



STANDWOOD CONSULTING

Aviation, Defense, Infrastructure, IT & Transportation

Introduction

Standwood Consulting, is professionally managed business consulting company, engaged in providing Business Intelligence, Business Consulting, Liaison Support and Business Representation services to global clients in India since 1999.

We ensure that our Clients receive the correct Entry and Business Development strategies for establishing a sustainable business in India that is profitable and scalable. Our core team comprising of seasoned professionals bring in more than 150 years of domain expertise to provide customized services to help our Global Clients.

Standwood provides a complete suite of business advisory and consulting services across various industry verticals and services a wide range of respectable global clients in India.

Our Vision

Once a partner and forever after, we shall be your Real Partner. Asian in origin but global in scope, we are not bound by any one stereotypical globalization strategy. Instead, we take the utmost advantage of the characteristics of the client and locate. Our approach is focused on our client: We are proud of always thinking in

terms of what is best for the client; offering solutions that are not only theoretical but workable; and being responsible for leading the client along the path to success. We offer services of superb quality based on our accumulated, extensive and profound knowledge and experience. As a true leader in the industry, we also strive constantly to explore new services

Our Mission



Our Mission is to offer excellent service in each of our professional disciplines, in accordance with statutory practices, codes of conduct and integrity, there by developing our team and providing a leading platform from which to service the built environment and in particular, our valued Clients.

We bring success to our clients, continuously contribute toward enhancing their corporate value, care for people and deliver results through innovation

OPERATIONS

PROCESS

MANAGEMENT

CONSULTING

STRATEGY

PLANS

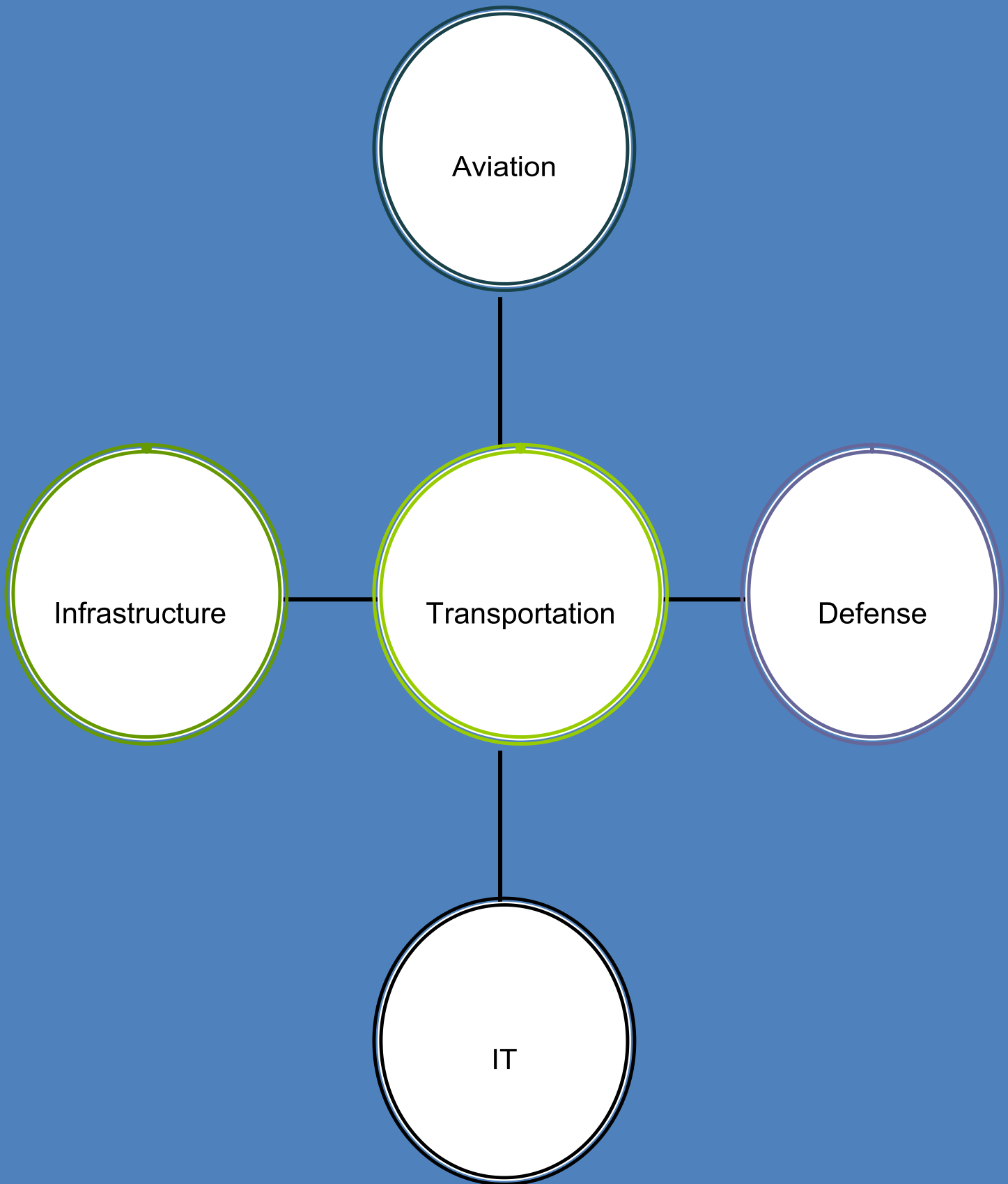
EXPERTISE

ADVICE



Being a multi- disciplinary
consultancy,
Standwood
offers a wide
range services of
Aviation
Defense
Infrastructure
IT
&
Transportation

- Provide business intelligence for Entry Strategies
- Recommend Partners for Strategic Alliances and Deal Structuring
- Provide Reports on Sector specific opportunities
- Represent Clients at Pre-Bid meetings / conferences
- Provide critical inputs for preparation of competitive Bids / Business Proposals
- Act as a single point contact for the Client for Post-Bid support
- Assist Client during the entire Project Life Cycle
- Provide Set-up Consultancy – RBI / MoCA / RoC and others Regulatory Authorities
- Assist with creating suitable infrastructure and staffing
- Liaise with various Govt Agencies for necessary clearances
- Manage disputes (if any) with the Partners / Regulatory / other Agencies
- Assist with accounting, taxation, compliances and legal litigation issues
- Provide cross-cultural inputs to facilitate cross-border business



Aviation

The world is focused on Indian aviation - from manufacturers, tourism boards, airlines and global business to individual travelers, shippers and businessmen. If we can find common purpose among all stakeholders in Indian aviation, a bright future is at hand". This would be a good time for global players to enter India and explore the potential of a large underserved market. India aims to become the third-largest aviation market by 2020 and the largest by 2030



Government agencies project that around 500 Brownfield and Greenfield airports would be required by 2020. The private sector is being encouraged to become actively involved in the construction of airports through different Public Private Partnership models, with concessional land allotment, tax holidays and other incentives.



Defense

India has the third largest military in the world. Indian Aerospace and Defense verticals are one of the most promising sectors with booming market & an ocean of opportunities for Global Companies. The Indian Government spends 40% of the defense budget on capital acquisition, and has set a target of making the Indian Defense market the third largest in the world by 2020



The government policy of promoting self-reliance, indigenization, technology up gradation and achieving economies of scale and development capabilities for exports in the Defense sector is definitely a grate step forward for the Aerospace & Defense.



Infrastructure

Infrastructure sector is a key driver for the Indian economy. The sector is highly responsible for propelling India's overall development and enjoys intense focus from Government. The Government of India has made a record allocation INR 221, 246 crore (US\$33.7 billion) for several infrastructure projects in Union Budget 2016-17, which is expected to provide significant boost to Indian infrastructure sector



The Government of India plans to use the new hybrid-annuity model for allocating contracts under the Public Private Partnership (PPP) projects in highway and Railway Projects, which will help overcome the challenges developers in the Build-Operate-Transfer (BOT) Toll and BOT-Annuity models



Information Technology

India is the world's largest sourcing destination for the information technology (IT) industry. One of the biggest factor that has helped India to make its mark on the world map is its booming IT industrial sector. India is the topmost off shoring destination for IT companies across the world. Having proven its capabilities in delivering both on-shore and off-shore services to global clients, it now offer new gamut of opportunities



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Transportation

The Indian Transportation network is growing at a healthy rate. In the next five years, the Indian transportation market will be the third largest, accounting for 10 per cent of the global market. 100% Foreign Direct Investment (FDI) in the railway infrastructure segment has been allowed recently which has opened up opportunities for participation in infrastructure projects such as high-speed railways, railway lines to and from coal mines and ports, projects relating to electrification, high-speed tracks and suburban corridors



The Indian Railways have finalized a policy to set up solar power plants on rooftops of railway premises, which will help to reduce dependence on fossil fuels by generating electricity from solar panels, as part of the Solar Mission of Indian Railways



Business Philosophy

CLIENT CENTRIC: With a Client focused approach, we take pride in providing the best for the Client; offering solutions that are not only workable but efficient to lead the Client to success.

PROFESSIONAL EXCELLENCE: We offer services of uncompromising quality based on our accumulated, extensive and profound knowledge and experience.



POWER OF DIVERSITY: We share a corporate culture of mutual respect for our Client's core values and business practices, and in turn, help one another to grow.

COLLABORATION: We also share a common goal with the client and take full advantage of each other's wisdom and experience. Our solutions are realistic and intrinsic part of the Client's business.

GLOBAL DIMENSION: Our global and regional experience and network enable us to offer services leading to the results that are specific to the Client.



Approach

Standwood sees teamwork on every project as the key success ingredient and are responsible for creating this environment. The overall project manager is duty-bound in ensuring effective communication to all stakeholders and at all levels. Teams are built by combining the strengths of the individual members and refining skills to meet and exceed the Client's

expectations. We also believe in a hands-on approach on all our projects. This is why a Director of the firm will always be in control of the key unctions on a project. Standwood is equipped with the latest technology and has the necessary staff and resources to ensure the best professional service is provided at all times.



Single point organization to provide Business Success



Team

Lalit Bhardwaj **Aerospace & Defense**

A hard core Aerospace and Defense professional, Lalit brings in an indepth understanding of the Aerospace and Defense Sectors. Lalit's illustrious career spanning over four decades with the IIndian Ordnance Factories, Hindustan Aeronautics Ltd and Tata group etc. Lalit has also been on the Advisory boards of TVS & Punj Lloyad Groups. Lalit brings in a profound understanding of the DPP and Defense Offset Obligations



Jitendra Bhatia **Infrastrurcture & Civil Aviation**

An astute Entrepreneur, Jitendra started his career with Hindustan Aeronautics Limited as a Management Trainee and brings in more than three decades of rich functional experience in Design, Production, Materials and Business Developments across Aviation, Power and Infrastructure business verticals within the Public, Private and MNC sectors. Jitendra specializes in cross border transactions



Masamichi Kawagome **Indo-Japanese Business**

Masamichi Kawagome is a graduate Electronics and Telecommunication Engineer with 30+ years of rich experience in some of the global blue chip companies such as Hitachi, Fidelity etc. With his strong understanding of Indo-Japan bilateral business policies, Mr. Kawagome has been instrumental in positioning Standwood as an undisputed leader in providing trans-national business advisory services to both Indian and Japanese Clients expand their geographic reach



Raghuram Reddy **IT & Technology**

An eminent personality, more than three decades career spanning over Manufacturing and IT includes companies such as Hindustan Aeronautics Ltd and SAP Labs INDIA. Raghu has rich experience of setting up and executing large ERP projects across various business verticals and apart from



Team

M Mitsuhashi **Management Consultant**

Mr. M Mitsuhashi is a hard core Information Technology professional. With more than three decades in US based IT industry in the realm of International Procurement, ERP Functional Consultant and Change Management and subsequently, as the Managing Director of a IT Solutions subsidiary of Japanese listed company, Mr. Mitsuhashi brings almost four decades of rich experience. Mr. Mitsuhashi is a METI certified Management Consultant and currently supports various SMEs achieve trans-national expansion and growth.



J.KANNABIRAN **Director Transportation & Railway**

J Kannabiran former Chairman - Railway Recruitment Board has 47 years of illustrious career spanning Consulting, Construction Maintenance and Liaison support for Railway projects across the World. He brings in rich managerial and business development expertise for mega projects in the Transportation Sector. J Kannabiran is a graduate Civil Engineer with Post Graduation qualifications in Management and has attended various Advance Management Programs both in India and Abroad



Mukesh BA **Finance & Legal**

A qualified Chartered Account, Company Secretary and a Lawyer, Mukesh brings strong Finance, Accounts, Taxation and Legal expertise to the Team. Mukesh has more than three decades of work experience across the government, private and MNC sectors such as KSIIDC, PwC and Synopsys etc. Mukesh heads the Finance and Legal practices



G Ramsubramaniam **Corporate Affairs**

Ram holds a masters in business administration and is a qualified Company Secretary and a Lawyer. Ram has help successfully handled Corporate Affairs of several private and multinational companies such as TAAL, GE-Alsthom and TVS etc. Apart from managing and ensuring all Corporate Compliances, Ram has had the privilege of hand holding various companies through the IPO corridors. Ram heads the Corporate Affairs practice



Contact

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Conclusion

Standwood is a capable and dedicated multi-disciplinary management consultancy with the correct solution-based approach in meeting and exceeding our Client's expectations.

Our experienced and focussed team are well placed and equipped and contain the correct experience and qualifications to carry out their functions with diligence and skill.



It is our vision that Standwood may be of service to all prospective Clients in the Private, Professional and Public sector. Let us provide you with excellent service, proving our motto of “Development you can trust”.

