

D'Essence

• Management Consulting • Business Planning & Strategy • India Entry Strategy

www.dessenceconsulting.com

We are a Management Consulting, Business Advisory and Talent Management Boutique firm.

Our vision is to add to our customer's profitability through our involvement and experience

We assist companies, trade associations, Government bodies and "Not for profit organizations" to build, grow, remain competitive, streamline their operations and achieve their objectives.

We also help our clients in converting ideas into successful business ventures and manage start-ups and new projects.

Additionally we advise in M & A dealings, business restructuring & forming Joint Ventures, Strategic alliances and partnerships.

Leadership and Team

Chandni Sahgal

Chandni founded D'Essence in 1999. She has over 22 years in professional corporate life in leadership positions in world-class organizations.

She has worked with, Prithvi Nandy Communications, MTV, Times of India, Cyanamid India Novartis and Eicher Motors. She has a management degree from BITS Pilani, A Gordon Fisher Graduate fellowship from the University of Toronto and a Chevening Gurukul Scholarship in Leadership and Excellence from the London School of Economics. She has extensive experience across media, pharmaceuticals, food, chemicals, and auto industries.

Ganesh Rewanwar

Ganesh is an MBA from AIM, Manila and Stockholm School of Economics with Engineering background and CFA 1. and has worked with Reliance Industries, Deutsche Bank AG Philippines, IP Ventures Philippines and Veltrup AG Germany.

Harold Kharduid

Harold is an Engineer from R.E.C., Trichy and an MBA from IIM,

Calcutta. He has professional experience with TISCO (Tata Steel), BPCL and EXIM Bank of India. He has expertise in Branding, transforming initiatives into sales and setting and managing distribution system.

Orlene D'Souza

Orlene is an Industrial Psychologist, Pursuing Ph.D. in Human Resource Management. She has expertise in Application of psychology in the Industrial context, psychological testing & Counseling

We have a wide network of consulting associates, software engineers, designers, accounting and legal professionals, Investment bankers. We can create a multi-disciplinary project team to suit the specific needs of your assignment.

Advantage: Boutique Firms

- Boutiques firms support their clients with a superior level of service and highly specialized expertise.
- Boutiques are typically good at building relationships and customized service.
- Senior partners are involved in every assignment and hence you engage higher expertise at better prices.
- Are less bureaucratic and more flexible hence faster delivery and turnaround times.
- Maintain higher degree of confidentiality as fewer people handle information.
- Can become long term trusted partners and advisors.
- Lower overheads than that of large firms, so they can offer their services for less.

Our Services

- Business Strategy and Modelling
- Turnaround strategies
- India Entry Strategy

- Start-up strategy and implementation
- Marketing and Sales Strategy
- Management Support
- Change Management
- Research and Assessment
- Productivity and Cost benchmarking.
- Mergers and Acquisition Advisory
- Valuation and Due Diligence
- Joint Ventures & Strategic Alliances

Our Focus Areas

A majority of our Consultants and network associates have a background of Industry as well as consulting experience. Our wide range ensures that we can provide expertise in most industries however our key focus areas are Automobile & Auto components, Banking & Financial Services, BPO & Call Centers, Food and Agriculture, Government Institutions, Hospitality and Tourism, Media & Entertainment, Pharmaceuticals, Biotechnology and Retailing.

Our Methodology

- We value our client relationships and pride ourselves in our ability to provide quality service and guidance to our clients.
- Due to our extensive time commitment and involvement with each client company, we only engage in a select few assignments at a given time.
- We are accessible and take time to understand your business better.
- We strongly believe that strategies, plans and solutions are only as good as their implementation. We work with clients to assist their translation into actions.
- We endeavour to create "Dynamic Organizations" that can solve most problems internally.

If you are looking to growing your business or getting more profitable D'Essence will be delighted to help. Contact us at: -

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