



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.

STRATEGIC PLANNING

CLIENT: INDIAN AFFILIATE OF INTERNATIONAL NONPROFIT

Client Description

A global nonprofit had undertaken a strategic planning exercise which was meant to flow down to all its international affiliates.

Issue/Need

The Indian affiliate had to ensure its strategy was aligned to that of the global nonprofit, while preparing and executing to a business plan that met its local needs and priorities.

Process

1. Using interviews and workshops with the affiliate's leadership, alignment of affiliate strategy with global vision and objectives.
2. Review of objectives, stakeholders, value proposition and a market analysis.
3. Detail the business model in the areas of Finance & Income Planning, Communication Planning and Governance Structure & Operations.
4. Plan how the affiliate planned and managed the implementation of the required changes to achieve the desired business model by 2020.

Deliverables

- Strategic Plan
- Business Model
- Change Plan