carbon Credits & Offsets	Decarbonization	TCFD
Materiality Assessment	GRI	ISO 14064	Annual Sustainability Reporting
GHG Protocol	Product Carbon Footprint (PCF)	EPD	Assurance
Life Cycle Assessment (LCA)	Scope 1	Scope 2	Water Neutrality
ESG Maturity Assessment	CDP	ISSB	ESG Disclosures
Waste	PAS 2050	Science Based Target Initiatives (SBTi)	UNGC
Carbon Border Adjustment Mechanism (AM)	Renewable Energy	Single Use Plastic Free	Gender Equality Board Diversity
Paper Less	AA1000	Climate Tech	

ENVIRONMENTAL, SOCIAL, GOVERNANCE & SUSTAINABILITY SOLUTIONS

Our unique Methodology

Our expertise shines through our unique and patented methodology for assessing enterprise ESG (Environmental, Social, and Governance) maturity.

Through rigorous analysis and innovative techniques, we empower businesses to understand, improve, and showcase their ESG performance, fostering sustainable growth and responsible corporate citizenship."



3 - Pillars

30 - Factors

300 - Sub Dimensions

0-5 - Rating

0-1500 - Score





ENVIRONMENTAL, SOCIAL, GOVERNANCE & SUSTAINABILITY SOLUTIONS



Our Alliances



Frameworks





ENVIRONMENTAL, SOCIAL, GOVERNANCE & SUSTAINABILITY SOLUTIONS



Environmental

Green house gases	!!"
Energy	#"\$"
Water	\$!"
Waste	##%"
Product	&%"
Biodiversity	&\$"
Chemicals	#"\$"
Packaging & Logistic	\$&"
Building	%%"
Sustainable Sourcing	\$!"
Supply Chain Transparency	\$&"
Sustainable Development Goals	'\$"

299 out of 600

Social

Employment	(%"
Working Conditions	%)"
Health, Safety & Wellbeing	%&"
Community Development & CSR	*!"
Child Labor & Forced Labour	!!!"
Human Rights	%\$"
Freedom of Association & Collective Bargaining	(%"
Diversity, Equality and Inclusion	&%"
Learning & Development	*&"
Privacy and Data Security	*&"
Supply Chain Transparency	&\$"
Sustainable Development Goals	!)"

347 out of 600

Governance

Board Governance	&\$"
Fair & Ethical Practices	!)"
Stakeholder Engagement	#)"
Memberships	\$)"
Supply Chain Transparency))"
Sustainable Development Goals	'&"

143 out of 300



Our Founder is honored with Doctorate (PhD) for this methodology



Along with the ESG Score, We submit 3 – 5 Years Action Plan to improve performance

OTHER SERVICES



Business Management Consulting

Consulting for Business Scaling up
Compliance Health Assessment
Benchmarking MIS practices



Business Strategy

Connecting Operations to Finance.
Designing and developing Milestone based business Strategy.



Business valuation and Funding

Business Projection through comparative method and Investor Deck preparation.



Finance and Leadership Trainings.

1. Power BI Analytics
2. KRA & KPI Designing
3. Vision, Mission and Goal Designing

