

Management
Consultants

G



A



C

SETUP. REINVENT. SCALE.



Contents

- OUR BACKGROUND _____ 03
- GAC Business Process re-structuring _____ 04
- MSME BACKGROUND _____ 06
- NEW DEFINITION OF MSME _____ 08
- STIMULUS PACKAGE EXPLAINED _____ 09
- OUR TEAM _____ 14
- REACH US AT _____ 18

OUR BACKGROUND

GAC Consultants, a group of industry veterans with over 100 plus years of solid business experience.

Our five directors are all engineers, alumni of top business schools (IIM / XLRI) or qualified CA/CS/ICWA with expertise in cost management, India value strategy specifically for multinational companies, industrial turnaround and innovation/development of IP.

GAC

Business Process
Restructuring

- Turnaround Management
- Financial restructuring
- Performance Improvement
- Re-Capitalization

Turnaround Management

Stabilize company,
Set winning strategy

- Cost Reduction
- Liquidity Generation
- Product Line rationalization
- Asset Utilization improvement
- Reorganization
- Competitive positioning

Financial Restructuring

Rationalize Debt-Equity Restructuring

- Liquidity Management
- Balance sheet restructuring
- Working Capital Refinancing
- Bank Debt Workout Negotiation

Performance Improvement

Create Essential Functional Capability

- Strategic Action Planning
- Organizational and personnel development
- Marketing and Sales
- Financial Planning and MIS
- Business Process re-engineering

Re-capitalization

Attract New Capital and Owner.

- Business Plan Preparation
- Value Enhancement
- Company Valuation
- Assistance in investor search
- Advocacy in Investors/strategic buyer negotiations.

MSME- BACKGROUND

- ❑ Highly vibrant and dynamic sector
- ❑ Fosters entrepreneurship and generates largest employment opportunities at lower capital cost.
- ❑ Meet demands of domestic as well as global markets.
- ❑ Provides support to existing enterprises by introducing cutting edge technologies.
- ❑ Ministry of MSME runs various schemes aimed at financial assistance, technology assistance and upgradation , infrastructure development, skill development and training, enhancing competitiveness and market assistance of MSMEs.
- ❑ committed towards an agenda of inclusive development, and has taken various initiatives and measures to ensure that demographically as well as geographically weaker sections benefit from its work.



New Definition of MSME

Pre COVID Classifications			
Criteria: Investment in plant & Machinery or Equipment			
Classification	Micro	Small	Medium
Mfg. Enterprises	Investment<Rs. 25Lac	Investment<Rs. 5Cr.	Investment<Rs. 10Cr.
Service Enterprises	Investment<Rs. 10Lac	Investment<Rs. 2Cr.	Investment<Rs. 5Cr.
Revised Classifications			
Criteria: Investment in plant & Machinery or Equipment			
Classification	Micro	Small	Medium
Mfg. Enterprises & Services	Investment<Rs. 1Cr. And Turnover<Rs. 5Cr.	Investment<Rs. 10Cr. And Turnover<Rs. 50Cr.	Investment<Rs. 50Cr. And Turnover<Rs. 250Cr.

INDIAN GOVERNMENT FISCAL STIMULUS



Government has unveiled a plethora of liquidity-driven measures to protect MSMEs, NBFCs and discoms.

Collateral Free Automatic Loan

Features:

1. Collateral-free loan extension up to 20% of outstanding credit
2. Borrowers with outstanding up to Rs. 25 Crore & turnover of up to Rs. 100 Crore will be eligible.
3. The Cut Off date for outstanding balance is - Feb 29, 2020.
4. Applicable to only business loans; vehicle or personal loans are not covered
5. Loans to have 4-year tenor with moratorium of 12 months on Principal repayment
6. Scheme can be availed till 31.10.2020

Benefits:

1. No guarantee fee, No fresh collateral to be provided by borrower
2. Interest rates are capped at 9.25% for bank and FI; 14% for NBFC 100%
3. Credit guarantee provided by the Govt. (NCGTL) to banks on the condition of no interest rate spread.

Limitations:

1. Package benefits only available to Existing Borrowers.
2. No Fresh Disbursements under this scheme.

Subordinate Debt for Stressed MSMEs

Features:

1. Govt. to facilitate provision of Rs. 20,000 Crore as Subordinate Debt to MSMEs which are stressed or have turned NPA
2. Govt. will provide a support of Rs. 4,000 Crore to CGTMSE to banks under the scheme

Benefits:

1. Promoters of stressed MSMEs will be given debt on their personal name against their personal assets/guarantee
2. Functioning MSMEs which are NPA or Stressed will be eligible

Limitations:

1. RBI criteria of NPA and Stressed assets shall apply.
2. Promotor shall infuse this money in business as Equity to improve capital structure and facilitate business operations.

Equity Infusion for MSMEs through Fund of Funds

Features:

1. Fund of Funds (FoF) with Corpus of amount Rs. 10,000 Crores will be set up, giving funds to daughter
2. Fund shall leverage Rs. 50,000 Crore at daughter funds level

Benefits:

Fund of fund will contribute a portion (~20%) towards corpus to AIF registered MSME VC funds, which shall arrange remaining corpus from Investors

Limitations:

1. Actual disbursement of funds will happen through MSME VC funds (Government and Private partnership)
2. Exact modality of application is still awaited.

Global Tenders up to Rs. 200 Crore to be Disallowed

Features:

Global tenders up to Rs. 200 Crore for government procurement to be disallowed

Benefits:

1. Leads to Reduced Unfair Competition from foreign companies
2. A major step towards Self Reliant India to boost Indian entrepreneurs
3. Tenders for Central Govt. Supplies and defence procurement shall be the first to implement the scheme.

Limitations:

1. The JV or consortium framework similar to FDI is expected to be utilised for the purpose.
2. Detailed guidelines are yet to be released.

OUR TEAM

- CORE TEAM
- ADVISORS



CORE TEAM

SRIRAM
KAVIKONDALA



BITS Pilani, IIM-C & Insead with 35 Exp. as a CXO & Entrepreneur. Expertise In Manufacturing, Lean Ops, CFO SVCS, EGOVERNANCE Across A Range Of MFG Companies Of Repute. Member Of Various Prestigious Govt Bodies

Ks Can Sense Operational Gaps Intuitively And Implement Quick Sustainable Fixes—“In One Floor Walk And Ops Review” Some Say

NAVANIT
SAMAIYAR



IIT Dhanbad, XLRI With 30+ Exp. as a CXO & Entrepreneur In IT/ITES, Healthcare, Retail, Agri. Managed Large 25000+ Teams, Driven 40x Growth, Built 5-6 Businesses From Scratch. Lean, Six Sigma Certified, Holds 2 US Patents In Optimization And People Growth.

Nav Has A Unique Knack Of Sensing Opportunities In Adjacencies And Challenge Boundaries Of Thought To Drive Exponential Growth

PETER LASER



Experienced Turnaround Manager, globally experienced in Business Development, Marketing and Sales with a solid engineering background. Established Indian presence for global players like Drägerwerk AG, Karl Storz Endoscopy, successfully did turnaround jobs for IKA India Pvt. Ltd.

Schneider Prototyping India Pvt. Ltd. More than 25 years of living and working successfully in India and a true believer of “incredible India”

AMANDEEP
SINGH BHATIA



15 years of experience in BFSI, M&A and Investments with MNC's. Aman is a serial entrepreneur. Managed large-scale distribution across India. Has strong Industry body & HNI network

Quintessential Sales and relationship person. As “out of the box” in approach as they come

SANJEEV
SANTHALIA



CA,CS,CWA,CFA 15 yrs as CFO, Board of Director and Entrepreneur. Worked in Aerospace & defense Retail, IT, E-Commerce, Mfg., Power, Oil & Gas sectors

Sanjeev is our Numbers person who can dispassionately identify cost saving opportunities and raise early/ manageable cash flow

ADVISORS

ENTREPRENEURIAL MENTOR

ASHOK MISHRA

A serial Entrepreneur and an IT Evangelist. Lead the IT and innovation projects of GAC

PROCUREMENT EXPERT

SUSHANT GUPTA

20+ years of exp. in telecom, IT, procurement

DIGITAL TRANSFORMATION EXPERT

VIMAL MEHTA

Specialization in Digital Transformation

YOGESHWAR NAYYAR

REAL ESTATE EXPERT

25 Years of exp. Land aggregation- Commercial & industrial. Govt. Liaisoning expert.

DIRECTOR

SHALABH BHASIN

An ace equity investor and an ultra-HNI, having a knack of identifying global opportunities

LARGE DISTRIBUTION

DHIRAJ SINGH LATHER

20 Years of exp. In handling large scale BFSI distribution for clients

FINANCE

JASMEET SINGH

20 years of exp. Trusted personnel for management Of all accounts

BIG PICTURE PERSON

SUNDEEP CHAUHAN

33 years of experience in multiple companies, countries and role. Holds expertise in mining sector.

KEY METRICS

100+
YEARS EXPERIENCE

4+
LOCATIONS

10+
CLIENTS

REACH US AT:

AMANDEEP SINGH, CO-FOUNDER/PARTNER

GURGAON, INDIA

aman@gacons.in

+918130202666

NAVANIT SAMIYAAR, PARTNER

GURGAON, INDIA

navanit@gacons.in

+919873803711

PETER LASER, PARTNER

WEDEL, GERMANY

peter.laser@gacons.in

+491626208013



<https://www.linkedin.com/company/gaconsindia/>



<https://www.gacons.in/>

A man in a dark suit, white shirt, and tie is seated at a table, gesturing with his hands as if in a meeting. He is looking towards the right. The background is blurred, showing other people in a meeting setting. The entire image is overlaid with a semi-transparent green filter. The text "Thank you" is centered in white.

Thank you