



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.

FINANCIAL & OPERATING FEASIBILITY ASSESSMENT NEW TERTIARY LEVEL MANAGEMENT INSTITUTE

Client Description

The client was a UK-based construction corporate running technical and vocational educational institutions in North India around their home base.

Process

The assignment involved identifying industry-driven management skills needs locally, designing a matching curriculum, developing an organization structure based on the expected enrollment and the curriculum, and making projections of revenues, expenses, investments and liabilities over the short and medium term.

Issue/Need

The client wished to diversify into management education and needed to assess the financial viability of the proposed institute, and its acceptance in the company's home catchment area.

Deliverables

1. Review of the financial projections prepared in the project report and the assumptions made to develop projections of revenues and expenses.
2. Development of a financial model, with projections of profitability and cash flows over the next ten years.
3. Identification and examination of the risk factors that the project is exposed to and carrying out a sensitivity analysis of the impact of these factors