“Strategy without tactics is the slowest path to success; tactics without strategy is the noise before defeat”.

Sun Tzu; Chinese General and Master Strategist. Born ~500 B.C

Growth Navigation

Growth Navigators (GN) in Strategic Alliance with, Value Innovations Inc (VI), Co, USA, offer comprehensive value innovation services in India, to invigorate your company to face challenges with confidence. We offer consulting services on strategic, tactical, operational, cultural, competitive, regulatory and compliance issues to navigate the “Red Ocean”.

We facilitate creating “Blue Ocean” which captures uncontested market space and render competition irrelevant. We call this “Growth Navigation”.

We did an analysis of Management Consulting Industry practice vis-a-vis implications for its customers which we share with you for your perusal overleaf.

In contrast, we assure growth in topline, bottomline and value of the enterprise. If we do not deliver you do not pay. That is our deal.
Management consulting practice vis-a-vis your company

1. Give you a plan based on competitive industry analysis and Excel sheet projections.
2. Implementation of strategy is not part of the contract.
3. Payment for consulting services is based on deliverables or achieving milestones in the contract.

End result is that the evolved plan through such engagement, is not implementable (like Company budgets) and you could still be under competitive pressure, reactive, losing market share and growth.

Criteria for selecting consultants

1. Consultant should partner with you through implementation.
2. Measurable improvement in turnover, profit and value added should be part of targets.
3. To pay only when targets are met against a set of standard of performance agreed in the contract.

Our Proposal

We partner with you in evolving and implementing the strategic plan. The plan shall have measurable performance parameters against agreed on targets which will be monitored quarter on quarter for four quarters. If we do not improve performance as agreed upon in the contract you do not pay.

Some of the Management Consulting Industry Practice adversely affect its client’s performance as indicated above.

What can we do for you?

Our services cover a range of issues at strategic level.

1. Growth issues (topline, bottom line & value)
2. Diversification issues
3. Improving efficiency and productivity
4. Training/ guiding task forces on mission projects
5. Turning around sick/loss making units
6. Improving performance of assets that could be sold off
7. Capacity building of Human Capital

We enter into non-disclosure agreement to be able to work with you.

To know more details about our process based approach, you may like to call/mail issues that are challenging to you or your team.

1. We do not charge for doing an analysis in evaluating your turnover, profit and undesirable effects arising due to competitive issues.
2. We do not charge for identifying underlying challenges to growth and value creation.
3. We facilitate you to create a plan and work with you in implementing it as you deem fit. We ensure “buy in” at all levels with in your company.
4. You need to pay only after realising growth parameters as agreed with you.

Interested?

Fall like a seed, grow like a tree