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THE
50
MOST
PROMINENT
CONSULTING
COMPANIES



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CEO & Executive Director



Company of the Month
Consulting Strategies
Concerns of the Consultancy
Industry and Solutions that
Keeps it Afloat

Technological Transformation
Digital Innovations And Artificial
Intelligence - Challenges
And Opportunities For
The Consulting Industry

Breakthrough

Management Group India

Unlocking
Potentials,
Delivering
Results

Breakthrough Management Group India:

Unlocking Potentials,
Delivering Results

To become an excellent organization, consultants have to bring in and demonstrate specific methodological know-hows, and expertise in an industry or industries as well as in functional areas. **Breakthrough Management Group International (BMGI)**, one of the world's leading global consulting firm, focusses on improving client's business performance with a strong emphasis on delivering results. BMGI India has partnered with organizations in various stages of their business life cycles and has delivered cumulative benefits to its clients with a typical **ROI of 5:1 to 20:1**.

BMGI have loyal clientele spread across the globe. Their clients include leading Fortune 1000 Global companies and other Indian companies from diverse industries such as financial services, IT/ITES, airlines, chemicals, FMCG, auto, Engineering, telecommunications, petrochemical, textiles, healthcare & energy.

Some of their global clients are *Hitachi, Siemens, Philips, Unilever, DeBeers, Avis Budget Group, TNT Express, General Dynamics to name a few*. Some of the Indian clients which the BMGI India office has served include *Asian Paints, Apollo Tyres, Aditya Birla Group, HDFC, Standard Chartered Bank, J P Morgan, Max New York Life, ITC, Volkswagen, Aditya Birla Group, Piramal Group, John Deere, Daimler Benz, Vodafone and Reliance Group amongst others*.

Advising Extraordinary Solutions for Multifold Results

Identifying what products to offer, which markets to serve, assisting robust designing of products, improving sales effectiveness, optimizing pricing, improving overall

supply chain productivity, reducing purchasing costs, reducing inventories, and significant improvement in quality and reliability of products and processes (both core and support), are some of the specific areas where **BMGI** supports various organizations in improving their performance.

The foundation of BMGI's services comes under 4 lines - **Innovation, Strategy, Problem Solving and Business Transformation**.

Based on BMGI's D4 approach, **Innovation projects** are envisioned to deliver noteworthy improvements faster than pictured. If any client has an existing product development process, D4 enables significantly faster and robust innovations. Likewise, for greenfield R&D setups, D4 provides a best practices R&D framework that stands on its own to fill the gap of a robust 'New Product Development' process.

D4 stands for **Define, Discover, Develop, and Demonstrate**. BMGI has assisted firms across various sectors such as oil and gas, electronics, FMCG, Auto, Pharma and Chemical Industries, Banking and Financial services in using innovative techniques to support them in designing and executing innovative business ideas, products and processes. BMGI's book '**The Innovator's Toolkit**', serves as a handy guide for Innovation practitioners. Additionally, for R&D professionals seeking scientific first time right design methodologies, BMGI's "**Design for Six Sigma**" serves as a reference.

In the **Strategy** service line, BMGI supports companies by paying emphasis on the right strategy and more importantly on "**implementing**

the strategy". BMGI's uses the '**Balanced Scorecard**' approach for strategy implementation. Additionally, BMGI uses the '**Hoshin Kanri**' approach for organisations that prefer the Japanese approach to strategy deployment. Recently, BMGI had backed a food's major and a top tier 1 auto player in implementing the **Hoshin Kanri methodology** thereby enabling them in translating the vision and strategy, down to the grass root level for effective execution.

BMGI Problem Solving methodology focusses on complex problems, creating significant impact using best practices such as '**Lean Six Sigma**'. Their typical results include delivery of **1-3% of the revenues in profits** in 1-2 years or helping organizations ramp-up growth by > 2X in 5 years timeframe. BMGI's books "**Lean Six Sigma**" and "**A Team Leader's Guide for Lean Kaizen Events**" serve as strong enablers to change practitioners who are looking at continual business improvements.

Under the umbrella of **Business Transformation**, **BMGI** offers services to businesses that want to get into altogether new business lines or start-ups which are looking at radical business models. They assist such firms with their new businesses through planning, organizing resources, monitoring and supporting the implementation. At present, the company is assisting a foremost investment partner firm who is incubating and encouraging several technology led start-ups.

Differentiating Strategy that Positions BMGI as a top Notch firm
With an eye on "Delivering Results", the company partners with its clients and engages with them to ensure that

the recommendations are implemented correctly. The typical guideline to the complete BMGI India team is to excel on results by delivering at least 10 % more than the commitment on the desired performance parameters.

BMGI is one of the few consulting firms globally, willing to link a high-performance variable pay, to the results they commit.

BMGI focusses on delivering extraordinary results

The concept of delivering results and taking on challenging assignments has become the key to clients imposing high faith in the BMGI team and continually engaging and recommending them. This is the first and foremost principle that forms the foundation of BMGI's operating philosophy.

BMGI has done several exemplar projects and some of these include:

Enabling Rapid Growth: For an auto firm which wanted to double its revenues by 100 % in two years, BMGI consultants assisted in leveraging the existing capacity and with minor debottlenecking, the firm is nearing 60% of throughput increase in the first year of engagement itself.

World-class Products: As a world's first in the generics pharma space, BMGI is working with a major generics Pharma firm to enable them on their journey of building a near zero defect product portfolio and have taken pilot molecules in API and formulations, out of which, some of the product characteristics have hit six sigma performance levels (*3.4 defects per million*). For *some of the products, impurity levels have fallen to practically zero, indicating extremely*

high levels of reliability with sigma levels of ten and beyond.

Improved Profitability: *At another firm, wanting to improve their bottom-line by 5 % of revenues within 9 months, BMGI consultants* conducted detailed diagnostic for 3 months and came up with specific recommendations and detailed implementation plans for improving the profitability within 3-6 months.

Hiring Top Talent

The second most important principle that BMGI believes in is, 'hire and deploy the best professionals, who are purposeful, and willing to deliver remarkable outcomes at client site'

"Today, several highly experienced professionals having passion for consulting and several top school candidates from IITs / IIMs/ ISB who believe in the BMGI story, have joined us. I am indebted to the BMGI team who have taken it as their personal mission to ensure that they excel at delivering the client commitments, come what may. As a philosophy, all at BMGI are encouraged to continually learn, handle newer and newer challenges, yet excel!"- Mr. Naresh asserts.

Future Advancements at BMGI

BMGI is continuing to invest and further strengthen its consulting methodologies to deliver high impact results which would provide a

sustainable shift in the client's performance levels. Moreover, with robust IT and Wi-Fi networks happening across the globe and India also continually developing the digital network, BMGI sees a rise for "Teleconsulting" services via video-conference/telephone/email/and expects that about 5-15% of the services will be e-enabled services in the upcoming times.

BMGI uses world-class structured methodologies to significantly improve the topline and bottomline of organisations

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The Visionary CEO of BMGI - India

Mr. Naresh T Raisinghani, CEO and Executive Director of BMGI, has over 30 years of experience in Operations & Consulting and has consulted over 75 organizations globally. As a leading thinker and an expert on Problem Solving, Innovation and Strategy Deployment, today, BMGI under Naresh's leadership has been invited as knowledge partner for several associations such as CII, IPQC, and Lnoppen.

Mr. Naresh has assisted over 100 senior leadership workshops in various organizations such as Reliance, L&T, ITC, Young Presidents Organization and Asian Paints on various aspects of High Performance, and has worked with the senior management to cultivate deployment plans and policies to ensure that results get delivered. Some deployment clients have seen net benefits of typically 2-5% of revenues with returns on investment in excess of 10:1. He also serves as a business coach to numerous entrepreneurs and helps them in their high growth trajectory to build a world class organization.

Prior to beginning BMGI's operations in India, Mr. Naresh was working at Infosys on various corporate business excellence initiatives. He was also instrumental in Infosys's team for winning the IMC Ramakrishna Bajaj National Quality Award. Thereafter, at Infosys Leadership Institute, he assisted in designing a framework for Leadership Development for select high potential leaders besides designing leadership workshops.

Earlier in his career, he worked with Eicher Tractors and Tata Motors in diverse operational roles. Mr. Naresh has completed his Management degree from Harvard Business School in the Owner/President Management Program and holds Bachelors in Mechanical Engineering from the University of Mumbai. [B](#)