

A white lighthouse with a black lantern room stands on a rocky shore. The sky is a mix of purple, blue, and orange, suggesting a sunset or sunrise. The lighthouse has a small door at the base and a few windows. The rocks in the foreground are dark and textured.

Strategic Initiatives Management Services

Bridging Strategy and Success

skpgroup.com

In today's business environment, organizations are faced with increasingly complex customer demands, disruptive market forces, technology shifts, and changing global economic environment. These dynamics make it imperative to periodically review goals and priorities and embark on strategic initiatives to ensure organizations continue to grow and develop.

While organizations are typically well-g geared to efficiently manage the day-to-day functioning of the business, people, and processes, major new strategic initiatives tend to be

complex projects with multiple work streams involved. Considerations span diverse areas including Commercial, Technical, Manufacturing, Supply Chain, Finance, Regulatory, and Information Technology. Additionally, restricted bandwidth of available talent, skillsets, or insufficient experience could be impediments to successful management and implementation of such initiatives.

SKP's specialists can step in to help implement your major strategic initiatives.

Key Aspects of Strategic Initiatives

Mergers/Divestitures

- Business Continuity
- Post Merger Integration
- Stabilization and Optimization of Operations
- Identification of Synergies
- Cultural Issues

Greenfield Setups

- Stakeholder Management
- Time and Cost Management
- Government Relations and Regulatory Compliance
- Best Practices

Operational Restructuring

- Tax Optimization
- Minimizing Cash Blockages
- Regulatory Compliance
- Change Management
- Risk Management

Special Projects

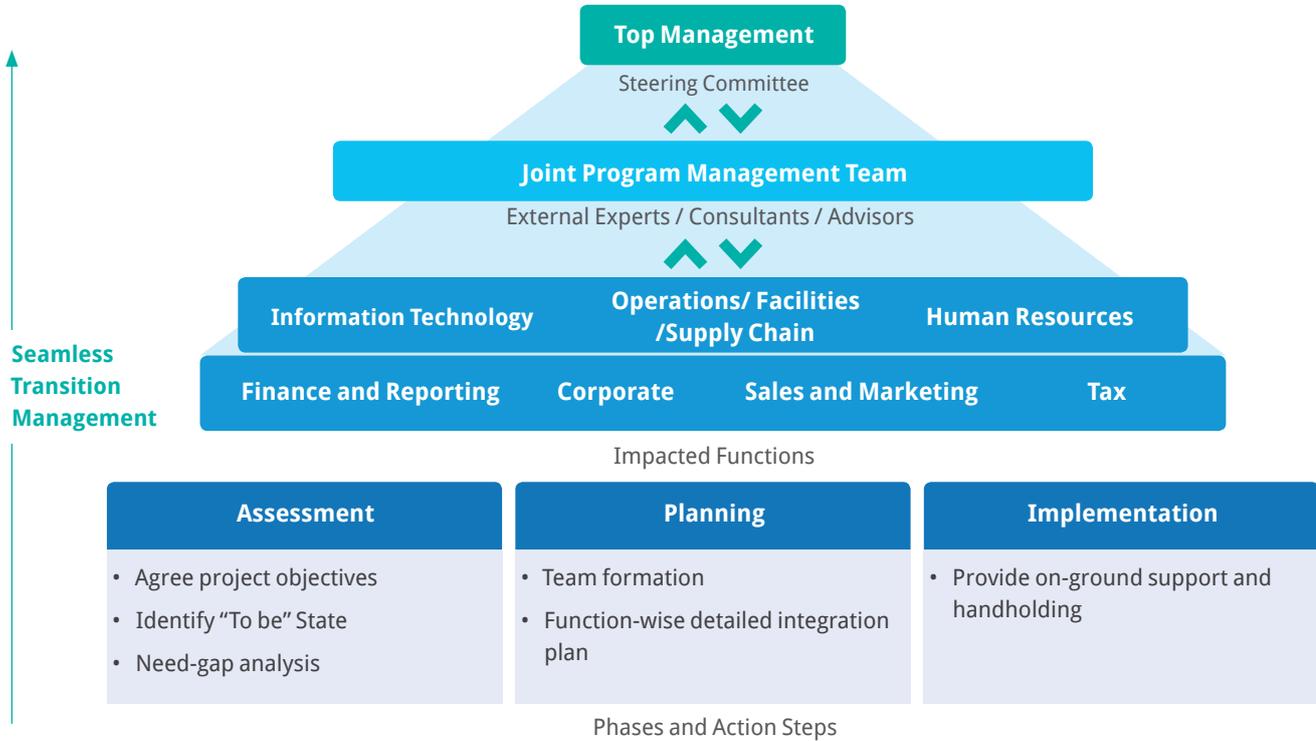
- Clear Value Proposition
- Time-Bound Execution
- Regulatory Changes
- Handover and Training



Our teams have strong capabilities and experience in:

- Serving as the Central Program Management team
- Strategic planning and management
- One-stop advisory to solve project challenges
- Evaluating and monitoring diverse workstream activities to optimize timelines and control project costs
- Bridging execution gaps in activities assigned to individual workstreams

Program Management – Single Window Reporting Structure



- Dedicated team of functional and industry experts
- Seamless transition to client team as we progress to closure
- A team focused on project progress and ensuring alignment between top management expectation and on the ground progress
- Customized technical deliveries combined with extensive local project management support

A single window reporting structure ensures analysis consolidation and unbiased reporting of progress and status to facilitate decision-making for top management.

Our program management service capabilities ensure budget alignment, timely realization of milestones, and compliance of your enterprise's project strategy. We create a customized roadmap, using the right project management tools for your scenario, and defining essential performance indicators and metrics.

SKP Approach

Preparation	Internal and External Assessment	Planning	Implementation and Monitoring
<ul style="list-style-type: none"> • Define project scope and objectives • Select integration team members • Document strategy, processes, and targets to achieve the desired outcome • Brief top management on the overall plan and expectations • Assess and evaluate viewpoints from both operational and leadership teams • Communicate findings to top management 	<ul style="list-style-type: none"> • With project targets as a reference, conduct an: <ul style="list-style-type: none"> – Internal Assessment: As-is scenario – External Assessment: Benchmarking with industry best practices • Interview key stakeholders for inputs • Conduct meetings/site inspections and analyze processes to identify gaps • Engage with frontline operating personnel and document inputs, suggestions, estimates • Identify potential synergies and prepare a draft plan • Identify quality improvement areas and methodologies 	<ul style="list-style-type: none"> • Define budget, timelines, resources, and roles and responsibilities • Set up core program management team (SKP and the client) • Define structure and format for communication • Identify success criteria and metrics • Communicate targets to teams and explain how targets were devised • Finalize project related time and cost aspects • Co-develop a quality solution to bridge gaps between current and ideal processes • Generate alternate strategies and select the 'best fit' with the client 	<ul style="list-style-type: none"> • Work on-ground, identify and communicate issues, and drive decision-making • Co-ordinate with various divisions to ensure execution and realization of synergies in each feasible domain • Monitor and track progress • Provide timely Management Information Systems (MIS) • Build a feedback loop with constant tracking to gauge progress • Progressive transfer of control and ownership to internal teams • Handover of deliverables



Our Credentials

Business Divestiture: Global US Headquartered Banking and Financial Services Corporation

SKP provided strategic initiatives services for a global wealth management and brokerage firm, divesting their wealth management business. The transaction involved the transfer of billions of dollars of assets under management to another global wealth management company.

SKP prepared a detailed transaction execution plan including roadmaps and checklists for critical tasks. Other activities included program management, monitoring, stakeholder coordination, and periodic progress updates to leadership. SKP ensured the transaction was completed on time and on budget.

Restructuring: Stemcor, an independent service provider for the Steel Industry

One of the largest independent steel trading companies engaged SKP to project manage the sale of its Indian iron ore and steel palletization plant. SKP operated as the local advisory team providing support, expert advice, and local knowledge to the Global Chief Restructuring Officer, his team in India, and the group's senior management. The assignment was highly complex requiring adaptability to cultural challenges. SKP ensured that there was complete synergy between various teams.

Post Merger Integration: Cardinal Health, a Global Healthcare Company

Cardinal Health, a Fortune 500 healthcare services company acquired a business line from another Fortune 500 company, and had to deal with post-acquisition process integration across five Asia-Pacific countries.

SKP developed country-specific integration roadmaps, helping Cardinal navigate culturally diverse business practices. Key activities involved monitoring complex business activities, meeting regulatory licensing requirements, and assisting regional leadership in distributor and service provider negotiations. Through the project lifecycle, SKP provided business advisory support with daily stakeholder engagement to manage complex interdependencies.

Acquisition: NHK Springs, one of the world's leading Springs Manufacturer

NHK Springs, listed on the Tokyo Stock Exchange was in discussions with a public Indian company to acquire its spring manufacturing unit.

SKP was contracted by the company's M&A team with an initial mandate to conduct onsite financial and tax due diligence. SKP assisted in pre-acquisition planning and strategy, including advising on aspects such as valuations, negotiations, due diligence, legal support, competition law, tax advisory, registrations, IT integration, accounting, treasury, HR support, and administration. SKP enabled the client to conduct business as usual the next day after transaction closing.

Greenfield Setup: For a US Medical Devices Company

A US medical devices company was looking to set up a manufacturing facility in India. SKP provided business and regulatory advisory support for greenfield manufacturing setup and helped complete it in record time. SKP also provided program management for key aspects including planning, vendor onboarding and management, contractual obligation tracking, registrations and approvals, human resources support, treasury, information technology, drafting of policies and other areas.

Greenfield Setup: Avgol, leading non-woven textile manufacturer

Avgol (listed on the Tel Aviv stock exchange), one of the largest manufacturers of ultra lightweight, top quality non-woven fabrics for hygiene products, wanted to set up a manufacturing facility in India.

SKP was an implementation partner, assisting in planning and execution. The initial part of the project covered entry strategy, capital structuring, location planning, and incorporation. The second part covered project planning, vendor identification, onboarding, negotiations, human resource support, treasury, loan syndication, supply chain management, ERP implementation (including SAP design review for GST) and other areas. SKP completed the project on time and with significant cost savings, and managed to secure government incentives.

About SKP

SKP is a global professional services group with its principal areas of operations in business advisory, end-to-end finance and accounting solutions including attest function and taxation, business process management, and IT risk advisory. SKP's focus is to provide solutions which result in tangible business benefits and performance improvements.

Our multi-disciplinary teams serve clients from various geographies and industries ensuring global standards. With over 80% of our client-base being international, we truly understand the needs of global companies and their expectations and our customized global solutions are designed to factor in local nuances. Our commitment is rooted in a passion for solutions, empowering our people and clients to achieve more.

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