

**GO** Green  
Sustainable  
Smart  
Growth



# About Us

The Sustainability norms have become more critical than ever. Consumers are becoming increasingly aware of the negative impacts on their lifestyles, purchases, and travel habits have on the environment, and globally, all stakeholders are aligning with businesses that align with their values and processes.

Sustainable practices support ecological, human, economic health, and vitality.

Resources are finite and, therefore, should be used conservatively and wisely with a view to long-term priorities and consequences of the ways in which resources are used and deployed.

We are a team of senior professionals, helping organizations maximize their profits and efficiency while reducing their environmental footprint through research and strategy.

With a focus on Mergers and Acquisitions, we operate under the primary verticals:

### **Renewable Energy**

M&As of stressed assets in the Solar, Wind, Hydro, Wave, and EV sectors. Carry out energy surveys and audits and advise clients on sources of renewable energy, smart energy, smart city projects & solutions.

### **Infrastructure**

M&As of stressed real-estate assets and providing advisory services on sustainable solutions within the norms of the environmental requirements and infrastructure sectors by analysing the available technical data. These include highways, land & buildings, water projects, pharmaceuticals & chemicals and industrial sectors.

### **Services**

We provide Energy Storage Solutions for the Renewable Energy Sector, Telecom sector, Data Storage and Banking Sector, Military & Mission Critical Projects, and the Hospital & Hospitality sectors. We help clients in engaging with potential investors, mergers & acquisitions, solutions & growth initiatives with innovative products and services. We also help in liaising with various government departments using our network of professionals.

### **Manpower**

We have the ability to align diversified and intricate HR needs of our clients by providing reliable and strategic staffing solutions including L&D interventions by understanding the significance of aligning talent strategy with business strategy with business strategy we tend to offer workforce solution that drive businesses forward.

**Acquisition** of specific portfolio projects and execution of the same as per our core objectives being mission and vision goals.

Iry Solutions strong reputation has taken us forward as a 'preferred service provider' for most of the top blue chip companies in India, the APAC, MENA and the ASEAN region, for most of the incumbent sectors with the small, medium to large players in these industry segments, for their position closure, over years.



**I REMEMBER**  
*you*



**#irememberyou**  
**#leadingyourtomorrow**

**DID YOU  
KNOW**



**IRY Solutions** stands for “**I Remember You,**” reflecting a commitment to sustainability and environmental stewardship. The organization’s mission is to honor Earth by promoting green and sustainable practices in every project, aiming to leave a healthier planet for future generations. Recognizing the critical role Earth plays in our existence, IRY Solutions emphasizes the urgent need to protect our planet’s limited resources from pollution and depletion. By adopting measures like reducing waste, reusing materials, recycling, conserving water, and educating others, the organization strives to mitigate environmental damage and ensure a viable future for all living beings. The mantra “Reduce, Reuse, Recycle” encapsulates this ethos, guiding actions towards ecological balance and a sustainable lifestyle.

#irememberyou  
#ourloyaltymantra

ME  
WE

#leadingyourtomorrow  
#iambecauseyouare

## Breaking growth barriers

- Compete with yourself! Strive for higher!
- Always remain a Seeker of knowledge
- Don't be afraid to say I don't know, it's okay not to know
- the love to rise above colleagues should be removed
- Put your pride aside be prepared to work collaboratively!
- Not even waste is waste!
- The only thing that ever ever gets wasted is Time.
- Life=Time. Make the most of it!
- One thing you may not want to ever ever let go off is..your Values.
- Great businesses are built not just with efforts and hard work but great Relationships!
- Value every Relationship you have and the ones you are about to build and believe me..Inshallah..God willing
- ...'Sky will be the limit'
- And remember "if you were born to fly not even gravity can bring you down

# **Advisory Board**



## Dr. Deepak Vohra

Mentor & Chief Advisor

He is a Special Advisor for Lesotho, South Sudan and Guinea-Bissau, and for the Ladakh Autonomous Hill Development Councils, Kargil and Leh, India. From the Indian Foreign Service Class of 1973, he has studied at the most prestigious Universities in India and overseas including St. Stephen's College, National Defence College and Sorbonne University, Paris.

H.E. Dr. Vohra was India's senior Ambassador and has served in France, Vietnam, Tunisia, the United States, Nigeria, Cameroon, Benin, Chad, Malaysia, Papua New Guinea, Spain, Armenia, Georgia, Sudan, South Sudan, Poland, and Lithuania.

Ambassador Vohra has specialized in developmental issues (especially in remote areas) for emerging nations. In October 2005, Armenia awarded him a gold medal and named a school after him. Sudan gave him its highest civilian honor and in 2006, he was made Prince of an African tribe.

He has vast international experience, having represented India at several conferences, and is a specialist in the development of remote areas. He has risked his own life on more than one occasion to help others. The Ambassador speaks several languages and is a celebrated and acclaimed public and motivational speaker.



**Ajay Mishra (IAS-Retd)**  
Senior Advisor

An expert in Renewable Energy issues, brings with him an unique experience of policy formulation at the provincial level, providing inputs for national policy and implementing renewable energy projects at the grassroots level. During my tenure as Special Chief Secretary, Energy Department, Telangana State for four years, monitored and supervised the implemented of solar energy projects of installed capacity of 3500 MW, resulting in Telangana being ranked as the leading state in the country during 2017-18. Also created an enabling ecosystem with different stakeholders for implementation of Rooftop solar projects of 100MW installed capacity resulting in Telangana emerging as the leading state in the country. In a time bound manner, Planned and implemented the program for providing electricity connections to all rural households in the province, including round the clock power supply to all the consumers.

As Director General Of Renewable Energy Society Of India, a knowledge focused body, organised various online conferences on Green Hydrogen, Wind energy etc for the benefit of graduate students of technology institutions for more than two years.



**Sreedhar Vedula (IAS)**  
Senior Advisor

Sreedhar Vedula is a dynamic individual with diverse accomplishments and a passion for learning. He secured All India 16th Rank and emerged as South India Topper in UPSC 1997, earning Gold Medalist & Best Probationer awardee. He currently serves as an Executive Director of a JV of a State govt. & Govt. of India, funded by Germany and EIB. Vedula is an author, educator, and a passionate coding enthusiast, having conducted seminars and workshops on effective study techniques in India and South East Asian countries. He also designs and creates his website, [studynomics.com](http://studynomics.com), catering to the global student community and amateur stock market traders. Vedula is an internationally certified trainer, focusing on motivation, goal-setting, and time management.

As an artist, Vedula finds solace in Carnatic Classical Music and has a programming prowess in VB, MQL, Java, and Python. He shares his research results through seminars on stock market strategies and builds Algo-trading systems for efficient testing and trading. Vedula is an avid reader, a Civil Engineer, and a content creator. He has studied Astrology and gained expertise in evaluating compatibility and relationship dynamics between partners. Vedula is a mentor to students and teachers, specializing in Mind Maps, Scientific Revision, Memory tips, Time Management, Study Planner, and Study less-Learn More.





**Sanjeev Anand**  
Advisor

Currently Sanjeev is the Group CEO of Atlas Mara-BancABC. He has been a serial CEO leading and advising institutions spanning Asia, Europe, GCC and Africa, across regional and global banking groups such as Citigroup, Actis-I&M, Banque Populaire, Development Bank of Rwanda and Euro Exim Bank. His track record has been in transformation, turnaround, start-ups, scaling and M&A. He retains a number of Directorships in banking, financial services and manufacturing sector.

He is a Life Member of the BRICS Chamber of Commerce and was its Honorary Director for Africa, working on investment and trade facilitation. He was also the Vice Chairman and acting Chairman, for two terms, for an emerging sovereign fund, guiding its formation. His experience includes financings and projects for public and private sector companies, as well as PPP working alongside local, DFIs, bilateral and multilateral partners. He has been the member of the investment committee for Access to Finance and the Steering Committee of the East Africa Monetary Unification. Sanjeev is a chartered accountant and an Honors graduate, with distinction, from Delhi University. He has been Chairman Banker's Association for two terms and Vice Chairman Leasing Association. He has taught certified courses in Finance, Leadership and Credit internationally. Under his leadership Awards and Accolades include Best Country Bank from Euro Money and Global Finance for several years, Most Technologically Innovative Company by CIO 100 and Best Digital Wallet.



**Debasish Banerjee..**  
Advisor - Engineering, Energy & Optimisation

Decades-long MD/CEO with proven success in turning around billion-dollar businesses. Led transformations with disruptive technologies and new markets. Embraced uncertainty to drive business growth.

Passionate clean energy expert driving innovation in renewables, storage, EVs, and hard-to-abate sectors. Creates distributed energy solutions using virtual power plants, smart tech, and blockchain-based P2P trading. Optimizes energy efficiency for residential and commercial clients with automation and demand response strategies. Delivers energy security, affordability, and a smooth transition to clean energy through on-site RE generation and battery storage.

As Reliance Energy CEO, He boosted profitability, tackled competition, and secured a new license through operational excellence and customer focus. MNCs like Schneider Electric are thriving in India, while established players like Crompton Greaves are consolidating their lead in power and industrial sectors.



**Squadron Leader Prerana Chaturvedi - Veteran  
Advisor - Armed Forces & Defence Practice**

With over 30 years of experience in diverse fields such as Strategy, Operations, Management, Business Aviation, Aerospace & Defense, and Electric Mobility, She is an effective communicator with strong analytical and problem-solving skills, Fiercely loyal, skilled in driving innovation, and fostering team success. Her mastery of the bit of learning and adaptation, coupled with her entrepreneurial mindset, makes her proficient in carving out new paths and fostering a culture of innovation and growth She has honed her art of pioneering by successfully leading multiple groundbreaking startups. A shining star in the automotive industry, she is disrupting a sector poised to make global history. You'll find her with sleeves rolled up, working collaboratively with her team to relentlessly pursue goals and overcome obstacles.



**Navratan Katariya  
Advisor - New Tech / Incubation / Startup Strategy**

Navratan Katariya is an electrical engineer, Masters in cleantech / energy systems from IIT Mumbai and MBA from IOU, Netherlands. In his professional journey of over 30 years, Navratan has an experience of setting up 14 new businesses for companies he worked for and 2 of his own, in the renewable energy and engineering domain. He started and led the solar business of companies like Sterling & Wilson Ltd. and Waaree Group. He also spent almost a decade in IT industry, working with California based companies like SunGard and iPass (a subsidiary of Syntegra.net). He also spent almost a decade in IT industry, working with California based companies like SunGard and iPass (a subsidiary of Syntegra.net). He is now a Director, Startup engagement, Innovation and International partnerships at Centre of Excellence IoT & AI, NASSCOM, Bangalore in areas of deeptech used in Agritech, Cleantech, Healthcare, Mobility/transport,



**Kanika Mohan Saxen  
Advisor**

Ammental erecuti wine to dead of experimpetente Include, experience responsibilities in Pal management, content marketing,business planning, revenue generation across television, film, digital, OTT, and the entrepreneurial ecosystem. She has played a significant role in shaping the stories of the 700 million internet users and 1125 billion mobile subscribers by navigating the rapidly changing media and telecom ecosystems. Her comprehension of media trends, technology, and consumer behavior has allowed her to be recognized as a visionary leader in the creation of digital and mobile-first businesses. Over the last 14 years, she has led large teams across her stints, building profitable business ventures. She has contributed to the growth and success of prominent media and telecom brands, including Vodafone Idea, Fox Star Studios, Walt Disney, Sony, Zee TV, Balaji Motion Pictures, and WPP Communications.



# **Leadership Team**



**Srinivas Kota**  
Managing Director

The individual has successfully managed large infrastructure projects in both private and government sectors, with a total cost of \$760 million. They have managed organizations like Bridge & Roof and Air Liquide, with annual turnovers of \$200 million. With 33 years of experience in the infrastructure industry, they have managed projects worth over \$20 million. Notable achievements include managing 17 concurrent projects with a CAPEX of \$24 million per year, managing procurement of over \$200 million per year, and acting as an independent project coordinator for a reputed school.

Director on Board on IRY SOLUTIONS PVT LTD., IRYGEN WATER SOLUTIONS PVT LTD., PONNA INFRA PVT. LTD.



**Shaibal "Casper" Ghosh**  
Executive Director & CEO

He is better known as "Casper" & is a known P&L leader and inspirator with 30 years of hands-on experience in globally diversified international markets. He has worked with Xerox Corporation, been the Country Head of the AMEA Region for Apple Technologies, Head of Sales for Usha Martin Telecom/ Hutch, a Vice President with Macmillan LLC, UK, the APAC Head for Borosil, representing Corning Solar Glass Division, President of International Operations and Head Marketing for Vikram Solar and Waaree Energies, Group CEO of Partex Group of companies in Bangladesh, COO with Navitas Solar in India and APAC CEO for Tesla Power USA in India. He was the Vice Chairman for CII for Energy at a national level and represented the sustainability team for FICCI working closely with UNFCCC.



**K. Siva Kumar**  
Advisor & Director

A seasoned leader with over 33 years of experience, consistently spearheading management methods in diverse, multi-industrial environments, overseeing revenue, and managing operations across multiple international locations.

With extensive experience spanning nine countries, adeptly navigating complex business environments across diverse geographies, culminating in a contemporary global outlook. This expertise includes establishing and overseeing joint ventures, managing stakeholders effectively, and coordinating collaborative projects. Additionally, served as a director on the boards of a desalination project with a capacity of 100 MLD, an engineering company based in Singapore, and a subsidiary of a technology corporation based in the United States, specializing in water solutions.



**OVD Prasad**  
Advisor

OVD Prasad is not just a financial professional; he is also a visionary entrepreneur at the helm of a thriving manufacturing company and an engineering and on-site works enterprise. Under his adept leadership, these companies have not only flourished but have also contributed significantly to various industries.

With a distinguished portfolio that includes the manufacturing, testing, and commissioning of a wide array of process equipment, pressure vessels, air fin coolers, and more, Prasad has established a legacy of excellence in engineering innovation. Moreover, his esteemed company board has been graced by industry luminaries such as the Former Managing Director of BHPV, and Former Executive Director of Tungabhadra Steels, underscoring Prasad's standing as a respected leader within the business community.



**Arindam Basu**  
Advisor - Finance and M&A

Arindam has over 16 years of experience in fund raise, capital markets and equity research. He has previously worked at Amp Energy (Delhi), Azure Power (Delhi), Bankers without Boundaries (Delhi and London), Barclays (New York and London), and Lehman Brothers (Mumbai).

Arindam is an MBA from IIM Lucknow and a has a Degree in Engineering from Delhi University. Arindam currently runs a fundraise and financial services advisory called Basic Roots Consulting focused on enabling early-stage ventures access growth capital. He has significant experience in the clean tech and sustainability across industries such as solar, wind, electric mobility, recycling, and desalination.



**Christopher James**  
Director

Currently the MD and chairman for SRI SAI SIAN INFRA AND TRADING PVT LTD handled multiple EPC solar projects within Telangana, Andhra Pradesh & Karnataka, fortunate enough to be associated and worked for amazing clients such as AZURE POWER, TATA POWER, RENEW POWER, SUNPOWER INDIA & RADITE ENERGY Etc.

He is the peoples Leader, with 15 years of corporate management experience into Technical, Customer Care and BFSI carrying an overall experience of 19 years, values/follows strategic planning & management diligently in delivering client expectations with ease. Prior to bidding farewell to corporate he has worked with multiple U.S & Australian clients and has been a Transition Lead/Manager for 3 onsite (Australian) transitions achieving milestones in a very short timeframe successfully.



**Principal  
Consultants**



**Deepak Mathur**  
**Global Business Head**

Renewable & Green Tech / EPC/Projects

He is an accomplished transformation leader in the power sector, exceptional cross-functional expertise, focused on clean /renewable energy for sustainable development. A strategist by nature, he possesses over 40 years of rich experience in developing and managing Energy infrastructure projects globally. He brings the right balance of strategy, business acumen, operational expertise and technical know-how. He has proven capabilities of managing the entire value chain of the energy business end to end, across electricity generation, transmission, and distribution. He has been honoured with "Exemplary Leader Award 2012" by World HRD Congress in Singapore and the "India's Most trusted CEO-Trendsetter 2018" award by WCRC & Int+. etc. Also the World Bank his support in developing indicators for "Ease of doing Business: Going Beyond Efficiency". Transformed several power companies and utilities while working for Government and the Private Sector organisations across Asia & Africa.



**Kim Collaco**  
**Senior Principal Consultant**

Strategy and Sustainability

An MBA with 16 years' experience across strategy, business transformation, business development, marketing, and cross border business including development of new markets in India, UK, Europe, Asia, Oceania and the US. Experience in India inbound set ups and joint ventures and technology commercialisation.

Successfully built and executed Go-to-market and market expansion strategies across technology, aerospace, financial services, professional services and smart energy. Kim holds an MBA in Strategy from the University of Cambridge and is currently located in Lyon France where she is involved in various projects around sustainability, renewable energy, batteries, cross border trade etc.



**Manish Jeloka**  
**Senior Principal Consultant**

Investor Relations & Engagement

Manish Jeloka is a seasoned BFSI veteran with over 31 years of experience. He has a proven track record in building and managing successful business units, identifying market opportunities, and executing strategic plans. His expertise spans various domains including Financial Markets, Treasury, Wealth Management, and more.

He has held leadership positions in top-tier institutions like Citibank, American Express, and Standard Chartered. Beyond his corporate roles, he actively mentors startups and contributes to the academic community by coaching IIMA students and executive professionals.





### **Ramchandra Palakodeti**

**Senior Principle Consultant –Global Manufacturing & Supply Chain, Environment, Safety, Talent Development**

Over 38 years of global experience in diverse Manufacturing industries. Ram was a Director of Operations / Manufacturing & E2E Supply Chain in Philips-Personal Health/Consumer Lifestyle products (India Sub continent), Philips Morris Intl. (Manila & Hong Kong), Colgate Palmolive (India, Nepal, Malaysia) and Tata Oil Mills (India). Since 2018, Ram is associated with CCI, a US based Global Consulting Company as Senior Consultant, Implementation Coach & Trainer. He is well versed with content, navigation and implementation of key aspects of CI methodologies for deployment at client sites. Ram helped clients such as DCM Sugars, Bayer, Castrol, General Mills, Pepsi in several awareness workshops, baseline assessments, rapid deployments for dramatic performance improvement & periodic Health Checks for the clients. Some of the notable contributions of Ram as Consultant and Trainer for CCI include: conducting Diagnostics to identify improvement projects, Awareness Workshops & implementation support for 5S, World Class Manufacturing , Leading & Managing Change, Leaders Standard Work, Implementation Task Force and Certification TOT (trainer of trainers) with routine coaching support thereby building internal capabilities to achieve best in class performance. He is BTech in Chemical Engg and a PGDBA and an accredited & practising Career Coach & Mentor.



### **Pankaj A Jain**

**Senior Principal Consultant**  
(Investor Relations & Engagement)

A gold medallist from Indian Institute of Foreign Trade (IIFT, India) in international business and MBA in Marketing Pankaj is an energetic and proficient business enabler with 16 years of industry experience in offering investments and structuring solutions to Indian and global client base. Pankaj is an avid believer of "Karma"- As you sow, so shall you reap.

Pankaj has experience in advising individuals, families, businesses and institution on investment and structuring. He is currently involved with Prometheus Global – Global Investment solution provider, and ProGrowth Ventures- Mid Market growth funding for Start-ups.



### **Shivaarti Bajaj**

**Senior Principal Consultant - IPR/ ESG/ CorporateLaw**

She is a leading female lawyer and an entrepreneur in India, working with a global footprint.

She is also the Founding Managing Partner at RSD Bajaj Global Law Firm and has been awarded with the Business world Legal Powerlist 40 under 40 in year' 2022.

She advises extensively on and to Start-up's and Businesses as a sector agnostic approach. She advises clients from the space of various businesses in the New Age economy (Start-up space), General Corporate Advisory, Technology and D2C brands space. Along with brand strategies and Contentious Intellectual Property (IP), Cyber Law, Climate tech. (ESG, Patents etc.) along with Corporate laws and Data privacy and Emerging Technologies. She has also advised on development and scaling of various startups successfully and has been a very integral part and a big supporter of the Indian Start-up ecosystem and the growth of the Indian economic system and trajectory as a whole.



### **Jon Boka**

Senior Principal Consultant - Architecture, Projects  
and Design,  
Managing Director - JBD International LLC

Jon has 20 years' experience as founder and President of JB&D Consultants, an architecture staffing company with a staff of 40+, that provides services to most of the largest & most prestigious architecture firms in NYC.

Jon is also co-founder of bbcreative, where he has 16 years of design management experience. His leadership & attention to detail is reflected in all of bbcreative's work, including:

- Verizon @ Radioshack - 300 store-in-store nationwide roll out with a \$3,500,000 budget.
- Hearst permanent display at NY headquarters with a \$4,200,000 budget.
- TXU animation production, managing and coordinating multiple client points and consultants.
- Prior to founding JB&D, Jon was an associate architect with I.M. Pei in new York City.



### **John Fotiadis**

Senior Principal Consultant - Architecture and  
Design,  
Director - JBD International LLC

Principal and Founder of JFA, a full service architecture firm based in New York City, offering architectural and interior design services.

With over 25 years of international experience, John is presently involved in the design of projects in New York, Ukraine, The Republic of Georgia, and Turkey. Recent Projects include the design of the Trump Tower in Batumi, Republic of Georgia, and an 800,000 square meter mixed-use master plan development in Ankara, Turkey.

Prior to founding JFA in 2009, John was an Associate Partner and Director of Design for Costas Kondylis & Partners in New York City.



### **Paolo Bertolotti**

Lead Principal Consultant - Design and Creative  
Engineering,  
Principal - JBD International LLC

Designer and Architect with over 25 years experience, worked at prestigious design firms prior to co-founding bbcreative in 1997. At the heart of every project is his ability visualize and "design think" the idea. With this skill set he has been able to lead Gensler's team in standardizing Bancomer's facilities in Mexico, envision and created digital art for BR Guest restaurants and win competitions like the Hearst permanent exhibit, judged by Sir Norman Foster.

Paolo launched VANY: Vision Alliance New York for empowering his pursuit of large-scale urban development work in the Middle East & Asia with a cross-discipline team providing turn-key integrated brand & architecture services. Prior to co-founding bbcreative, Paolo was an Associate with Gensler, designer with Peter Marino and team leader at Rafael Vinoly Architects.



### **Piyush Shah**

**Senior Principal Consultant & Business Head**  
Creative, Production & Media Advisory

He began his career as a freelancer before becoming well-known as one of the founders of Bandish Productions. He has a strong background from the Film & Television Institute of India, and he has contributed significantly to more than 120 feature films. He has completed more than 500 video campaigns for global companies, such as Ferrero, Sany, Lupin, Chitale Bandhu, John Deere, Armstrong, Kotak Mutual Funds, and ICICI. His expertise also includes digital marketing and brand strategy.

He has managed movie projects in more than seven languages, regularly producing critically acclaimed and commercially successful films. With an internal staff of more than eighty specialists working out of their cutting-edge studios in Pune, Mumbai, and Dubai, Bandish Productions is capable of managing a wide range of projects. Their more than 4,000 square foot facilities are outfitted with

### **IRY partnered Production House with Creative & Media Agency** **Bandish Productions**

The Production House is a trusted partner in branding, strategizing, and marketing, offering services such as digital marketing, campaign execution, and video production. Over the past four years, our team of over 60 professionals has helped brands enhance sales, improve conversion rates, and meet key performance indicators with tailored strategies. We have executed over 500 video campaigns for multinational companies like Ferrero, Sany, Lupin, Chitale Bandhu, Bajaj, Armstrong, Kotak Mutual Funds, ICICI, and John Deere, consistently delivering results that meet clients' objectives.

Operating from state-of-the-art studios in Pune, Mumbai, and Dubai, our facilities span over 4,000 square feet and are equipped with cutting-edge cellphone cinema gear, ensuring exceptional quality. In addition to branding and marketing, Bandish Productions has contributed to the film industry, working on more than 120 feature films in over 7 languages for OTT platforms like Amazon, Netflix, MX Player, Jio Cinema, and Planet Marathi.

### **Somik Banerjee**

**Senior Principal Consultant**  
**(Branding & Marketing)**

A passionate marketer and a marketing communication professional with over 2 decades of experience in brand & experiential marketing tailor-made for both urban and upcountry markets using ATL, BTL and Digital mediums. He has been associated with some of the leading brand marketing and advertising agencies in the past along with a brief stint in TV production.

In the past he has successfully led the zonal marketing for Mahindra & Mahindra (Automotive) for the East zone. In his previous stint, he was heading the marketing communication department at Tesla Power USA for the Asia-Pacific region.



**Raj Sekhar**  
**Senior Principal Consultant**  
 (Learning & Development)

Raj Sekhar heads Global Leadership Partners, an organization focused on releasing potential and creating Leaders. Prior to this Raj was a General Manager with IBM. Before moving into the Global job, Raj headed Professional Development in Asia Pacific for IBM.

Raj has also worked in the ASEAN Region and in India with IBM. For three years he was responsible for Leadership Development in the 6 ASEAN countries of IBM. In IBM India, Raj has held leadership positions in Business Transformation, Customer Satisfaction, General Services, Procurement, and Learning. During his tenure in IBM India, he was a member of the 7 member executive team that governed IBM India.



**Shubhendu Bose**  
**Senior Principal Consultant**  
 (HR Practice - Talent Acquisition & Strategic Staffing Solutions)

An MBA with 16 years' experience across strategy, business transformation, business development, marketing, and cross border business including development of new markets in India, UK, Europe, Asia, Oceania and the US. Experience in India inbound set ups and joint ventures and technology commercialisation. Successfully built and executed Go-to-market and market expansion strategies across technology, aerospace, financial services, professional services and smart energy. Kim holds an MBA in Strategy from the University of Cambridge and is currently located in Lyon France where she is involved in various projects around sustainability, renewable energy, batteries, cross border trade etc.



**Hitesh Saini**  
**Senior Principal Consultant & Lead**  
 Insurance Practice and Customisation

I started in 2014 after completing my post-graduation in Insurance from Manipal Academy. I went on to work with HDFC, Squareyards, and Policy Bazar, where I gained valuable insights into the insurance market. Working in this domain and interacting with people both inside and outside the industry made me realize the lack of financial literacy among the general population.

Throughout my career, I've witnessed that many people are entirely unaware of how to make insurance claims, and some are unfamiliar with the concept of insurance in general. This realization marked the beginning of my startup journey. I have always been passionate about improving people's lives by addressing real problems, and after years of working with these reputable brands, I noticed a significant knowledge gap when it comes to insurance benefits and the claims process.



**Venkata Krishna Kambhampati**  
**Senior Principal Consultant**  
Pharmaceuticals and Health Care

A seasoned pharmaceutical leader with over 27 years of experience, specializing in quality management, product development, and global commercialization. Proven track record in building strategic partnerships, developing diverse drug portfolios (including oral solids, injectables, films, generics, and biotech), and navigating complex regulatory landscapes.

Successfully launched over 234 products worldwide, including many first-generics and innovative formulations. Expertise in clinical research, regulatory submissions (US FDA, EMEA, TGA, MCC), and technology transfer. Committed to delivering high-quality, affordable medicines to patients globally.



**Ravi Kumar Murarka**  
**Senior Principal Consultant**  
Audit Practice, Finance Compliance Management

Ravi Kumar Murarka, a Chartered Accountant (CA), Company Secretary (CS), and Cost Accountant with over 26 years of experience in finance, has held leadership roles in finance, accounts, and commercial functions. His expertise lies in strategic financial management, financial analysis, and regulatory compliance. Murarka's key areas of expertise include strategic financial management, financial analysis and reporting, and corporate governance and compliance.

His professional qualifications include a Chartered Accountant (CA), Company Secretary (CS), and Cost Accountant. Murarka's key attributes include visionary leadership, effective communication, a result-oriented approach, and continuous learning. He is committed to driving organizational growth, financial stability, and stakeholder value. Murarka is committed to staying updated on industry trends and regulatory changes. He is eager to connect with organizations to explore how he can contribute to their success.



**K Biranchi Narayan Patro**  
**Head - Eastern Geography - India & Investment / Finance Advisory**  
RO - Bhubaneswar

A Chartered Accountant with over 10 years of experience in the finance sector, he specializes in banking, project financing, & auditing of government organizations. His expertise includes deep knowledge of banking operations, regulatory compliance, & financial analysis, as well as proficiency in credit assessment, financial statement analysis, & loan approval processes. He has experience in guiding clients through the loan process, preparing detailed project reports & finance proposals, & understanding various subsidy schemes & bank financing options.

He has conducted technical & viability studies for major sectors, particularly food processing, & advised on financial restructuring and managing complex banking procedures. His professional achievements include comprehensive financial advisory & consultancy for startups & established enterprises, project financing solutions, & audit services for government organizations.

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**Carlo Doniselli**

**Partner – Europe**  
Business & Operations

An entrepreneur with extensive experience in management consulting, strategic marketing and supply chain management. He has over 25 years of experience as a manager with the major consulting firms (the Big Four), where he developed strategic and management consulting projects for important multinational corporations.

He has been involved in numerous collaborations with manufacturing companies in the photovoltaic industry, developing sales and marketing strategies for the domestic and international markets.



**Partha Susarla**

**Partner - Australia**  
Business Operations

He has 30 years experience in leadership, planning and delivery of water infrastructure projects in three countries (Australia, New Zealand and India). Strategic portfolio planning, leadership, design management, construction, assurance, delivery, and integration, of complex public sector water and wastewater infrastructure projects in Australia/Nea Zealand, brownfield & greenfield environments. Cost-effectively delivering projects to the value of \$700M to meet business objectives. Leading and managing capital works programs, teams, assets and contractors/consultants. Motivating, training, and developing, staff, and providing expert advice to optimise results. Strong commercial acumen and experience in preparing business cases (\$800M) to gain funding. Annual Capital and operational budgets, financial, quality, and risk, management,

Board and corporate governance experience, Leading and managing innovation, and cultural and transformational change initiatives. Analysing and improving service levels through Lean, Just in Time and other methodologies. Communicating, and building positive relationships, with multiple stakeholders including cross- functional teams, government entities, local councils, service providers and customers. Safety leadership and compliance with WH&S, Environmental, and Industry standards



**Md Tareq Aziz**  
Partner – Canada  
Business & Operations

Md Tareq Aziz, born in 1970 in Bangladesh, is a renowned marketing professional with an MBA major in Marketing. He has a successful career in brand management and marketing communications, managing marketing activities for MNC and local brands such as Mortien, Veet, Harpic, and Shark Energy Drinks. Tareq has also launched and relaunched brands like Lafarge Supercrete Cement, Emami Fair & Handsome, Veet, Westin Dhaka, and Toyota Avis.

His skills include strategic marketing planning, demand planning, sales forecasting, promotional plans, digital and social media activities, SEO, SEM, Google Analytics, event management, market research, and stakeholder negotiation. He has held key positions such as Executive Director at Building Technology & Ideas Ltd. and Head of Marketing at Partex Star Group, TVS Auto Bangladesh, and Basundhara Group.



**Ashok Gidwani**  
Partner – North America

Mr. Ashok Gidwani is a Mechanical engineer from IIT Kharagpur, 1965. He has worked with Bechtel India Ltd (1965-1967) after which he settled in Pittsburgh, USA. He has done his MBA from University of Pittsburgh, 1969.

He established FABCON which produced metal processing products for steel and aluminium industries. He has also worked as manufacturer's representative for HVAC products that reduced electrical and natural gas usage over traditional products.



# Verticals Of Operations



Organizational focus is on **Mergers and Acquisitions**, operating under primary verticals

Renewable Energy	Infrastructure	Electric Vehicle Ecosystem	Defence Practice	Insurance
<p>Solar</p> <p>Hydro</p> <p>Wind</p> <p>Smart &amp; sustainable solutions</p> <p>Smart city projects &amp; solutions</p>	<p>Land &amp; Buildings</p> <p>Water Projects</p> <p>Pharmaceuticals and Chemicals</p> <p>Energy storage solutions &amp; green power projects</p>	<p>Analysis</p> <p>Finance</p> <p>Management</p> <p>Design</p> <p>Information Technology</p> <p>Compliance</p> <p>Operations</p>	<p>Product &amp; Solutions Development</p> <p>Strategy Development</p> <p>Market Assessment</p> <p>Transaction Advisory</p> <p>Supply Chain &amp; Operations Advisory</p>	<p>B2B &amp; B2C Customised Insurance Coverage products</p> <p>Speciality Insurance Products</p> <p>Project, Portfolio and Individually Designed Products</p> <p>Strategy &amp; Transactions</p> <p>Tax Services</p> <p>Sustainable Finance</p> <p>Finance, risk &amp; actuarial Change</p>

Organizational focus is on **Mergers and Acquisitions** , operating under primary verticals

<b>Entertainment</b>	<b>Services</b>	<b>Manpower</b>	<b>Others</b>
<p><b>Investment &amp; Investor Acquisition</b></p> <p><b>Product and Talent Management and Acquisitions</b></p> <p><b>Cybersecurity Merger Integration</b></p> <p><b>Digitally Integrated Customer Experience</b></p> <p><b>AI and Intelligent Automation</b></p>	<p><b>Audit Practice</b></p> <p><b>Investor Relations and Engagement</b></p> <p><b>M&amp;A advisory and Execution</b></p> <p><b>Solutions and Growth initiatives with Innovative Products and Services</b></p> <p><b>Government liaison &amp; Public Relations</b></p>	<p><b>Sourcing and Execution</b></p> <p><b>L&amp;D</b></p> <p><b>Education, Courseware Development and Execution</b></p>	<p><b>Special Portfolio Project Acquisition and Execution</b></p>

# Special Projects

# Energy Storage Solutions (OPEX)

## Energy Storage Solutions

A unique solution in power to address the Energy Efficiency Gap & its open possibilities for the future growth. It is a business model whereby customers pay for an energy service without having to make any upfront capital investment.

The Energy Storage Solution model usually takes the form of a subscription for battery and battery storage solutions owned by a service company or management of energy usage to deliver the desired energy service.



# Community Water Projects

## Community Water Purification Solutions

The initial treatment process consists of filtration or sedimentation to remove particulate matter from the untreated water. Then, a disinfection process is conducted (usually chlorination) to kill any remaining bacterial and viral pathogens from the filtrated water.

## Community Power Solution (Off Grid)

Community power is the belief that people should have a say over the places in which they live and the services they use. It is a growing movement – with communities across the country, and the world, working together to improve places, public services and each other's lives.



# Waste To Energy

Waste-to-Energy (WtE), also known as energy-from-waste, is a complicated technology in the realm of renewable energy. The waste that is neither recycled nor used is converted to energy in the form of heat, steam or electricity. The electricity generated is fed into the grid and distributed to the households, industries, communities, etc. Hence, WtE provides a cost effective and hygienic alternative to treat residual waste, reducing its volume by 90%. WtE is an integral part to reach 100% RE in future along with other renewable sources.

The world generates approximately over 2 billion tons of solid waste per year with at least 67% WASTE that can be treated in an environmentally safe manner.

For every one ton of waste diverted from a landfill to Waste-to-Energy, an average of ONE TON OF GREENHOUSE GASES can be avoided. WtE PLANTS PRODUCE ZERO WASTE by reducing 90% of the Municipal Solid Waste (MSW) and yielding ash as a by-product, which if reused claims 100% recovery from waste.



# Sun Dryers and Phase Change Material (PCM)

## Phase Change Material for Solar Energy Usages and Storage

Solar energy is a renewable energy source that can be utilized for different applications in today's world. The effective use of solar energy requires a storage medium that can facilitate the storage of excess energy, and then supply this stored energy when it is needed. An effective method of storing thermal energy from solar is through the use of phase change materials (PCMs). PCMs are isothermal in nature, and thus offer higher density energy storage and the ability to operate in a variable range of temperature conditions.

Social awareness, along with the technological development of solar stills can significantly motivate people to use PCM-based energy storage systems.



# Community Project

## Drone Solutions for Vector Borne Diseases

Snaayou Healthcare & IT Solutions Pvt. Ltd is registered with DPIIT and MSME and provides Smart Solutions in the field of Public Health through Drone and other disruptive platforms and solutions since 2018. Vector-borne diseases like Malaria, Dengue, Chikungunya, Filariasis etc. account for more than 17% of all infectious diseases, causing more than 7 lac deaths annually. (W.H.O)

### What solutions does Snaayou Offer?

Snaayou undertakes these Vector Control exercises in any catchment areas namely- Townships, Urban Local Bodies, Schools, Factories that are spread over large areas to name a few. The solutions encompass the following:

- 1.Solution 1-Image Capture&Analysis of affected sites using Unmanned Aerial Vehicles or Drones.
- 2.Solution 2-Larvicide Spraying Drones to contain and eliminate larval breeding sites. Adhere to Planned Repeat Spraying Cycles in larval hot spots based on the tenure of the Larvicide Doses.
- 3.MIS-Generation of valuable and quality MIS reports.





## E-Commerce, Insights & Data Services

More than **15+ Clients**



Advisory Services	Cloud Migrations (App & Data)	Analytics	Emerging Technologies	ERP Implementations	Alliances
<ul style="list-style-type: none"> <li>■ Architecture &amp; Advisory Services</li> <li>■ Implementation Roadmaps / Digital Transformation Journey</li> <li>■ Information Governance</li> <li>■ Accelerators</li> </ul>	<ul style="list-style-type: none"> <li>■ Lift &amp; Shift Migrations</li> <li>■ Re-Host Migrations</li> <li>■ Re-Engineering</li> <li>■ New Enterprise Data Lake Foundations</li> <li>■ Data Warehouse Applications</li> <li>■ Big Data Platforms</li> </ul>	<ul style="list-style-type: none"> <li>■ Descriptive Reporting</li> <li>■ Real Time Analytics (Events &amp; Time Series) &amp; Reporting</li> <li>■ Hyper-Personalization</li> <li>■ Visualization Libraries</li> <li>■ Advanced Analytics / AI Use cases</li> </ul>	<ul style="list-style-type: none"> <li>■ Industry process Automation (Industry 4.0)</li> <li>■ Innovations in BlockChain</li> <li>■ Create EcoSystems with IoT</li> <li>■ BPM</li> <li>■ AR/VR/MR</li> <li>■ Conversational AI / BOTS</li> </ul>	<ul style="list-style-type: none"> <li>• ERP Module Implementations with SAP</li> <li>• ERP Module Implementations with Oracle Fusion</li> <li>• ERP Implementations with Microsoft Dynamics 365</li> </ul>	<ul style="list-style-type: none"> <li>■ Alliances with eCommerce Application Vendors</li> <li>■ Alliance with BPM Company (Business process Management)</li> <li>■ Alliance with Microsoft Technologies</li> <li>■ Alliance with AWS (in progress)</li> </ul>

### DEVOPS & AGILE Methodology

RETAIL

CPG

LOGISTICS

CONSTRUCTION

MANUFACTURING

# Technology Offerings

**FRONT END Technologies**



- Manufacturing
- Payroll
- Production
- HR
- Financials
- Planning
- Distribution
- CRM
- Analytics



# Spectrum of Digital Services

Create a Digital Ecosystem with IoT Things, an inter-connected world that would interact in Real-Time & share data & Information to transform Day-Day operations

Bringing Transformation in construction, Logistics & Supply chain and has improved the Operations by 35%-50%. Blockchain has introduced Transparency & Accountability in Transactions. It will bring Acceleration & Security in the Post Covid-19 era

chatbots offer a Conversational User Interface solutions for your supply chain and logistics operations. Right from placing orders to processing payments and tracking orders, these bots can take up all high volume tasks

DWH, Visualizations & AI/ML is the new norm for the solutions that are going to be build for Data Driven Organizations.

Understand the importance & how AR/VR will enhance the Service Industry, Manufacturing Industry, Tourism that would enhance the productivity

Cloudification Services includes Platform Migration with Lift & Shift, Rebuild/Reengineer, Reboot, Replatform. Advisory Services can be leveraged for right tool

Mobility has been a Strengthening force in the Organizations, bringing Ease of Use and Access Anywhere & Everywhere Mantra





**Our  
Clientele**





# Our Partners

## Project Banking



## Retail Banking



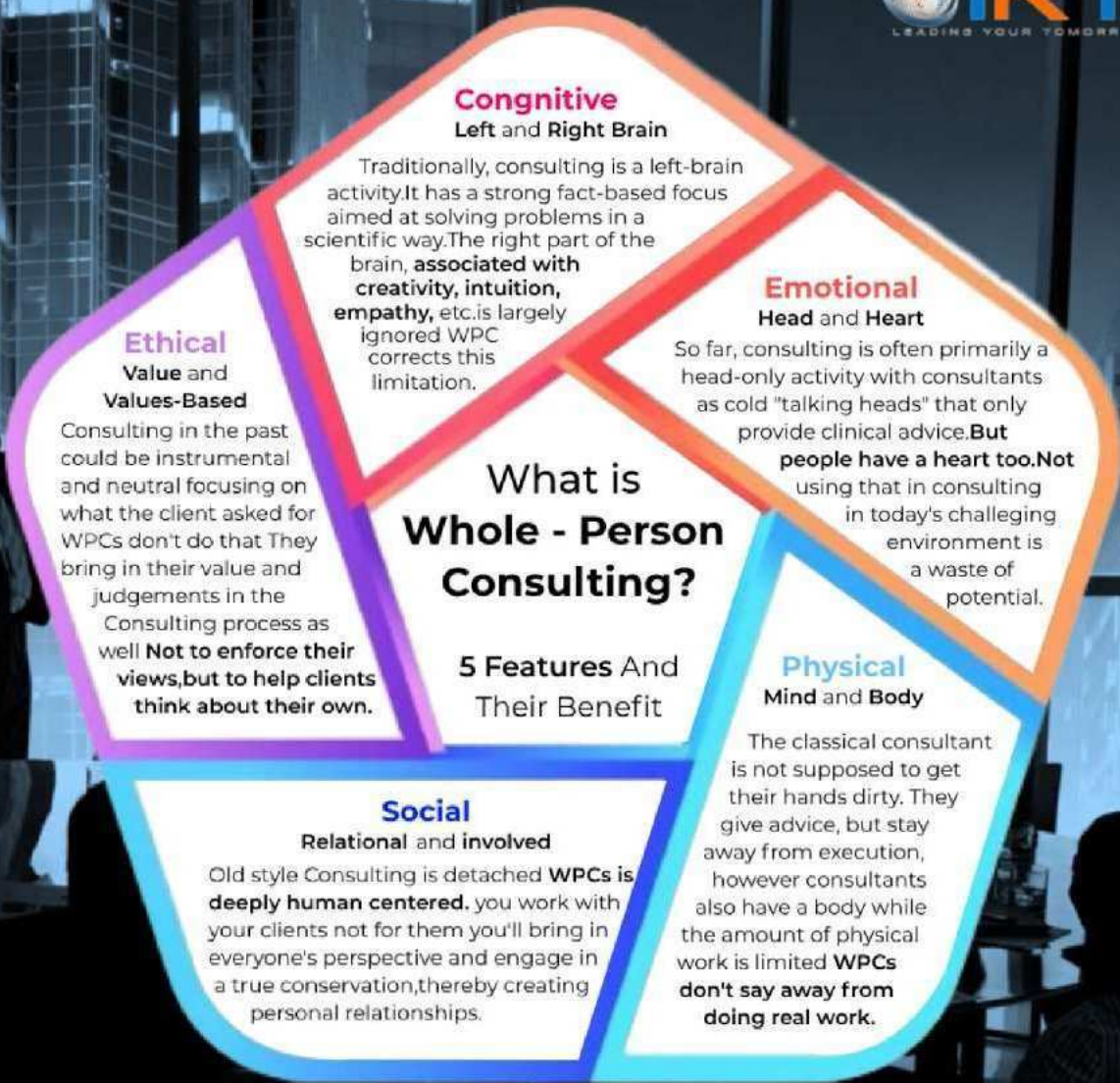
**BANK OF MAURITIUS**



## Industry Associations



# Our Mission, Vision & Objectives





Good consultants bring in their whole selves. They don't play the role of a consultant, or restrict themselves to what is expected. They embrace being a Whole-Person Consultant.

We've seen them: consultants that work according to the book, do what they are supposed to do, often even quite effectively. But, something is missing. They are hard to relate to, wear a mental suit, or don't say what they really think.

I aim to be the exact opposite. When I work with a client, they deserve "all of me" to use John Legend's words. This means not just my consulting skills or intelligence, but also my creativity, personality, and vulnerabilities.

This is what Whole-Person Consulting (WPC) means:

### **COGNITIVE: LEFT and RIGHT BRAIN:**

Traditionally, consulting is a left-brain activity. It has a strong fact-based, cognitive-analytical focus aimed at deconstructing and solving problems in a scientific way. The right part of the brain, associated with creativity, intuition, holistic thinking, empathy and self-awareness is largely ignored. WPC corrects this limitation.

### **EMOTIONAL: HEAD and HEART:**

So far, consulting is often primarily a head-only activity. The image is that of consultants as cold "talking heads" that switch off their emotions and provide clinical advice. But next to a head, people have a heart too. Not using that in consulting in today's challenging environment is a waste of potential



**PHYSICAL: MIND and BODY:**

The classical consultant is not supposed to get their hands dirty. They give advice, but stay away from execution. However, consultants also have a body. While the amount of physical work is of course limited, WPCs don't shy away from doing real work for the client, like helping with implementation.

**SOCIAL: RELATIONAL and INVOLVED:**

Old-style consulting is detached. WPC is deeply human-centered. You work with your clients, not for them. And not just with the top; you'll bring in everyone's perspective and engage in a true conversation, thereby creating personal relationships even if they just last weeks or months.

**ETHICAL: VALUE and VALUES-BASED:**

Consulting in the past could be instrumental and neutral, focusing on what the client asked for. WPCs don't do that. They bring in their values and judgments in the consulting process as well. Not to enforce their views on clients, but to help them think about and challenge their views.

In short, as a Whole--Person Consultant, you bring in your full cognitive, emotional, physical, social and ethical self to the table when you work with a client. You use your "all of me" instead of merely the left side of your brain.

# 2050—the Future!

Wind, water, geo thermal and solar power can meet the world wide demand for 11.804 TW of energy while avoiding the predicted global temperature increase of 2.7 degrees Fahrenheit (1.5 degrees Celsius) above pre industrial levels by 2050.

The researchers outline how doing so would save the lives of 4 million to 7 million people who might have otherwise died from diseases caused by air pollution, save countries more than \$20 trillion overall in health and climate costs, and produce a net increase of more than 24 million long-term



Planet Texas 2050 is a research grand challenge at The University of Texas at Austin. We're a team of more than 150 researchers across all disciplines working together over the next decade to find ways to make our state more resilient in the face of extreme weather events and rapid population growth.



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