

**siliconindia**

# CONSULTANTS<sup>2015</sup> OF THE YEAR



**F**rom a mere advisor to a business-critical arm of an organization who strategically steer the businesses towards the pinnacle of success, the role of a consultant has gained a much more impetus. Needless to say, the same demand has also led to the rise of countless domestic and foreign consulting firms which are churning out high and promising performers, thus making the domain one of the fastest growing industries. It is claimed that the numbers are likely to increase upto 2.2 lakh consultants working across nearly 9000 firms in India, over the next few years.

The success factors for the rising glory are credited to the personal competence, low cost structure, diverse capabilities, high acceptability and quick learning capabilities of these consultants. However, amidst such development, most consultants often overlook quality assurance, quality base, market intelligence, the efficiencies of expertise and such other crucial factors, thus making the hunt and selection of a right partner a daunting feat to achieve. In addition, the rapidly breeding number of the consultants makes the challenge even trickier.

Thus, with the purpose of making it easy for the companies to find an ideal consultant alter-ego who not only help businesses to clear out their stumbling blocks, but also help in meeting their growth objectives, siliconindia identifies "Consultants of the Year - 2015". A distinguished panel of the industry's topmost CEOs, managers, and industry analysts including siliconindia's editorial board scrutinized the list throughout the year. The thorough analysis has made siliconindia to come up with those firms who always step a mile ahead of mere consultants by understanding their clients' needs and handhold the customers in devising the solutions with a business-focused and futuristic approach, irrespective of the genre of the industries.

## BMGI India: Rejuvenating Business Performance

**D**iscovery Health, one of the largest health insurance company wanted to fortify their sustainable growth and their high level of customer service by formalizing its approach to problem solving and equip management at all levels. After investigation, they chose Breakthrough Management Group International (BMGI), a global management consulting services firm, as their partner because of its world class expertise on enabling a self sufficient culture of operational excellence using techniques such as Lean Six Sigma. With Discovery Health getting substantial results on their operational excellence journey, BMGI ensured that the faith reposed by Discovery Health in it was not misplaced and that they had indeed made the best choice!

Headquartered in Longmont, BMGI was incorporated in 1999 by David Silverstein (Global CEO) with the mission to solve critical business problems of their clients and delivering tangible results. With success after success demonstrated on challenging problems at various clients, there was substantial interest in BMGI services leading to setting up 13 offices in just about three years timeframe including BMGI India in Mumbai by early 2002.

Running on the philosophy of continuous evolution of their professionals, products and services based on business landscape ensures BMGI's offerings are best-in-class. The company keeps track of trends and market forces that affect businesses and work to design solutions/upgrade them that will assist clients mitigate current and future challenges. "To ensure that we are able to capture the insights from across geographies, BMGI Leaders from our offices across the globe get together at least once a year to develop and upgrade our services," explains Naresh T Raisinghani, CEO & Executive Director, BMGI India.

Over a period of time, BMGI has progressed and their very first offering of Six Sigma services has evolved into Lean Six Sigma offerings under



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their Operational Excellence services, which enables organizations to address both speed and variation related problems.

### Creating Operational Excellence

Market volatility has become the new normal. Companies are investing in operations excellence attempting to increase their ability to adapt to shifting market conditions and focus on maximising profitability. Being a niche provider of such services with clear



Naresh T Raisinghani,  
CEO & Executive Director

### Key Management:

#### Naresh T Raisinghani, CEO & Executive Director

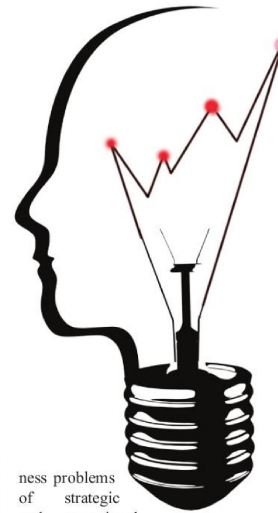
Widely regarded as a leading thinker and an expert in Operational Excellence, Innovation and Strategy Deployment, Naresh comes with over 25 years of operations and consulting experience. He also acts as a business coach for entrepreneurs

focus on excellence, not only their clients but the Industry bodies and various other consulting partners also acknowledge BMGI in this space of operational excellence and collaborate with them.

BMGI today offers an array of services such as Innovation, Strategy besides Operational Excellence and Business Transformation to further assist organizations in meeting their business challenges. One of the strategic engagements which BMGI is working on includes enabling India's leading pigment manufacturer to become the 4<sup>th</sup> largest pigment players in the world. Likewise, BMGI is working with one of the world's largest tractor manufacturers to drive operational excellence across its firm and the supplier group.

ture to ensure success. This also enables them to answer critical questions required for securing funding and be better prepared to secure success," asserts Naresh.

Unlike other major consulting firms who provide good consulting services but are not willing to take on the risk of guaranteeing results, organically grown BMGI has emerged as one of the best known firms in the industry who guarantees results to the projects undertaken and is willing to take on the challenge of a risk-reward based payout. "BMGI prefers this model relative to fixed payouts, as we are willing to take a higher risk for receiving a pro-rata higher gain, as we make the clients succeed," explains Naresh. Firmly pursuing the philosophy of continually evolving its products and services to



#### Quick Facts

**Clients:** Hitachi, Siemens, Philips, Unilever, DeBeers, Avis Budget Group, TNT Express, General Dynamics, Asian Paints, ABG Group, HDFC Bank, ITC, Volkswagen, Piramal Healthcare, Vodafone and Reliance to name a few

**Offerings:** Innovation, Strategy, Operational Excellence, and Business Transformation

**Industries:** Airlines, Automotive, Chemicals, Consumer Products, Education, Energy, Engineering, Entertainment & Media, Financial Services, Healthcare and several others

ness problems of strategic and operational nature, the company enables each team member to develop their competence and become a BMGI certified Black Belt and in times to come, a Master Black Belt. Besides exposing them to various e-Learning (BMGI has the best e-Learning modules in the world on Lean, Six-sigma and Innovation), the company also upgrade their consultants' skills with periodic learning & sharing sessions.

Today, BMGI is recognized as the world leader in harnessing the power of cutting-edge techniques of operational excellence for achieving tangible business results. BMGI India plans doubling every four years, and considers this goal reasonably conservative, but not at the cost of their purpose of providing client excellence. Talking about strategic roadmaps, Naresh says, "If all goes as per plan, we anticipate becoming a substantially large pureplay management-consulting firm in APAC region by 2025".

BMGI India is also assisting start-ups to establish their footprint strongly in the country. For instance, they have recently worked with a dynamic duo that left their MNC jobs and are in the midst of launching an innovative delivery service using bikes in one of the metro cities. This client has successfully raised their first round of funding. "We have established a framework that assists entrepreneurs validate their core idea and develop solutions and their complete business model archi-

be the best, BMGI India rapidly adapts to the changes in market and environment in productive and cost-effective ways.

#### Investing in Employee Skills

'Hire right', 'induct right' and continue to 'develop right' helps BMGI stay true to their strategy. Strongly believing that staff training and development can help develop critical and innovative problem solving skills to solve some of the most difficult and challenging busi-