



# Strategic Management Solutions

Strategically Multiply your Success



## Specialized in Developing:

- Customized
- Innovative
- Value added
- Cost Reductions
- Dynamic Solutions



## Our Services :

- Transform your Purchase department
- Strategic Sourcing
- Supplier Evaluation
- Supplier Due Diligence
- Supplier Audit Inspection & Selection
- Supplier Relationship Management
- Indian Virtual Office for Procurement
- Indian Virtual Office for Marketing
- Soft Skill Training & Development

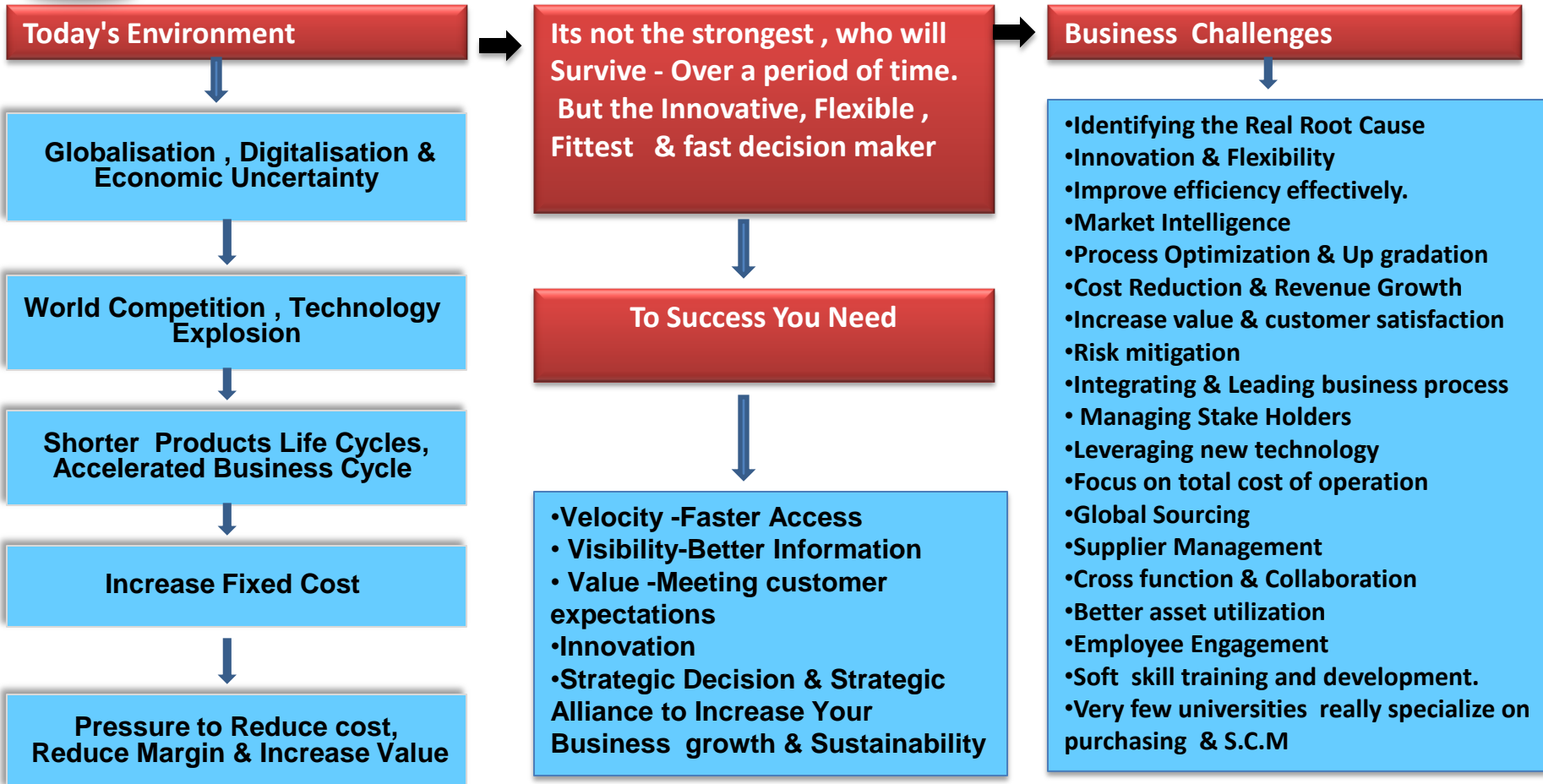


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Your One Point Solutions

## Strategic Management Solutions



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## Why Choose Us

**Highly Experience Team**

➔ **Managed successfully Multimillion USD Project ,Having Global Exposure, Excellent Interpersonal skill, Customer Centric , Business Focus , Result oriented.**

**Specialised in Developing**

➔ **Customised ,Innovative,, Cost Effective ,Value added , Dynamic solutions**

**We Increase**

➔ **Customer satisfaction, Market share, Business profitability , Value creation, Process visibility ,Employee Engagement, Innovation.**

**We reduce**

➔ **Total cost, Business Process Cycle time , Business risk**

**Achieved Measurable Result**

➔ **Reduce Bitumen import cost by 12.55%; Gypsum Sourcing cost reduction by 18%;Scrapes Sourcing cost Reduce by INR 4,20,000/- which help customer to increase his profitability by 18.66%**

**Unique Training program**

➔ **Customized & focus on your Organization specific issue .This result very high level of success ratio in comparison with standard certification program available in the market . Since most of certification program create more value for employee instead of employer . It has been Observed that most of the time employee negotiate with this certificates & move to other Organization at your training cost**



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## Globally Experienced Team

### **Mr. Kiranjeet R. Singh (C.E.O.) :**

B.E. ,Chartered Engineer ,D.M.M. from Prin. L.N. Welingkar Institute of Management .Internationally trained with proven 22+ years of track record . Leded & executed Multi-Million USD Projects in the field of Supply chain Management, Project Procurement, Global Sourcing, Vendor Development, Export & Import &Logistic .Worked with world top power projects MNC like ALSTOM JV as Associate Vice presidents (Procurement, Sourcing &SCM) & Wartsila . Audited world's Top Organization across the Globe .In 2015 Honored with " Indian leadership award" for Industrial development. Travelled (+12 Countries) , Business association with over 25 countries & Business exposure with +36 international port .

**Mr. A. K. Sabharwal ( Sr. Consultant):** B.E.(Mech),+40 years of enrich experience in the field of Manufacturing &Fabrication , Welding Technology , Production Planning for 500 MW Steam Turbine and Generator Assemblies, Heat Exchangers. ALSTOM JV company play major role for setting Establishment for Fabrication Unit for manufacture of Heat Exchangers and related Equipments for 660 MW and 800MW TG Sets.

**Mr. S.S.R.MALLAMPALLI ( Sr. Consultant) :** B.E. Mech., Certified Lead Assessor on QMS(ISO9001) & EMS(ISO14001),+39 years of experience out of which +37 year with BHEL. Expertise in the field of Quality control & Inspection, Quality management, Vendor development, Quality Planning ,Development of system & Procedure as per ASME CODE FOR 'U' & 'U2' symbol code stamp activities including the renewal of accreditation of ASME' U '&' U2'.

**Mr. Tirthankar Chakraborty ( Sr. Consultant) :**+16 years of experience in the field of Shipping , Freight Forwarding , Customs Clearing Services, Customs Bonded CFS. Packing , Distribution and Warehousing, Consolidation , Bulk, Break Bulk and Vessel Chartering, Transportation. Stevedoring ,Bulk Cargo Handling and Logistics .Fully conversant with Indian leading port like Haldia, Mumbai , Mundra, Chennai, Vizag, Kakinada.



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## Our Services

### Transform Purchase Department

- **From Reactive Fire Fighting Mode**
- Order On Indent Basis
- **To Tactical Purchase**
- COST PROCUREMENT
- POLICY ENFORCEMENT
- ORDER NEGOTIATION
- SPEND MANAGEMENT
- **To Strategic Purchase**
- PARTNERSHIP WORLD CLASS S.C.M
- VALUE CREATION
- COLLABORATIVE PROCUREMENT
- SUPPLY OPTIMISATION'
- PROCESS OPIMISATION
- CATAGERIES OPTIMISATION
- SPEND MANAGEMENT
- TOTAL COST OF OWNERSHIP
- BUSINESS INTELIGENT
- DATA MANAGEMENT
- DYNAMIC PLAN

### Strategic Sourcing

- Spend Analyze
- Reviewing existing Contract
- Develop & Design target Price
- Joint discussions with stack holder for total cost saving analysis
- Market Research & Intelligence
- Forecasting demand & supply.
- Identify the best in class Supplier
- Feasibility Analysis
- Risk and Opportunity Evaluation

### Supplier Evaluation

- *Design Request for Information Preparation (RFI):*
- Define scope of work & Design Request for Quotation
- Identify the supplier
- Send RFQ
- Prepare analytical tool for review of proposal
- Bid Tabulation & Evaluation & short list the supplier



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## Our Services

### Supplier Due Diligence

- *Review Key Management team Record*
- *From Where supplier obtain their raw materials or engage with their employees*
- *Foreign currency risk attached to the supplier*
- *Sovereign risk*
- *Are you conscious of your legal rights and performance obligations under the contract*
- *Supplier Compliance*

### Supplier Audit ,Inspections & Selection

- *Review Management Responsibility*
- *QUALITY SYSTEM*
- *Finance*
- *PROJECT MANAGEMENT*
- *DESIGN:*
- *LEAD TIME - LOGISTICS*
- *PRODUCTION*
- *NON-CONFORMITIES*
- *PREVENTIVE AND CORRECTIVE ACTIONS*
- *TRAINING:*
- *E.H.S. ( Environment, Health & Safety)*
- *Total cost basis- scorecard*
- *Terms & condition Negotiation*
- *Selection & Recommendation*
- *Create Contract and Activate Purchasing System*
- *Sample order Follow- up*
- *Standard operating procedure*

### Supplier Relationship Management (SRM)

- *Post order follow up*
- *Supplier performance Evaluation*
- *Idea Sourcing Vs Value Creation*
- *Quality Inspections*
- *Documentation Tracking*

### Import & Export & Logistic support

*Handling Import - Export operational process and procedure. We are also enjoying strong connection with leading Clearing & forwarding agents, warehouse agents, Transporter consultants on Pan India basis to ensure smooth movement of goods from supplier works to your place*



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## Indian Virtual office for Marketing & Sourcing of your products

### Why India

- **Marketing:-**
- *India has emerged as one of the biggest market for the world*
- *According to research firm Dun and Bradstreet, India will become a \$5.6 trillion economy by 2020*
- *India's population keeps on growing*
- *Doing business in India is getting easier.*
- **Sourcing:-**
- *Lower wages ,Stable political and economic environment,*
- *Strict laws to protect know-how and intellectual capital*
- *High qualification of workforce with good knowledge of English languages..*
- *High productivity and good manufacturing equipments*

### Virtual Office for Marketing

- *SMS offer a fully equipped Business virtual office Solutions*
- *Well supported with Qualified experience Professional*
- *Most suitable for the customers who want to cut down their operation cost ,Increase profit Margin & Market share without compromise on quality.*
- *In-depth knowledge of Indian market and clear understanding of its diversity and the culture.*
- *SMS is a choice for many global organizations to ensure they make the right decisions, meet right contacts , protect margins in spite of erosion of average selling prices, or to widen their competitive advantage ,Increase customer satisfaction & Business Growth.*
- *Indian Representation Office*
- *Market Research & Intelligence*
- *Business Partner Search*
- *Feasibility Analysis*

### Virtual Office for Sourcing

- *Supplier Evaluation*
- *Sign Non disclosure Agreement*
- *Supplier Due Diligence*
- *Supplier Audit*
- *Supplier Inspection & Selection*
- *Supplier Development*
- *Strategic Sourcing*
- *Procurement*
- *Contract Management*
- *Post order Follow- up*





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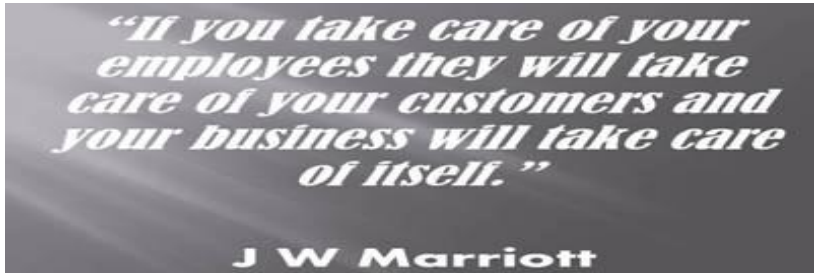
**Soft Skills training**  
Interactive training for  
real business environment  
Get the EDGE in business & life



## Why Training For Organization ?



To run at peak performance, organizations need to have the right people with the right skills in the right place at the right time



To accomplish this, organizations have turned to enterprise-grade Workforce .Keeping pace with continually changing in Business world is hard work for busy professionals. Yet it's essential to keep your skills sharpened and be well informed to maintain your competitive edge



Organization Team member Behaviors shape a company's culture, which in turn can support continuous improvement. A culture that encourages innovation and risk-taking can help an efficiency mindset spread throughout an organization.







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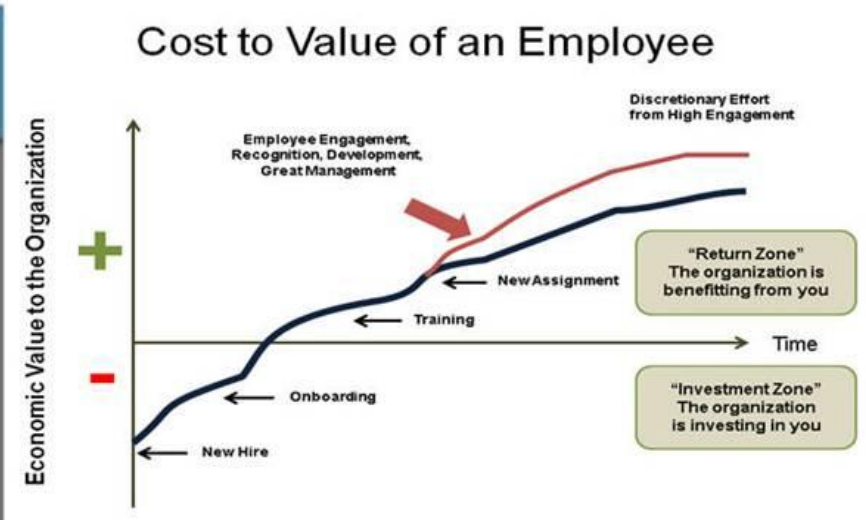
**Soft Skills training**  
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## Type of Employees , Cost to Value of an Employee, How to Engaged Employees through Training & our Key USP of Training Program

### The Three Types of Employees

| ENGAGED   | NON-ENGAGED  | DISENGAGED  |
|---|--|---|
| These employees work with passion and feel a profound connection to their company. They drive innovation and move the organization forward. | Employees are essentially "checked out." They're sleepwalking through their workday, putting time—but not energy or passion—into their work. | Actively disengaged employees aren't just unhappy at work; they're busy acting out their unhappiness. Every day, these workers undermine what their engaged coworkers accomplish. |



Our Training Program are Customized & focus on your Organization specific issue .This result very high level of success ratio in comparison with standard certification program available in the market . Since most of certification program create more value for employee instead of employer . It has been Observed that most of the time employee negotiate with this certificates & move to other Organization at your training cost



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## Why Training For Individual

"IF YOU'RE NOT WILLING TO LEARN, NO ONE CAN HELP YOU. IF YOU'RE DETERMINED TO LEARN, NO ONE CAN STOP YOU."

*"Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young."*

Henry Ford

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Innovation • Empowerment • Transformation  
www.alameleadership.com

Wisdom is not a product of schooling but of the lifelong attempt to acquire it

*The saddest aspect of life right now is that science gathers knowledge faster than society gathers wisdom.*

Isaac Asimov

More science quotes at Today in Science History [todayinsci.com](http://todayinsci.com)

" Average people learn from their mistake, Smart people learn from other people mistake. But the wisest person learns from the others successes ." In today's world its proven that Individual life successes depend on 14% by school education and 86 % by other education .In any organization low level person spend 80 to 90% time with technical & paper work and 10 to 20% time with people, at the same time Top leaders spend 80 to 90% time with people and only 10 to 20% time with technical and paper work .Hence people management is the key success mantra for the people who want to grow in life .

## Our Key Program

- Transformation Of Purchase
- Marketing For Non Marketing Person
- Strategic Negotiation
- Strategic sourcing

- Effective Communication
- Energy Management Vs. Time management
- Discover your Hidden Power & Leadership Skill
- Group, Power ,Politics & Stress Management.



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## Customer - Testimonials and Parasail list Of Client.

### Testimonials

"We are very thankful to you. Because of S.M.S. efficient services, our supply chain cost for Imports of scraps from Australia to India had been reduced by RS. 420000/- and we have increase our profit by +18.66%". **Gopal Sharma - Ozera trading Pvt. Ltd.(Australia.)**

"When we approach Strategic management Solution to source Bitumen for us at that time Oil market was very volatile, still SMS help us to source bitumen in short time with Cost reduction of 12.5% ".**..NARESH PATEL.(Ojas Tarmake PVT. LTD)**

"Kiranjeet, ability of negotiations and convincing the suppliers /business partner is excellent. His ability to create different vendors of same capabilities and quality and delivery precision levels not only resulted in the saving in purchase cost but also alternative reliable source." **Mr. Suresh Gaikwad (Vice President - Alfa Laval India Ltd)**

### Partial Clients List:-







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**Want To Learn More About Our Services ?**

Thank you for your interest in Strategic Management Solutions . Our experience is broad, working with a wide range of industries and business situations .We work with very large and complex services businesses through to single product start-ups.

If you would like to learn how we can add value to your Organization ? Got questions? Need more information? Have feedback for us? Please send us your details mail or call us as per the below contact details. We'd love to hear from you!

## Strategic Management Solutions

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