

## *Customer Presentation (Level-2)*

- Mission-Vision-Philosophy-Values*
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# Mission and Vision



*Your growth is our success*

- Mission— “To enable deployment of management and technical expertise for the benefit of its clients, academia, society and mankind in pursuit of their growth and excellence”
- Vision— “To become a leading Indian global management consultancy organisation enabling its clients achieve sustainable growth and continuous improvement in profitability”

# Our Philosophy



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- To see our success only in the sustainable growth of our clients and society (Motto-Your growth is our success)
- Handholding the client till complete implementation of suggested solution and ensure reaping of maximum possible benefit by the client in every engagement.
- To contribute to sustainable growth of clients , its own business and society by assimilating available knowledge with experts globally as well as developing the knowledge
- Contribute a good share of profits ( over 10%) to Gen Next Foundation for society development projects like scholarships, sponsoring seats to institutes of excellence in management, supporting Innovation projects, provide Free/subsidized seats for its programs for students and needy and also uplift society on health-hygiene and basic citizen needs to be a developed nation

# Our Core Values



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## Organisational Values:

- Client's Fullest Satisfaction
- Passion: for Continuous Learning and knowledge sharing for growth and development
- Sustainable growth: of clients, society and Gen Next
- Give back to the world
- Empowered organisation
- Respect dignity of all stake holders

## Human Values:

Fairness

Integrity

Trust

Fearlessness

# Team



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## □ Promoter's brief

- **Manoj Mishra**
- **45 Yrs, BE, M.Tech, MBA (finance and Marketing)**
- **Expertise in Mergers and acquisition, Globalisation, Performance excellence, Corporate strategy-growth, expansion, restructure; Technology and innovation, Purchasing, Vendor Development, Costing and Negotiation, Global inbound and out bound sourcing**
- **Total experience over 25 years**
- **Worked as CEO/ COO/ SBU Head/VP/ Corporate Materials Head**
- **Organizations worked---Gajra Gears, Eicher, LML Scooters, Carraro India, M&M, Bharat Forge (IT Venture), Sona and Al- Suwaidi, Saudi Arabia, JBM Ltd.**
- **Domain: - Auto-OEM and Component, Engg. IT, Trading —Green field projects, Corporate materials, Strategic planning, Growth, Restructuring, Globalisation**
- **Dealt extensively with Mc-Kinsey, BCG, Frost and Sullivan. PWC**



# Mentors and Advisors



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- ❑ The company has over 20 mentors and advisors who are from various industry verticals , Consulting organisations and academia .They are eminent persons with strong credentials .They have reputation of having boosted the growth and profitability of numerous business houses in India and abroad
- ❑ They facilitate and enable GNBC focus on its Mission and achieve its vision through periodic review, pertinent guidance and extending their network

# Associates/Partners



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- ❑ GNBC boasts of having a 50+ strong team of Associates and Partners from various industry and functional domain expertise
- ❑ They work in tandem and coherence to see the client's need from various perspectives and suggest suitable implementable strategy/tactic and advise
- ❑ All its Associates and Partners practice the GNBC philosophy to the core

# Industry Verticals



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## ❑ Transportation

- Automobile- OEM, Assembly/aggregates and Component manufacturer
- Earth moving and construction equipments

## ❑ Engineering, Metal & Infrastructure

- Metal ( Ferrous-Non Ferrous)
- Capital Goods, Machines
- Consumer durable-home appliances
- Infrastructure

## ❑ Retail

- Space design
- Facility/fixture/infrastructure support
- Franchisee support-identification (MBO/EBO), contract, setting up, Software & IT, Warehousing, Logistics support,

## ❑ Energy , Oil and Gas

- Energy audits and conservation
- Downstream and retail operation establishing
- Renewable energy (Solar, Wind, Thermal, Biomass, waste recycling)
- CDMA, Carbon Credits
- Bio fuel

## ❑ Trading

- LCC/ EEC, Global Sourcing ( In & Outbound), Export support, Global Foot print

# *Service domains*



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- Business Strategy and Growth
- Performance excellence and monitoring
- IT Consulting
- Materials and Purchasing
- Strategic HR and Support
- Business Intelligence and knowledge resource
- Corporate Training
- Wealth Management and Corporate Finance Advisory

## □ Business Strategy and Growth

- Expansions
- Diversifications
- Mergers and Acquisitions
- Corporate strategic Planning
- Globalisation and Global foot print-Manufacturing, RO, Marketing front end, Ware housing, Franchising
- Country entry strategy and entry support
- Intellectual Property management
- Board Advisory through independent directors and retainers
- Global Corporate Structure for Incorporation, funding, manufacturing and Selling in different countries
- Green field/Brown field
- SEZ, EOU

- Performance excellence and monitoring
  - Technology and Innovation
  - Organisation restructuring
  - Supply chain efficiency– suppliers, dealers, logistics partners
  - Process re-engineering for efficiency improvement
  - Excellence standards- Lean organisation management, Deming, TPM, TQM, CII-Exim, JQMA
  - Cost reductions and control
  - Lean organisation management
  - Employee involvement for organisation improvement- Kaizen, TQM, SGA, TQC, BTP, CIP, Suggestion schemes etc
  - Plant layout
  - Project planning , monitoring and management

# Service domains and offerings



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## □ IT Consulting

- Strategic IT Planning
- Technology vision & Direction
- Make or Buy decision
- Product Evaluation
- Outsourcing/Contracting/Staffing
- Implementation Strategy
- Set-up Processes & Standards
- Planning, Monitoring & Control of Projects
- Adherence to Quality & Standards
- Specific Information Technology related task(s)

## □ Materials and Purchasing

- Out bound and Inbound India Sourcing- (end to end)-Identification to development and regular supply assurance
- Costing & Negotiation support
- Cost reduction & cost control
- Vendor development
- New product development
- Ancillarisation
- Purchase function outsourcing
- E-purchasing (MRO/direct material procurement & disposal
- Competitive advantage leveraging-Imports/exports facilitation- Global sourcing and world wide exports

## □ Strategic HR and Support

- Visioning
- Leadership development
- CXO recruitment (Top Management-CEO, MD, COO, Country head, Function heads-VP/GM)
- Performance monitoring
- Psychometric assessments and advisory for optimum performance
- Corporate Training
- HR Systems
- Outsourcing-Recruitment, Training, Induction

- Business Intelligence and knowledge resource
  - Country Specific Reports for global foot print
  - Industry reports-Auto, Retail, Energy, Metal, Engineering, Capital goods, Real estate and Infrastructure
  - Weekly news letters for industry sector update for senior management– opportunity assessment , market intelligence, competition tracking, Global activities by Indian companies and foreign players in and outside India
  - Customized report
  - Specific organisation/ location/ region reports for decision of entry, M&A, Hive off, Sourcing-customer tie up
  - Team authored Management books and CDs, e-books, Training program dockets/CDs , webinars and on-line development programs
  - Industry and management experts seminars and exhibitions

# Service domains and offerings



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## □ Corporate Training (see detailed list on our web site)

- Growth planning-M&A, Globalisation, India entry facilitation, International marketing
- Leadership development-CEO Launch pad, Capsule MBA, Preparing leadership for 21 st century, Team building, Motivation
- Performance improvement-TQM, TPM, SMED, Kaizen, Cost reduction
- Innovation, Product design, IPR
- Excellence standard-Deming, TPM, CII- Exim, JQM, ISO, TS
- Supply chain improvement-
  - Cost estimation & Negotiation
  - Cost reduction & cost control
  - Logistics planning
  - Purchasing management
- Vendor development
- New product development
- Ancillarisation
- Competitive advantage leveraging-Imports/exports facilitation- Global sourcing and world wide exports

- Wealth Management and Corporate Finance Advisory
  - Personal investment and portfolio management
  - Risk assessment and advisory
  - Performance, Efficiency, Process, Price and Cost Audits
  - Wealth management with specific goals
  - Private equity placement and funding
  - Global Corporate Structuring
  - International Tax Planning and investment
    - offshore investment advisory in relation to wealth management
    - Decisions related to Incorporating, Manufacturing and selling

# Assignments Undertaken/ongoing



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- ❑ Global Foot print planning for a Rs.600 crores East India group with interests in Agro business, Domestic Appliances, Auto components
- ❑ Materials restructuring for a Rs. 200 crores auto component major
- ❑ Visioning, Growth strategy planning and implementation advisory for a Rs 10 crore tier 1 auto company to reach 100 Crores by 2012
- ❑ India buyer sourcing for a US company with mfg. base in China, Thailand, Turkey and Taiwan
- ❑ Turn-around and growth strategy and implementation support for a Rs 200 crores company hived off from a big auto company
- ❑ Export opportunity assessment and business tie up facilitation for an engineering company
- ❑ CXO placement for 3 auto component groups and a retail space design house

# Reference and Testimonials



*Your growth is our success*

- ❑ GNBC is a very new organisations and is building its base of satisfied clients .Although the website will be updated regularly with clients, assignments and testimonials (where ever clients permits), GNBC is proud to have repeat assignments of deeper and broader nature from its clients
- ❑ The names and other details shall be available on URL due to be launched soon

# Our Network and Locations



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- India: Gurgaon Indore Pune
- Overseas: Singapore Malaysia
- Opening soon: India: Chennai
- Overseas: Dubai Kenya
- Hong Kong

**1) Corporate Office and North Region**  
**Gen Next Business Consultants-Gurgaon**  
402, Ramses Tower, Omaxe The Nile,  
Sector 49, Sohna Road,  
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**2)Gen Next Business Consultants-Indore**  
**Managing Partner for Central India**  
**Break Through Solutions**  
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# Our Network and Locations



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## **1) Corporate Office and North Region Gen Next Business Consultants-Gurgaon**

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# Our Network and Locations



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## **3)Gen Next Business Consultants-Pune**

***Managing Partner For West India***

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E mail: spectramind08@gmail.com;

mskhan310@gmail.com

Contact: Mr. Shahanavaz Khan

## **Singapore**

**Gen Next Business Consultants-  
Singapore**

***Managing Partner for South East and  
East and Rest of Asia***

**Facilitrade**

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## **Malaysia**

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*Managing Partner For Malaysia and South  
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# Contact details



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