









We want to be an essential reference and fundamental in the life of customers who want to look forward.

### **Vision**

We look to the future, to people, to businesses, to technology and make the present simpler and more effective.







### **History**

MK IRY was founded in 2014 as a company dedicated to development and consultancy in the communications and media fields. Over the years the activity has evolved towards the energy market and towards strategic consultancy, no longer addressing the Italian market alone but the global market.

MK IRY is dedicated to development and consultancy in both established and change-oriented business sectors. It operates in an ethical and professional context that sees technological innovation as an added value for business growth and the improvement of the social context in which it operates.

MK IRY is managed by a group of entrepreneurs and managers who have carried out successful projects at an international level in various sectors and in the revision of business processes, accompanying entrepreneurs in the technological evolution of management systems.

MK IRY offers Services 4.0 operating throughout the Italian national territory.

MK IRY creates the T4water brand to promote its products, with our Italian production, in the world of water treatment.



### Did You Know?

MK IRY stands for "Green Earth 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, MK IRY 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.





### Overview

### Highlights of the JV:

Facilitating import and export of materials decided by each state.

### Target Markets:

Large-scale distribution and retail shops in India, South East Asia and GCC Markets.

### **Emphasis on Originality:**

Products remain unchanged, preserving their Original, Brand Quality, Taste and Organic Ingredients.





## Advisory Board



### **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.



### **Agnimitra Paul**

Senior Advisor

Agnimitra Paul is a distinguished social activist and internationally acclaimed fashion designer. She launched her fashion label 'Inga' in 1997, catering to celebrities from the Hindi and Bengali film industries, sports, and political backgrounds. Her brand is built on simplicity, values, cultural ethos, differentiation, and modernity. Paul is also a member of the Central Board of Film Certification and holds an impressive academic background with qualifications in botany, an MBA, and a diploma in fashion designing.

In her role as a social activist, Agnimitra Paul has been involved in numerous projects aimed at empowering women and supporting marginalized communities. She has worked on initiatives such as teaching stitching to women in the Sundarbans, being the convener of the 'Pranaam' project with Kolkata Police to assist senior citizens, and serving as the brand ambassador for Loreto Rainbow Homes, which provides shelter, education, and employment to slum children. Additionally, she has raised funds for visually challenged children, acid-attack victims, and trafficked women.

Paul's contributions have earned her significant recognition, including a letter of appreciation from the US Secretary of State for a customized gift to Hillary Clinton, and designing attire for national football teams and FIFA officials. She has dressed numerous celebrities and received awards like the Swayam Siddha Award, Indian of the Year Award, Time Power Women Award, and Shree Award for Women Excellence in Designing. Her political journey began with her formal joining of the Bharatiya Janata Party in 2019,





Advisor (Dubai Office)

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 & Optimization

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.

Turning challenges into opportunities drove a 20% revenue increase in Power Distribution through organic growth and M&A, while innovative tech reduced T&D losses by Rs. 1750 Cr. Business process improvements saved Rs. 400 Cr. and cashflow improved 40% via Capex optimization. This inclusive approach, led by a highly skilled team, managed the entire power value chain through a sustainable 5D framework.

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.





### Kanika Mohan Saxena

#### Advisor

A renowned executive with two decades of experience in the telecom, entertainment, and media domain. My experience includes responsibilities in P&L 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 1.125 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.

She possesses a deep understanding of market dynamics and a sharp acumen for consumer insights. Additionally, her strong analytical skills and strategic mindset have allowed her to identify untapped opportunities and drive innovation in highly competitive industries.

A TED Talk speaker and a renowned public motivational speaker, she is also India's second female master scuba diving trainer and an advocate for sustainability, ocean conservation, and cancer awareness and support structures.



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**Advisor

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.



# Directors S Leadership Team





### Carlo Doniselli

Chairman

extensive entrepreneur with experience 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 collaborations with manufacturing numerous companies in the photovoltaic industry, developing sales and marketing strategies for the domestic and international markets.



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.





### **Maurizio Scerra**

Director

Maurizio Scerra, a Certified Public Accountant with over 35 years of experience, is a Legal Auditor with extensive experience in various municipalities and public administrations. He has held leadership roles within Confartigianato, an Italian association representing small and medium-sized artisan businesses, and served as an expert member of the Provincial Craft Commission in Crotone. Maurizio was a full member of the audit committee of Tel.Cal Consortium, a collaborative initiative involving Telecom Italia, Intersiel, and Italeco. Currently, he serves as the President of ARA-CALABRIA, the Regional Association of Artisans and SMEs, and is on the Board of Directors of N.E.T. - Natura Energia Territorio SCRL, managing the Innovation Hub focused on renewable energies, energy efficiency, and sustainable environmental resource management in the Calabria Region.

### K. Siva Kumar 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.





### Giacomo Bedin Director

Giacomo Bedin, with over 30 years of experience in advanced technical ceramics, has a focus on glass, foundry, and water treatment applications. He led development operations at an Italian startup for EVA production in the photovoltaic sector from 2008 to 2014, specializing in encapsulating sheets. Bedin also contributed to the launch of new water filtration and purification products in 2020. With global commercial knowledge, he has worked in European, Chinese, Indian, and Korean markets. Bedin has been a speaker at conferences and participated in designing and implementing machinery for photovoltaic cell production and treatment. His expertise includes the production and management of diffusion and firing furnaces and automated systems for cell doping. Bedin is a central figure in the technological and industrial landscape, influencing innovations and leading major projects that have transformed the cell production sector, particularly in water treatment.



### Srinivas Kota 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. They have 33 years of experience in the Infrastructure Industry, focusing on procurement, supply chain management, vendor development, new technology introduction, and engineering design. 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.

They also helped Air Liquide achieve productivity enhancement by reducing the extra overtime index and implementing innovative order booking strategies.







### **Ajay Chablani**

Global Business Head - Garments and Accessories

He has 30+ years experience in Indian fashion retail industry across the fashion value chain, ranging from merchandising, sourcing to brand creation with leading Indian players, such as Shoppers Stop, Big Bazaar, Pantaloons and Reliance Spearheaded revival of private label segment of India's pioneering department store, Shoppers Stop, doubling growth within two years, during challenging pandemic times. Ensured stability of growth by overseeing 12 consistent quarters of growth. Helmed launch of value fashion format and footwear brand in order to enhance revenue-generating pillars of the company.

Additionally, in a previous role at Big Bazaar, led the fashion business, valued at over \$1 billion, breaking industry records with sales of 4 million units per week and achieving 10x sales conversions.

Strategized alliances with global fiber companies like Lycra and Lenzing. Directed and mentored cross-functional team of >300 with 20 direct reporting functional leaders.

### **Anurag Piyush**

Global Business Head - Wines & Specialty Beverages

He has 21 years of experience in senior level assignments in Business Operations with leading organizations of repute in the Fashion-Luxury / E-Commerce / Lifestyle industry / FMCG like Swarovski, Adidas, Arvind Mills Ltd and William Grant & Sons.

Specialization in establishing market and distribution for brands emerging in new and developed markets and is known as one of the senior most professionals from the industry vertical he represents. He is currently based out of Dubai, UAE, and serving as the Leadership Team Member for Africa, Middle East & the Indian Sub-Continent.



### **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.







Senior Principal Consultant Investments & Investor Relationships

Manish Jeloka is a renowned figure in the Banking, Financial Services, and Insurance (BFSI) sector with over 31 years of experience. He has managed business units, identified market opportunities, and driven growth across various domains. He has held positions in the Senior and Country Management Committees of prominent institutions like Citibank, American Express Bank, Sanctum Wealth, and Standard Chartered Bank in India and South Asia. Manish has a deep understanding of the sector and has been instrumental in developing innovative offerings for clients. He is a strong advocate for a positive work environment and excels in managing large teams globally. Manish is also committed to digitalizing the finance vertical to enhance customer experiences and expedite turnarounds. In addition to his professional pursuits, Manish coaches students at the Indian Institute of Management Ahmedabad and assists executives in managing their careers.



### Shivaarti Bajaj

Senior Principal Consultant - IPR/ ESG/ Corporate Law

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. She works very closely with the Start-up India mission and supporting the vision at large. Apart from her law (LL.B) qualifications, she is a Masters in Biotechnology. A certified qualified Patent Attorney in India; and has also successfully completed specialization in "Entrepreneurship in Emerging Economies, Business" from Harvard Business School (HBS edX).



### Navratan Katariya

Senior Principal Consultant (EPC / Technical / Green Global Business Head - St Tech) Experience Management

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, Industry Automation, Smart Cities etc.







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.



### Kumaresh Chatterjee Global Business Head - Speciality Packaged Foods and

CS

Condiments. & CEO - Craftspark Foods and Beverages pltd He is an MBA from ICFAI Business School, Hyderabad, B.Tech Mechanical from Lovely Professional University, Post Graduate Diploma in Industrial and Marine Automation from SMEC Automation and Six Sigma Green Belt Trainee from TUV NORD Germany. Additionally he is National Level Judo player and a National level Boxer. He has been a business enthusiast from a very young age where he also established and owned a restaurant named "K-Sandwich and Pasta" in Lovely Professional university at the age of 19 to cater 35k students, he also build businesses by giving consultancy for 10+ startups in India from the building of a new product to launch. In his 9+ years of experience, he has worked in the strategic team of Vijaya Diagnostics to cater to B2B health needs, Radio Mirchi catering to the strategic tie ups of media marketing in FMCG & Health. He was one of the youngest National Head in a company named Timios now acquired by First Cry where he built a business from 12 lakhs per annum to 25 crs per annum within 2 years span.



### **Apola Bhattacharyya**

Global Business Lead - Speciality Packaged Foods and Condiments & CGO - Craft spark Foods and Beverages pltd.

She is an MBA grad from ICFAI Business School, Hyderabad, BBA from BIT Mesra, An Advanced Trainee in Digital Marketing and Communications from MICA and a certified learner of Diversity and Inclusions with 7+ years of experience in various domains of industries including Health tech, Hospitality & FMCG. She has spent majority of her time & experience in the domain of FMCG industry. She has worked with exemplary brands like AB-Inbev & Brown Forman where she contributed in their growth story of Alcoholic and Non Alcoholic brands and successfully built strategies in launching, branding, growth, expansion and execution of the business in the Key Accounts Channel. She got intrigued by the gap of product offering in the fmcg segment specially for the mass segement, the gap of offering in the snack & sweet pallete of not only each and every state of India but of the world.





### **Somik Banerjee**

Senior Principal Consultant(Branding & Marketing)

A passionate marketeer 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



### **Piyush Shah**

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

He started his entrepreneurial journey as a freelancer, he has risen to prominence as a founding member of Bandish Productions. With a solid foundation from the Film & Television Institute of India, he has made significant contributions to over 120 feature films. His expertise extends to digital marketing & brand strategizing where he has executed more than 500 + video campaigns for multinational corporations, including Ferrero, Sany, Lupin, Chitale Bandhu, John Deere, Armstrong, Kotak Mutual Funds, and ICICI.

He has overseen film productions in 7+ languages, consistently delivering award-winning and blockbuster hits. With an in-house team of over 80+ professionals operating from their state-of-the-art studios in Pune, Mumbai, and Dubai. Bandish Productions is equipped to handle diverse projects. Their facilities span over 4,000 square feet and are fitted with cutting-edge cellphone cinema gear.



### IRY partnered Production House with Creative & Media Agency:

The Production House stands as a trusted partner in branding, strategizing, and marketing, offering a comprehensive suite of services including digital marketing, campaign execution, and video production. Over the past four years, our in-house team of over 60+ professionals have consistently helped brands enhance sales, improve conversion rates, and meet key performance indicators through tailored branding and marketing strategies.

Their portfolio includes the execution of over 500+ video campaigns for esteemed multinational companies such as Ferrero, Sany, Lupin, Chitale Bandhu, Bajaj, Armstrong, Kotak Mutual Funds, ICICI, John Deere, etc. Our extensive experience ensures we deliver results that resonate with the clients' objectives and market demands.

Operating from their state-of-the-art studios in Pune, Mumbai, and Dubai, Bandish Productions is equipped to handle diverse projects. The facilities span over 4,000 square feet and are fitted with cutting-edge cellphone cinema gear. This allows them to maintain the highest production standards and deliver exceptional quality.





#### **Hitesh Saini**

Senior Principal Consultant & Lead - Insurance Practice & Customization

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.



#### **Shubhendu Bose**

Senior Principal Consultant
HR Practice - Talent Acquisition & Strategic Staffing
Solutions

"Bose" is an HR Business Architect with more than 15 years of experience in the HR & Talent Acquisition ecosystem. Proven track record of scaling 3X revenue in his last assignment, He believes in drilling down to core business insights with actionable insights & keeping the business lean at all times. A certified Scrum Master, Data Analyst, 6 Sigma Green Belt & Change Manager. Shubhendu Bose Founder & Director of Informica Solutions.



### 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.





#### Pratha Susarala

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/NZ, brownfield and 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 optimize 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 Analyzing and improving service levels through Lean, Just in Time and other methodologies Communicating, and building positive relationships, with multiple stakeholders including crossfunctional teams, government entities, local councils, service providers and customers Safety leadership and compliance with WH&S, Environmental, and Industry standards

### **Md Tareg Aziz**

Partner - Canada **Business & Operations** 

Md Tareg 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 Super Crete 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 Business & Operations

Mr. Ashok Cidwani 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 aluminum industries. He has also worked as manufacturer's representative for®HVAC products that reduced electrical and natural gas usage over traditional products.



### Ms. Syeda Shahrazad Rahman

Partner - Bangladesh Business & Operations

Ms. Syeda Shahrazad Rahman is a business development expert With over fifteen years of experience in various industries. She has worked with multinational corporations and foreign diplomatic missions, and is affiliated with diplomatic Maverick, a family-related Business Consultancy firm. She offers voluntary pro-bono assistance to local and foreign businesses and has helped many companies establish and expand their operations in Bangladesh. Ms. Rahman has a broad range of skills and expertise, enabling her to handle diverse business situations. She is committed to contributing to the community through her philanthropic goals and goals and professional contribution to the Bangladesh economy. MS. Rahman specializes in local, regional, and global business development, including B2B and B2G, corporate communications, PR, stakeholder management, community liaison, CSR, and Customer-based Brand Equity. She is passionate about up skilling and empowering women entrepreneurs and integrating new technology into an organization's mission and the livelihoods of the country's people Bangladesh.





### **Five Main Sectors**



Solar Renewable Energy



Food & Beverages



Designer Garments & Accessories

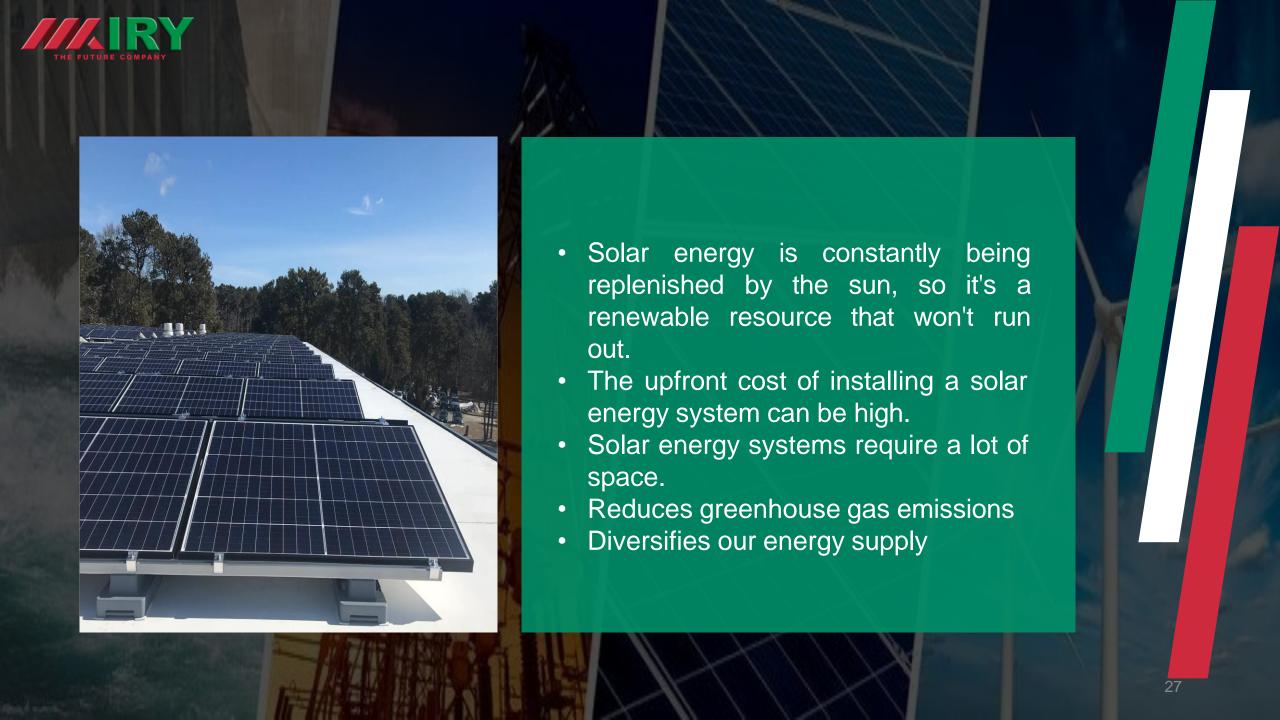


**Speciality Wines** 



Trading & Outsourcing



















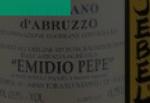
### **Product Range**

Italian alcoholic products with 13- 15° alcohol levels and spirits.

### **Regulatory Challenges**

- Alcohol taxes and government approval required.
- Significant cost and extended resale times.











### **Opportunities**

- Explore outsourcing options from India to Italy and vice versa.
- Applicable to any sector, enhancing cross-border business efficiency.



### Marketing C Labeling

### **Key Considerations**

- Authenticity C originality in product presentation.
- Culturally appropriate packaging C labeling to appeal to local markets.
- Leveraging Italian and Indian brand heritage for market penetration.





### Opportunities

Regulatory hurdles, logistical issues, cultural differences.

### Solutions

- Build a robust compliance team.
- Develop strong logistics partnerships.
- Cultural training for marketing teams.





### Partnership Highlights

 The JV aims to enhance the import-export ecosystem between India C Italy.

Focus on maintaining product originality and quality.

 Strategic division into key sectors: Food, Alcohol, Clothing, Trading/Outsourcing.







### **Project Banking**



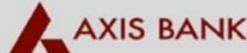






### **Retail Banking**









### **Industry Associations**







Confederation of Indian Industry









### Cognitive

### Left and Right Brain

Traditionally, consulting is a left-brain activity. It has a strong fact-based focus aimed at solving problems in a scientific way. The right part of the brain, associated with creativity, intuition, empathy, etc. is largely ignored WPC

### Emotional

#### Head and Heart

So far, consulting is often primarily a head-only activity with consultants as cold "talking heads" that only provide clinical advice. But people have a heart too. Not using that in consulting in today's challenging environment is a waste of potential.

### What is Whole-Person Consulting?

5 Features And Their Benefits

### 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 limited. WPCs don't shy away from doing real work.

### Social

corrects this

limitation.

Ethical

judgments in the

think about their own.

#### Relational and Involved

Old-style consulting is detached. WPC is deeply human-centered. You work with your clients, not for them. You'll bring in everyone's perspective and engage in a true conversation, thereby creating personal relationships.

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, geothermal and solar power can meet the worldwide demand for 11.804 TW of energy while avoiding the predicted global temperature increase of 2.7 degrees Fahrenheit (1.5 degrees Celsius) above preindustrial 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 jobs.



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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