



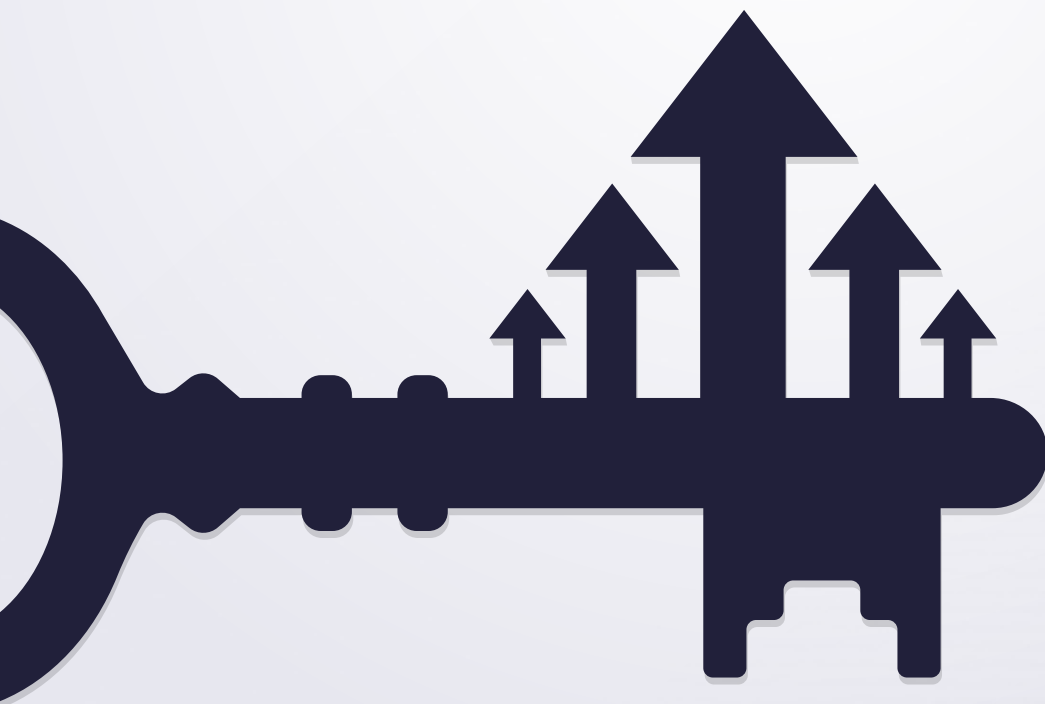
BUSINESS
CONSULTANCY



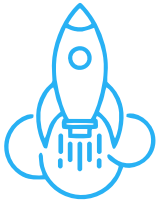
EXPERIENCE
YOU CAN

**TRUST &
SERVICE**

YOU CAN
COUNT UPON



WHO WE ARE



Established in the year 2019, D&M Business Consultancy is constructing the future of businesses by understanding their needs, planning better strategies and delivering efficient results. Being subject matter experts, we are assisting various industries and sectors such as Textiles, Engineering, Retail, Food & Beverages, Pharma, Chemicals, FMCG etc., to maximize their growth.



We are a team of professionals from various domains like Sales & Distribution, Retail, Marketing, Franchisee Networking, HR and we partner with clients in bringing effective solutions to meet the inherent challenges of their key business activities.



We believe that driving all the basic and vital business processes effectively needs to be the mantra of building and running a successful business. We save the time of management by looking over secondary issues to help them to focus more on issues that are affecting the major goals of the firm. We focus on helping businesses to transform and improve business operations, decision-making processes and actions that translate into better outcomes.



We help organisations to solve issues, create value, and improve business performance. We use our skills to provide objective expertise and help an organisation to develop any specialist skills that it may be lacking.



Living by its values, D&M is strongly committed to a tangible transformation in the MSME's way of doing business and taking their growth to the next level.

VISION

On a passionate journey to assist Entrepreneurs and MSMEs to create and run scalable process-driven organizations.

MISSION

To remain 100% committed to our vision with full dedication and passion.

VALUES



MSME & ITS CHALLENGES

The MSME sector of India has always been the centre of attention for a long time. More than 63 million MSMEs form a key pillar of the Indian economy and employ around 110 million people. The contribution of micro industries to the GDP of India is around 30%, while compared with other countries it is at the lower end. In terms of exports, MSMEs contribute about 40% of the overall exports and are an integral part of the supply chain.

As the Indian market is growing rapidly, Indian entrepreneurs are making remarkable progress in various Industries like Engineering Design, Manufacturing, Pharmaceutical, Food Processing, Textile & Garments, Retail, Agro and Service Sectors.

In terms of diversification and expansion across the sectors, MSMEs are now exposed to greater opportunities.



CHALLENGES

MSME sector is majorly plagued with low productivity, lack of efficiency which leads to poor competitiveness in the global sphere.

To ensure that these businesses remain competitive, relevant, & grow, it is important to address a few challenges.

- Talent Management
- Missing Accountability
- Low Productivity
- Stagnant Sales
- Centralized Decision-making



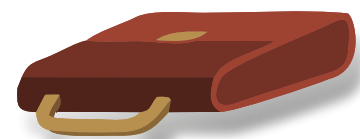
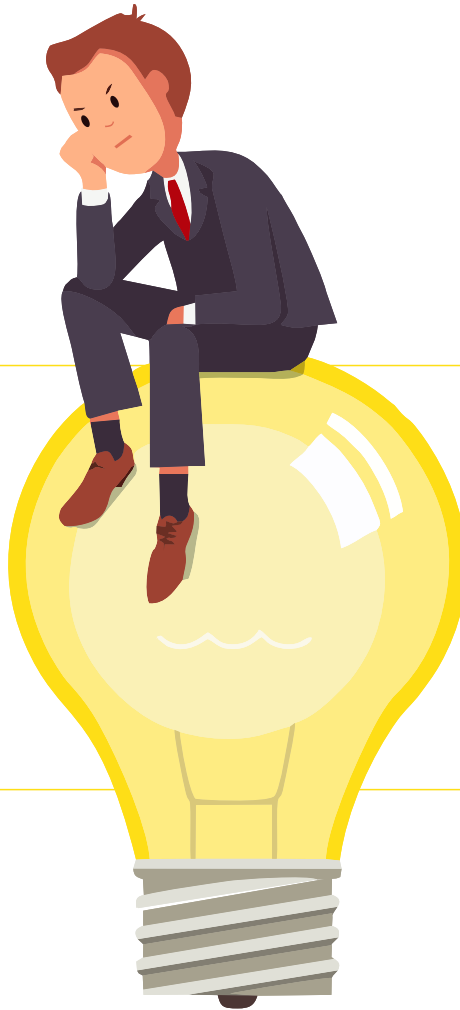
ARE YOU FRUSTRATED BECAUSE

Your efforts
don't seem to be
driving
transformational
growth?

You only spot
opportunities once
the door has been
closed?

Your colleagues
and staff seem
to be working
against each
other?

You are not
doing what you
should be?



If these are the hurdles in the growth of your business, then a well-researched, clear and communicated business strategy is the solution.

Management Consulting is the solution to overcome these challenges in an efficient way.

WHY DO MSMES NEED CONSULTANCY SERVICES

No doubt your business is your own creation but there are some areas where you need the help of an expert. Entrepreneurs often try to convince themselves that they are aware of every aspect of the business so management consulting shouldn't be considered. However, this has been proven over and over again that the cause of business failure is the lack of understanding of the **business operation**.



REASONS TO CHOOSE CONSULTANCY SERVICES

1 To find the most productive ways of doing things other than old streaks

2 To eliminate inefficiencies to sustain high productivity levels of business

3 To save your business performance from taking nose-dive

4 To review your business system to identify weak processes & procedures

5 To plan better strategies for business profitability



MANAGEMENT CONSULTANCY



Goal



Expert



Knowledge



Strategy



Advice



Support



Success

SO WHAT DO WE DO

Hiring a management consultant plays a crucial role in the development of businesses because **they can provide valuable information about the business operation** that allows business owners to quickly identify what areas of the business must be worked out to avoid business failure.

We work with senior leadership and C-level executives to help them identify and implement more efficient and productive operating systems to resolve and overcome their most challenging business issues.

A management consultant can help a business owner overcome challenges related to various functions like Accounting, Human Resources, Operations, Sales, Marketing etc.



A SMARTER APPROACH TO FIND THE RIGHT SOLUTION

Our approach is to view the process as a sequence of phases - **diagnosis, data collection, feedback, implementation, and so on.**

Here are our consulting's **FIVE Fundamental Objectives**, arranged hierarchically:



Making a diagnosis, which may necessitate redefinition of the problem



Making recommendations based on the diagnosis.



Assisting with the implementation of recommended solutions.



Building a commitment and consensus around corrective action.

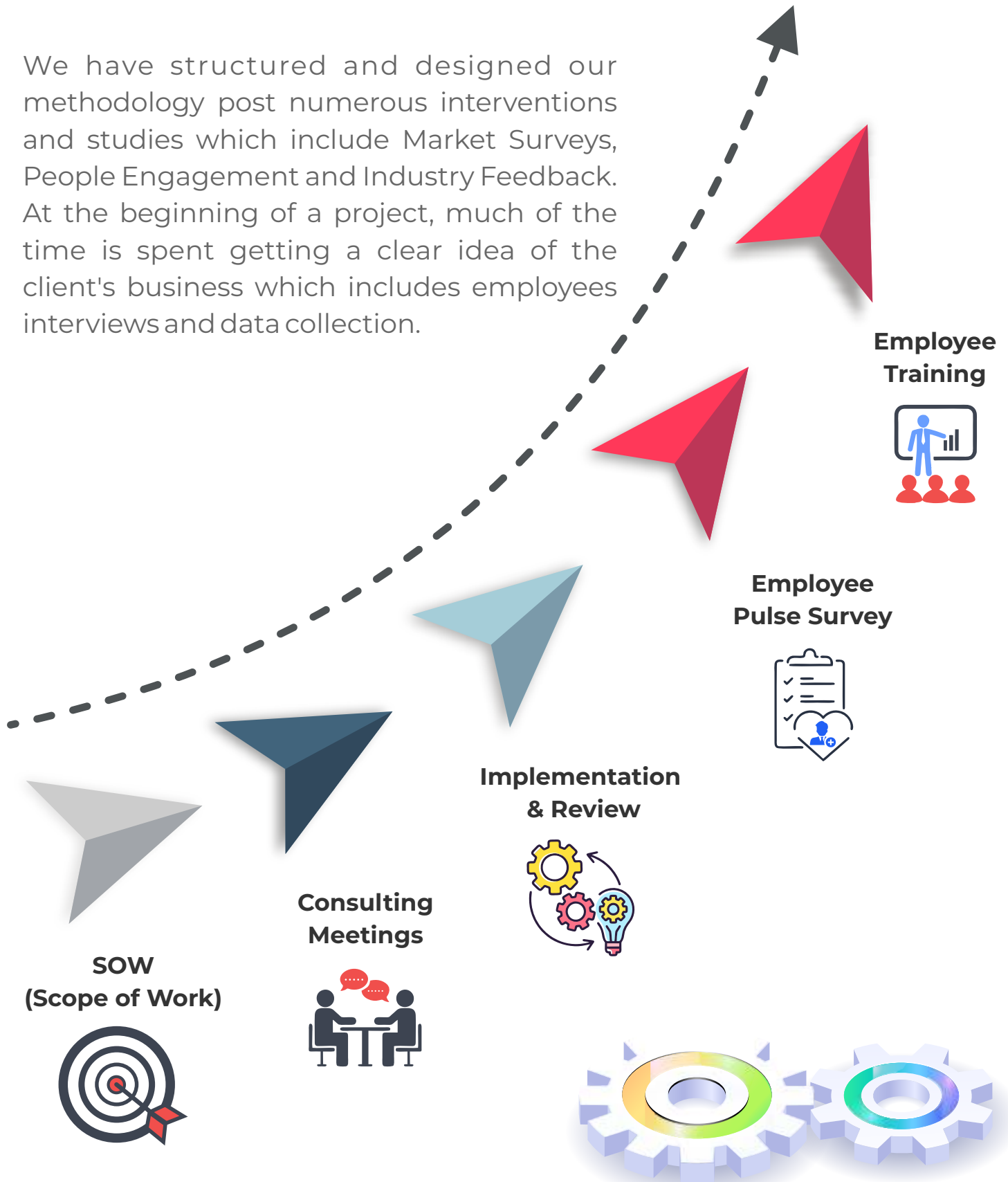


Permanently improving organizational effectiveness.

As every client's problem is different so our solutions will be. Primarily, we'll be concerned with the structure, management, operations and strategy of the company.

OUR 5 STEPS METHODOLOGY

We have structured and designed our methodology post numerous interventions and studies which include Market Surveys, People Engagement and Industry Feedback. At the beginning of a project, much of the time is spent getting a clear idea of the client's business which includes employees interviews and data collection.



WHY US

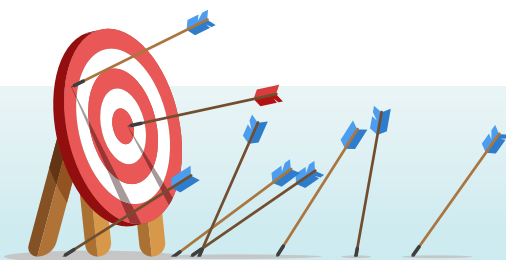
Improved Business Operations



Unbiased and Professional Review



Increased Focus on your Business

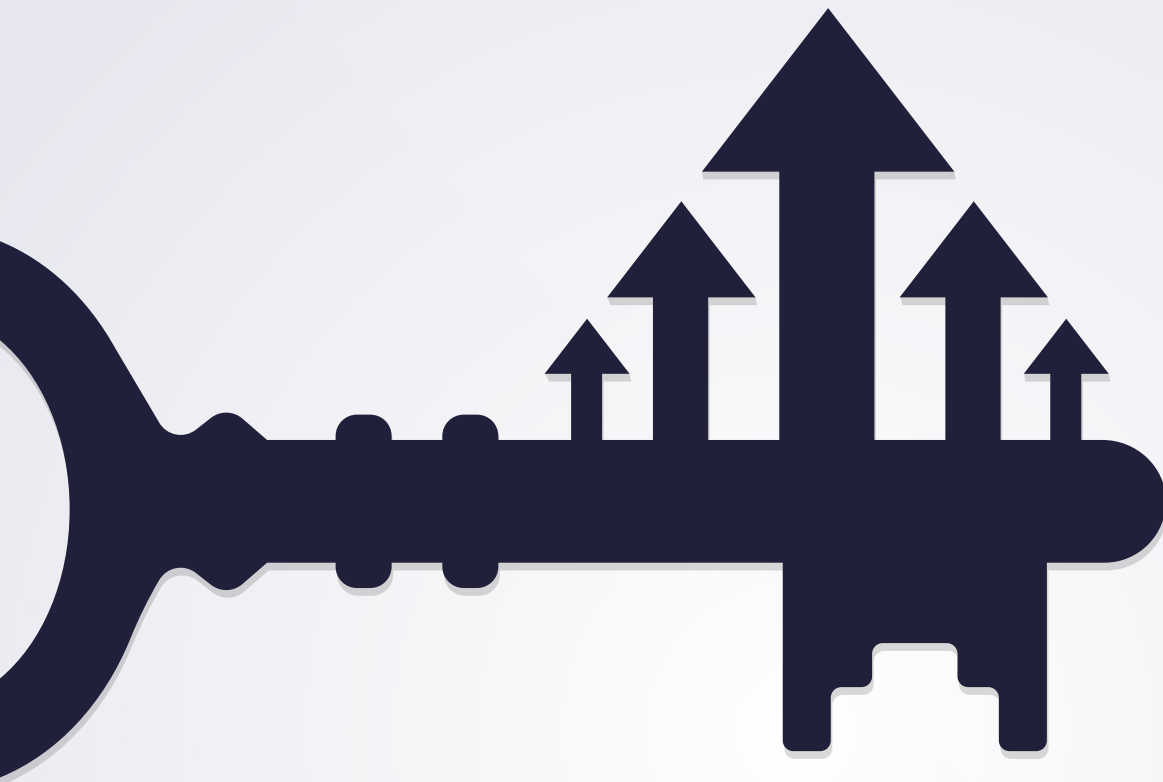


Avoid Common Mistakes



Affordable

Long-term, visionary and great investments always result in a better Return on Investment.



D&M

BUSINESS
CONSULTANCY

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