



PROJECT MANAGEMENT

INDIA ENTRY ADVISORY

AVISTA

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Concept and Approach

Avista & Berhan (A&B) have the required experience and expertise to help your company get established successfully.

Our aim is not to just prepare reports, but to get your business up and running profitably in the shortest possible time. We understand your business and have resourced ourselves accordingly. We are not your consultants – we are an extension of your project team.

- Project team with experience and expertise in place
- Project team works hand in hand with your Project head
- The assigned A&B project team will cover most of the ground work prior to your team getting established in India
- Handover of the project once your team is in place in India.
- We then continue work in specific roles as part of the project team

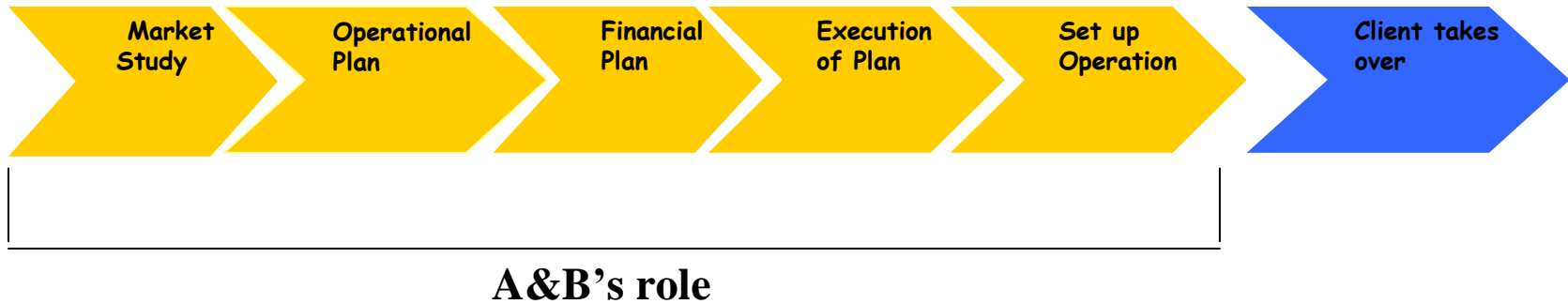


Our expertise

- **Varied modes of entry/ set up**
 - Greenfield Project
 - Design / R&D Centre
 - M&A opportunities
 - Outsourcing – Manufacturing & Design

- **Industry Expertise**
 - Manufacturing
 - Telecom
 - Electronics
 - Industrial
 - Service Industry
 - Information Technology
 - R&D Centre
 - Software Services

Project Management Phases



- **Phase I**
Market study
- **Phase II**
Operational Plan
Financial Plan
- **Phase III**
Execution of the proposed plan
Set up of operation
- **Value Added Services**

Our expertise is in the planning, execution and implementation of the project.



Phase I – Market Study

- To get an in-depth understanding of the Indian market and to come to a decision of whether to go ahead with the proposed investment, a market study is conducted.
- The study has two parts:
 - India Specific
 - Industry Specific
- Based on the market study and the conclusions derived thereof, A&B's role will be to get the project off the ground for you.
- A&B's project team will recommend the most suitable mode of entry into the Indian Market based on current FDI norms, legal issues, financial and technical aspects of the project as well as your internal schedule and timelines to have the project up and running.



Phase II

A&B's designated team along with your Company Project Manager will develop a comprehensive operational plan, to ensure a smooth flow of the project from inception to completion.

- **Operational Plan**

- Appointing the project team
- Temporary office arrangements
- Key human resources
- Potential location identification
- Logistics
- Equipment
- Supply chain management



Phase II

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It is crucial to understand the various cost structures, duties/ taxes which will have an impact on the financial plan. Taking these aspects into consideration, A&B's project team along with your company Project Manager will put together a comprehensive financial plan

- **Financial Plan**
 - Business plan
 - Cost of assignment
 - Projected Balance sheet, P&L statement and cash flows
 - Financial Model
 - Market potential
 - Size of the market
 - Level of sales



Phase III

- **Execution of Proposed Plan**

- The project team will execute the project as detailed in the operational and financial plan.
- A&B will ensure that all licences, statutory approvals, clearances, and equipment are procured and supply partners are identified.

- **Setting up the Operations**

A&B will develop and maintain realistic time lines, ensuring that your project goes from concept to implementation in the shortest possible time.

- Construction of the facility
- Recruitment



Regulatory Functions

A&B will proactively take you through the entire approval process in a systematic manner. A&B has developed a checklist of procedures and documentation involved in the approval processes, a few of which are given below:

- Central and State Sales tax registration, Factories Act registration, Import Export licences etc through local agents.
- Company Incorporation & statutory licences
- Foreign equity restrictions and caps, investment structures / vehicles and routing.
- Apply for and procure the Clearance through the environmental consultants.

The Indian government has been promoting manufacturing activities and offers several incentives and subsidies to investors. A&B will analyze each of these schemes with respect to your specifications, and recommend the most suitable one for your project



Value Added Services

A&B additionally conducts stand alone activities like Business Development and outsourcing activities, depending on client requirements.

- Business development
 - Identify potential customers
 - Customer introduction

- Outsourcing activities
 - Telecom/ Electronics Hardware manufacturing
 - Design & R&D services
 - Information Technology & Software development



Contact Details

For further information on the project management advisory services kindly contact the following:

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