



RAH CORPORATE ADVISORS

We Mind Your Business



RAH - your path to success

An amalgamation of highly experienced top management professionals who are stalwarts in their areas to help your business succeed!

Background



- **RAH Corporate Advisors** is formed by a **highly professional, exceptionally talented and experienced** team.
- Our aim is to **help our clients achieve success** with a **high degree of response, innovation** and by leveraging **best practices**.
- The uniqueness of RAH is that as many as six members of the team are **currently Managing Directors/Directors/CEOs/Partners** of successful and reputed Companies/Ventures.



Background



- The remaining four members of the team are also highly accomplished professionals being former **Presidents/Directors/CFO/Heads** of reputed medium/large companies.
- The RAH team has a **combined experience of over 400 years!!** This speaks for itself.



Our Purpose

We aim to develop and offer **tailored, innovative and comprehensive solutions** for specific business needs with a special focus on small & medium scale Industries by:

- defining and focusing on the **value proposition** for our clients.
- delivering a **wide spectrum of advisory services and competencies** under one roof, we aim at becoming a one-stop shop for helping clients to overcome myriad business challenges.
- Offering solutions at an **affordable cost**.



Our Core Values



Customer Delight

We believe that whatever we do as a service the center of focus is customer delight.

Business Ethics

We act with integrity.

Transparency

All our actions and behaviour is based on the principle of transparency. There will never be a hidden agenda.

Quality of Service

The service we provide is of highest quality, appreciated by our customer.



Vision Statement

“To be a dream team of domain experts to support predominantly MSME segment with cost competitive services and solutions as a one stop shop.”



Mission Statement



“Build a long term road map for success for our clients”

- By reducing organizational risks
- Discovering new opportunities
- By enabling innovation



Our Team



H P Srivastava

- Founder Director and Vice Chairman of “Deccan Chamber of Commerce, Industries and Agriculture Ltd”, Pune.
- Masters Degree in Business Administration, LLB and Diploma in Labour Laws and Labour Welfare, Diploma in Mechanical Engineering.
- Experience of over three decades in **leadership position for HR & Commercial functions** in India and overseas.
- A combatant member of Indian Air Force over a decade.
- Expertise - **Import/Export, Foreign Trade, HR/IR, GST, Customs, New business ventures, Legal.**



Rathin Sinha

- Managing Director of **San Stampings Pvt Ltd.**,
- B.Tech (Mech.) IIT Powai (Mumbai), Diploma in Marketing Management
- Experience of over 45 Years in sheet metal manufacturing & import substitution
- Expertise - **Manufacturing, Quality, Production planning, Running an SME**



Our Team



Ashish Samarth

- Experience of over two decades as a Captain in the Merchant Navy.
- Founder Director & MD of Samson Freight Pvt. Ltd, one of the largest Freight Forwarders and Custom House Agents at Pune.
- Degree in Master Marine, Licensed Custom F Card.
- Experience of over 48 Years in **Transportation and Logistics**, an expert in Container Shipping, Chartering and Custom clearance.



Yogesh Vaghani

- Experience of over two decades as Director of “Milton Plastics Ltd” Pune.
- Currently Chairman & Managing Director - Vedzen Lean Consulting Group
- Consultant in **Kaizen movement and Lean implementation**
- Received the concepts directly from Lean Enterprise Institute (LEI), USA and Association for Manufacturing Excellence (AME), USA
- Recipient of many Awards for his achievements as an Industrialist and a KAIZEN Guru



Our Team



Rajeev Lokare

- Former **CEO of Classic Industries and Exports Ltd., Pune** (Till June 2021)
- B.E. Mechanical, DBM, M.S. Engineering Business Excellence, Warwick.
- Experience of over 40 Years in **Tata Motors, as VP Operations at TVS Motor Company, Apollo Tyres, Sahyadri Hospitals.**
- **Authorised TPM Instructor from JIPM.**
- Expertise - **Operational excellence initiatives like TQM, TPM, JIT, Maintenance Management Systems, Policy formation and Deployment**



Ramani Kasi

- Former **President of Indo-American company - Raychem RPG Limited** (Till July 2020).
- BE Mechanical, MBA (Marketing) from Jamnalal Bajaj Institute
- Headed a Rs. 1,300 crore turnover company for over a decade and half.
- Rich experience of over three & half decades in leadership position.
- Expertise - **Business Strategy for growth, Anchoring Technology Transfers, Setting up Green field Projects, M&A, Setting up Exports Business, Footprint Rationalisation & Cost Reduction**



Our Team



Bomi Karkaria

- Former **CFO Classic Industries and Exports Ltd.**
- Qualified Chartered Accountant
- Experience of over three and half decades in senior positions at Coca-Cola India, Fujitsu ICIM Ltd. , Rallis India Ltd, American Express Bank, American Express BPO
- Expertise - **What-if analysis, Business restructuring, Budgeting, JVs, Management Reporting, Financial Accounting**



Ravi Kapoor

- Co-founder and Executive Director of Indus Business Advisors LLP
- Former **Executive Vice President & CFO, Bosch Chassis Systems India Ltd, Director – Finance - Piaggio Vehicles Pvt. Ltd**
- B.Tech(Metallurgical Engineering) from IIT – Powai (Bombay), Master of Management Studies (Finance), Jamnalal Bajaj Institute of Management Studies, Bombay University.
- Expertise : **Finance, Change Management , Business Process Improvement & Transformation, Business Strategy, Organizational Development**



Our Team



Prashant Deshmukh

- Chairman & MD – **M/s Prashant Deshmukh Projects Pvt Ltd**, one of India's largest organisation of **Architectural, Engineering and Project Management Consultancy** specializing in projects for **Industrial Complexes & Warehouse**. Having offices at Pune, Chennai & Ahmedabad
- B.Arch. (Bom.) F.I.I.A, M.C.A.
- Experience of over four decades in handling large Projects.
- Former District Governor of Rotary International District 3131 – Pune & Raigad Districts.



Tanmoy Sinha

- Director, Digital Transformation at Gleeds Consulting
- Partner – Cloud Software Solutions
- B.E. (Electronics & Telecom), MBA (NTU Singapore & Univ. of Washington, Seattle, USA)
- Experience of over a decade in Veritas Software and IBM
- Expertise - **Integration of business processes and IT solutions, Data analytics & visualization, automation, Lean thinking and Theory of Constraints applied to material planning and plant scheduling.**



Our Team



Sanjay Mathur

- Managing Partner of Suneer Enterprises (Manufacturing, FMCG), Amoris Aqua Pvt. Ltd. (Marketing, FMCG), Smart Advisory LLP. (Leadership & Management Consulting) and Insinext Consulting LLP. (Recruitment: Franchise of Antal International).
- Formerly MD of Foseco India Limited (Chemicals), Vice President (Foundry), India and ASEAN, Vesuvius Group Plc. & Member Foundry Executive Committee of Vesuvius Group Plc. U.K.
- Prior experience: MD, Pennzoil Quaker State India Limited (Lubricants, Shell), Marketing, Sales and Operations in Shell and BPCL.
- B.E. Chemical, Masters in Marketing (Monash Univ.), AMP (Melbourne Business School), Dip FM (ACCA, U.K.),
- Artificial Intelligence: Strategies for Leading Business Transformation (Northwestern Kellogg Univ.) & Industrial Marketing (INSEAD).
- Expertise: **Coaching and Mentoring Leadership, Transnational entities, Board Matters (Listed), Corporate Governance, CSR, Vision, Mission, Values, Business/Marketing/ Sales and Operations Strategy for turnaround/exponential growth and effective strategy execution**



Overseas Partners



Ras Al Khaimah Economic Zone (RAKEZ)

- Ras Al Khaimah Economic Zone (RAKEZ) is a nurturing hub for startups and SMEs operating in commercial, service and consultancy businesses.
- It is a business and industrial hub that offers customisable solutions to free zone and non-free zone businesses in a multinational community flourishing in over 50 sectors.
- Through our strategic partnership, RAH can facilitate our clients to avail the benefits of setting up a factory/office at RAKEZ.



KBS Global (S) PTL Ltd, Vietnam

- KBS Global Vietnam with its office at Ho Chi Min city, the financial hub of Vietnam.
- The company is headed by Mr. Amit Saxena who has over two decades of presence in Vietnam.
- The Company's core competence is in setting up new ventures in Vietnam and in Exports & Imports.



Overseas Partners



Center Point, Ghana

- Center Point has its head office in Ghana with active projects all over West Africa in Cote D'Ivoire, Ghana, Mali, Sierra Leone.
- The company is headed by Mr. John Maddison.
- The Company's core competency is in Business development, Real estate and Facility management.



Ayoob Kaka Attorneys, South Africa

- Ayoob Kaka Attorneys is a noted Law firm, based at Johannesburg, South Africa.
- The Law Firm, headed by Mr Ayoob Kaka specializes in setting up new ventures in South Africa besides dealing in various commercial and allied matters.



Areas of expertise

New Business Ventures

- 
- Green Field Project
 - Project Viability assessment
 - Joint ventures
 - Technology Transfer
 - Legal Compliances
 - Design and Execution of Industrial Complexes with PMC

Business Strategy

- 
- Business restructuring
 - Change management
 - Strategy formation for growth
 - Sourcing and Supply Chain Management
 - Mergers and acquisitions



Areas of expertise

Operations Excellence



- Total Productive Management (TPM)
- Asset Management
- Total Quality Management (TQM)
- Just in time (JIT), Lean Manufacturing, Kaizen

Import-Export & Logistics



- Export & Import
- Logistics
- DGFT Matters
- Customs



Areas of expertise

Finance, Accounts and Indirect Taxation



- Fund based and non-fund based lines of credit
- Budgeting
- Financial Accounting
- Management Reports
- What-if analysis
- Business restructuring
- Goods and Service tax



Areas of expertise

HR and Commercial



- Human Resource Management
- Performance Management System
- Industrial Relations
- Legal and Commercial matters

Information Technology



- Integration of business processes and IT solutions
- Business optimization using Data analytics
- Decision support systems
- Dashboards, Data visualization and Report automation



Specialised services

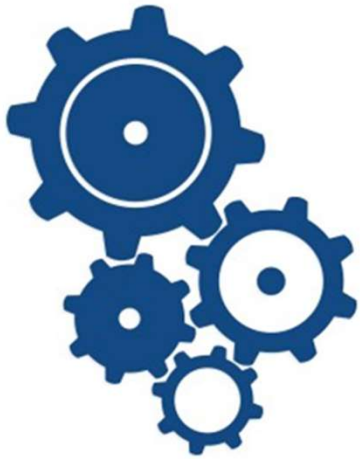


- Turning around of slow moving or loss-making units
- Sourcing and Supply chain development
- Foreign Partner search for Technology upgradation and Technology Transfer
- Mergers & Acquisitions
- Footprint rationalization and cost reduction



Projects in Hand

Some of our current projects are:



- Advising a major business group of South India for setting up a green field project in North-East India.
- Advising a major business group of South India for setting up a green field project in West Africa.
- Advising a start-up company to setup a green-field agri-based project in Telangana.
- Scouting for JV partner for manufacturing and marketing a niche Rubber Product having vast export potential.



Summarising

RAH is committed to quality deliverables, cost optimized and value-added partnerships while providing integrated solutions for setting up business in India.

Our Advisory teams use their industry expertise and strategic business knowledge to incorporate best practices and approach old business models in fresh ways. We help our customers to tap into innovation and stay ahead of curve.

“Make improvement to your business through rock solid systems and they will stick like glue”

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We Mind Your Business

104, Gulmohar Center Point,
Near Viman Nagar Chowk,
Off. Pune Nagar Road
Pune – 411014
Maharashtra, INDIA

*“We Always overestimate the cost
of doing right thing and always
underestimate the cost of doing
wrong thing”*

Henry Ford

We Mind Your Business...

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