

Case Studies

Sector	Client	Engagement type	Description
Industrial products	Leading Swiss high-tech industrial group	India expansion strategy	10-year strategy to win 4x revenue growth; leverage India as a hub for sales and services and best cost sourcing
Retail and consumer	UK based mid market apparel company	Partner search	Market assessment followed by a search and screen process to identify potential partners in India
Technology	Leading global satellite communications solutions provider	Market assessment	Detailed market assessment through a comprehensive understanding and filtering of applications in key end use industries
	Top 5 global software company	Channel strategy	Designed a client centric product/service solution portfolio and a partnering process to take them to market in India at an acceptable premium