



I have been a strategy advisory consultant for over two decades, working with TCS, PwC, KPMG, GE Capital and Accenture.

I help clients develop growth strategy through new products/services and market entry initiatives; and execute through change management and program management.

STRATEGY & TRANSFORMATION

LARGE HT & OFC CABLE MANUFACTURER

Client Description

The client firm was part of India's largest industrial conglomerate, created by taking over and combining existing manufacturing firms into a market leader in the HT electrical and OFC telecom cables space.

Process

The assignment involved developing a new strategy and implementing changes in the areas of manufacturing processes and revamping the organization structure.

- Vision and Mission workshops
- Market assessment – customer segments and needs, channels, competitors
- L1-driven manufacturing cost reductions required
- Organization requirements to increase customer satisfaction and delivery quality.

Issue/Need

The client required a corporate strategy for the newly created business basket (electrical sector), and re-engineering of processes into the optimal configuration that would best support the strategy.

Deliverables

1. Vision & Mission
2. Business model and competitive strategies
3. SBU-based Organization Structure
4. Transition Plan from functional to SBU