



STRATEGIC PLANNING

INDIA COUNTRY STRATEGY FOR US NONPROFIT

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.

Client Description

An International NGO had operated for 15 years in India, but had grown erratically and opportunistically, resulting in 7 programs spread over 4 themes. This affected both funding as well as operational efficiencies.

Process

The engagement therefore rethought its rationale for existence in India, the thematic and program approach to be followed, proposed a shift in the operating model in terms of organization structure and support capabilities, and identified key factors required by changes in the internal and external environment to be addressed.

Issue/Need

The leadership therefore wished to create an India Country Strategy that would sharpen the focus, define a standard operating model across the programs, and identify the capabilities required for growth to maximize the effectiveness of funds/capabilities utilization

Deliverables

- Revisit and restatement of Mission and Objectives and Theory of Change
- Thematic strategy
- Geographic and partner strategy
- Assessment of program impact, and decisions on optimizing the spread of program portfolio
- Revamp of operating model
- Identification of capabilities required to support growth ambitions