



SANGUINE
MANAGEMENT
SERVICES

Sanguine Management Service Pvt. Ltd.

Company Profile

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ABOUT SANGUINE MANAGEMENT SERVICES

Sanguine is a Management Consulting and Advisory Company with specialized services in Project Management, Entry Strategy Advisory, Natural Gas Demand Assessment Studies, Impact Assessment Studies, Monitoring and Evaluation Studies, Socio-economic Studies, Institutional Strengthening, Project Feasibility Studies, and other Management Consulting areas. We work with the governments, corporate, private agencies and not for profit organizations.

Our team has expertise in sector and areas like Natural Gas, Health and Nutrition, Forestry, Horticulture, Education, Environment, Steel and Power, Renewable Energy, Public Enterprise Reforms, Organization Restructuring, E-governance, Public Private Partnerships, Food Processing, and various manufacturing industries.

We have an excellent team of experienced resources from the premier institutions like business management, engineering, sector experts, project management experts, management team and Board of Advisors are veterans from the industry and sectors.

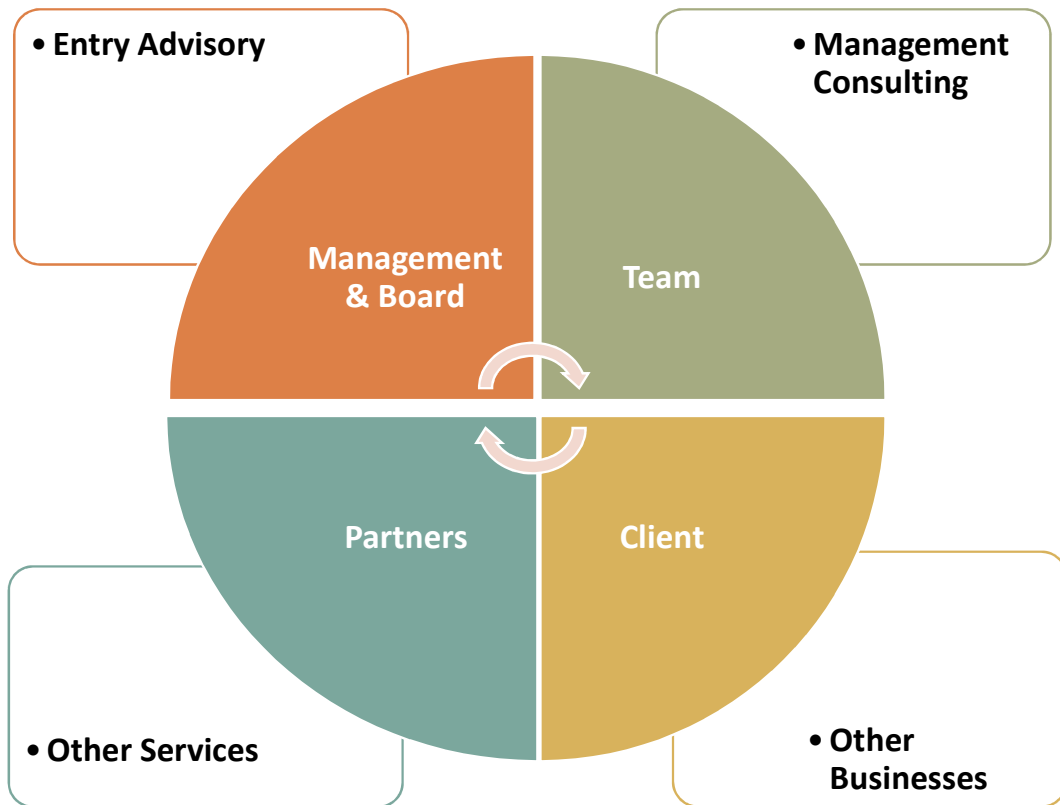
Sanguine is well positioned with professionals coming together from various domains to bring their proven skills and expertise in multidimensional functional areas. The company is well blessed with consortium and the advisory Board having strong academic background and diverse exposure at corporate and development sector. In addition, Sanguine has formed a strong collaborative network of partners and experts from academia and practitioners to bring in complementary skills to service clients across wide social sector domains and business interests.

Sanguine, on account of quality delivery, believes in establishing long-term partnership with the clients, wherein the relative strengths can be employed for mutual benefits. The differentiation in approach is characterized by developing participatory and consultative approach with all the stakeholders in the study or assignment. Sanguine believes in taking the collaboration beyond the project association by undertaking hand-holding and also working out suitable mechanisms for the actualization of the recommendations made in

the project report. The approach of thinking “beyond the project” ensures effective contribution towards improving the effectiveness of the programme design, implementation and monitoring for the primary beneficiaries- the community.

At Sanguine we work with the stakeholder consultation approaches. We are empanelled with Government of Gujarat for undertaking Management Consultancy projects, Evaluation, Impact assessment, Market Research and Intuitional and Capacity Building assignments.

OUR BUSINESS MODEL



PRACTICE AREAS



KEY SERVICE AREAS

Entry Advisory	Our Entry Strategy Advisory Team provides industry handholding set up, single window regulatory approvals and setting up of industries across any sector in the state of Gujarat. We already have an esteemed clientele who are availing our services.
Management Consulting	Our Management Consulting Team provides knowledge services on studies related to Natural Gas Demand Assessment in pan India, Development Sector: Programme

	Impact Assessment studies, Monitoring and Evaluation, Socio-economic Assessment, Institutional Strengthening and Capacity Building, Project Feasibility study, Market Research, and other project management activities.
Other Services	We provide other turnkey services in setting up of industries, maintenance contracts through EPC model.
Other Businesses	<p>Apart from having presence in Management Consulting and Advisory areas, we also have presence in Natural Gas trading, and Manufacturing.</p> <p>Our esteemed Director, Mr. Badri Mahapatra is actively involved in philanthropic activities in the state of Gujarat and has lead many innovative initiatives.</p>

OUR INFRASTRUCTURE

We have a well-equipped infrastructure in place to carry out the assignments:

- ❖ State of art office with Audio Visual presentation facility and board room in prime location of Drive in Road in Ahmedabad. Our office is swiftly accessible from the airport and railway station with a distance of 11-12 Km.
- ❖ Computer hardware, latest software packages, printers, telephone, fax and high speed broadband internet connectivity.
- ❖ We are operational six days in a week, Monday to Saturday, closed on Sundays and few important holidays in Gujarat.

KEY DIFFERENTIATORS

Sanguine Team has multifarious experience and exposure to wide range of projects with a diverse set of clientele encompassing government, corporate, private entities and voluntary organizations. Sanguine Management Services has a multidisciplinary team and is well blessed with consortium having strong academic background and diverse exposure at different levels- grass root as well as managerial. Our team is equipped to take charge of project execution, monitoring and project management across diverse industry and service sectors.

The key strengths of Sanguine aligned to organisation, team, and partners are as below:

STRENGTHS

- ❖ Knowledge and expertise in undertaking impact assessment and market-research assignments on development sector projects, with stakeholder's consultation approach.
- ❖ Providing entry advice and facilitation for large and medium scale industries that are looking at setting up manufacturing operations in Gujarat.
- ❖ Experience of large scale consulting projects covering multiple states with major focus on assignments pertaining to project planning, monitoring, evaluation and institutional strengthening and capacity building.
- ❖ Strong network with various industrial associations, government bodies, local authorities, reputed and credible NGOs, management and financial institutions in Gujarat for creating effective business and marketing linkages and collaborations for project development.
- ❖ Expertise in survey and market research tools and best practices on project management and project monitoring.
- ❖ Strong research orientation, qualified and skilled team with knowledge sharing approach with stakeholders and partners.
- ❖ Multi-faceted and multidisciplinary team hailing from reputed Business Management and Engineering institutes with diverse experience in multi-sectors

including NRM, Agri-business management, Forestry, Reforms, PPP, E-governance, Education, Health & Nutrition and Micro-finance.

- ❖ Sector experts from various domains hailing from Premier Institutes of Country such as IRMA, NIRMA & XIMB.
- ❖ Access to functional expertise of experts from top Institutes like IIM-A, EDI, MICA, and others to ensure scientific and objective orientation to the assignments to ensure high quality delivery.
- ❖ Advisory Board consisting of eminent members having expertise in diverse areas to provide strategic input to the assignments.

PROJECT MANAGEMENT

- ❖ Our organization has executed and managed several prestigious programme impact assessment studies, monitoring and evaluation, socio-economic studies, feasibilities studies, and many more for the Government of Gujarat departments across various sectors.
- ❖ Our team has the expertise and experience to design an effective project management framework, work plan and delivery plan, review and monitoring and overall management of the project.
- ❖ Our team has excellent proposal, report and presentation skills to suit the need of the client and their requirements.

CONSORTIUM AND PARTNERSHIPS

- ❖ Sanguine has partnered with various organizations who have very niche competence and pretty strong in the area like micro finance, social and development sector, agriculture, livelihood, micro enterprise and entrepreneurship development.
- ❖ We also have a pool of experienced professional resources that are local, national and international. These resources engage with us on project basis for the duration of the project.
- ❖ We also assure suitable replacement of professional resources on project in case of any emergency situations while doing a project work.

SKILLS AND PROJECTS

Our organization and resources skill matrix is provided below.

Skill	Sector/Area	Location
Impact assessment	Food and Civil supplies, Forestry, Agriculture, Tourism, Education, Health and Nutrition	Gujarat
Market research and Demand assessment	Natural gas, Tourism	Pan India
Reforms & Restructuring	Public Enterprise, Power, Forestry, Irrigation	Odisha
Public Private Partnership (PPP)	Bid design and process management, Request for proposal, Expression of interest	Odisha
E-Governance	Fertilizers, Government department processes	Delhi
Entry strategy	Food processing, Steel, Cosmetic, Automobile and ancillary	Gujarat
Environment	Clean development mechanism projects	Gujarat
HR and Organization Structuring	Government organizations	Gujarat
Natural Resource Management (NRM)	Process documentation for Agriculture, Government of Gujarat	Gujarat

KEY ASSIGNMENTS

Key assignments undertaken is provided in the table below:

Sector/Area	Assignment	Client
Market Research	Demand estimation of Natural Gas along the Jaipur-Bhatinda-Jammu pipeline	Gujarat State Petronet Limited (GSPL)
	Demand assessment of Natural Gas for the regions from Alwar (Rajasthan) and Rohtak (Haryana)	Gujarat State Petronet Limited (GSPL)
	Demand assessment of Natural Gas for the regions from Mehsana (Gujarat) to Jaipur (Rajasthan)	Gujarat State Petronet Limited (GSPL)
	Demand assessment of Natural Gas for Jalandhar and Ludhiana (CGD Project)	Gujarat State Petronet Limited (GSPL)
	Demand assessment of Natural Gas for Jalandhar, Ludhiana and Panipat (CGD Project)	TGE Gas Engineering, New Delhi
	Demand assessment of Natural Gas for Alibag/pen, Lonavala/Khopoli and Guna	Gujarat State Petronet Limited (GSPL)
	Demand estimation of Natural Gas along the Surat-Paradip Pipeline	Gujarat State Petronet Limited (GSPL)
	Validation of Market Study and demand estimation data of	GSPC Gas Company Ltd

Sector/Area	Assignment	Client
	Bhavnagar, Jamnagar and Kutchh Districts	
	Demand estimation of Natural Gas along the Kakinada to Srikakulam pipeline route	Gujarat India Transco Limited (GITL)
	Demand and Technical Assessment of Natural Gas at UT of Daman GA and Dadra and Nagar Haveli GA	GSPC Gas Company Ltd
	Demand and Technical Assessment of Natural Gas at Panipat District GA	Gujarat State Petronet Ltd
	Demand and Technical Assessment of Natural Gas at Pune District GA	Gujarat Gas Company Ltd
	Development and Utilisation of Non timber forest produce (Mahuda) in Gujarat	Department of Forests and Environment, Gujarat
	Analysis of GGRC (Gujarat Green Revolution Company) Scheme for Micro-Irrigation System (MIS) Promotion	State Bank of India (SBI), Gujarat
	Improving Supply Chain Efficiency of Wheat, Gujarat	Development Support Center (DSC)
	Market potential assessment of horticulture in Western Rajasthan	Oxfam, India

Sector/Area	Assignment	Client
	Yield Gap of Analysis of Major crops and Livelihood profiling in Sabarkantha district	Development Support Center (DSC)
	Market analysis of livestock trading in Banni region of Kutch district, Gujarat	Sahjeevan
	Market Potential of Self Ignitable Incense Sticks in the State of Gujarat	MediaShala - Ahmedabad
Monitoring, Evaluation and Impact Assessment	Impact Assessment of Krushi Mahotasav in Gujarat	Human Development Department, Gujarat Social Infrastructure Development Board Society (GSIDBS) , General Administration Department (GAD) Planning, Government of Gujarat (GoG)
	Impact Assessment of National Horticulture Mission in Gujarat	Directorate of Horticulture, Government of Gujarat (GOG)
	Impact assessment study on Food Fortification Initiatives in Gujarat	Department of Food and Civil Supplies, Government of Gujarat (GoG)
	Impact assessment of New Food Fortification Initiatives	Department of Food and Civil Supplies, Government of Gujarat (GoG)

Sector/Area	Assignment	Client
	Assessment of Financial Inclusion and Credit/Deposit ratio in Daman and Diu for SBI; Identification of potential areas and segments for market penetration and development	State Bank of India (SBI) , Gujarat
	Impact assessment study of Model Fair Price Shops (MFPS)	Department of Food and Civil Supplies, Government of Gujarat (GoG)
	Impact assessment of Mid Day Meal (MDM) scheme	Department of Education, Government of Gujarat (GoG)
	Impact Assessment of Joint Forest(JFM) in Gujarat and its Cross-District analysis	Gujarat Social Infrastructure Development Board Society (GSIDBS) , General Administration Department (GAD) Planning, Government of Gujarat (GoG)
	Impact Assessment of Development Projects in Forest Settlements in Gujarat	Gujarat Social Infrastructure Development Board Society (GSIDBS) , General Administration Department (GAD) Planning, Government of Gujarat (GoG)
	Evaluation of Widow Financial Assessment Scheme	Human Development Department, Gujarat Social Infrastructure Development Board Society (GSIDBS) ,

Sector/Area	Assignment	Client
		General Administration Department (GAD) Planning, Government of Gujarat (GoG)
	Analytical study of development in developing talukas and adjoining developed talukas in Gujarat	Human Development Department, Gujarat Social Infrastructure Development Board Society (GSIDBS), General Administration Department (GAD) Planning, Government of Gujarat (GoG)
	Impact Assessment of PPP model under RKVY Scheme in Gujarat	Human Development Department, Gujarat Social Infrastructure Development Board Society (GSIDBS), General Administration Department (GAD) Planning, Government of Gujarat (GoG)
	Evaluation of Vikas Visesh and Parivartan (Gujarati) TV Serials in Gujarat	Gujarat Information Department, GoG
	Convergence of Mahatma Gandhi National Rural Employment Scheme (MGNREGS) and Other Departmental Schemes in Udaipur District of Rajasthan	District Rural Development Agency (DRDA), Udaipur

Sector/Area	Assignment	Client
	Impact Assessment of Hariyali Programme on Human Development Aspects in Ahmedabad	Gujarat State Watershed Management Agency
	Evaluation Study of Textile Workers Rehabilitation Fund Scheme (TWRFS) in Gujarat	NABARD Consultancy Services Pvt. Ltd.
	Review of Policy on Seedling Distribution in Gujarat	Department of Forest, Research & Training, Gandhinagar

Sector/Area	Assignment	Client
Entry Advisory	Advisory for setting of Food Park in Gujarat	Joint Programme of GoG and Government of Italy- Asteria SRL
	Advisory for setting up a 270 MW Power Plant in Gujarat	OPG Gujarat Power Limited
	Advisory to Assam Company & Gujarat Hydrocarbons & Power SEZ Ltd.	Assam Company & Gujarat Hydrocarbons & Power SEZ Ltd.
	Advisory for setting up Electrical Steel Manufacturing unit in Gujarat	China Steel Corporation India Pvt. Ltd. (CSCI)
	Advisory for setting up Manufacturing Plant in Sanand, Gujarat	Mitsui Kinzuku Components India Pvt. Ltd (Japanese Auto Vendor)

Sector/Area	Assignment	Client
	Advisory for setting up India's first Manufacturing unit in Sanand, Gujarat	Nivea India Pvt. Ltd.
	Advisory for setting up Manufacturing unit in Gujarat	Simplot (Australian Food Processing Unit)
	Advisory for setting up manufacturing unit in Gujarat	Chipita (European Food Processing Unit)
	Advisory for setting up their manufacturing unit in Gujarat	Lubrizol (US based Warren Buffet invested Company)
	Advisory for setting up manufacturing unit in Gujarat	Honda Cars India Ltd.
	Advisory for setting up manufacturing unit in Gujarat	Loulis Mills (Food Processing Unit - Greece)

Sector/Area	Assignment	Client
HR Advisory, Training and Capacity Building	Organization restructuring, development of HR policy and process manual	Tourism Corporation of Gujarat Limited (TCGL), Government of Gujarat (GoG)
	Development of training module and conduct of training programmes for owners of Model Fair Price Shop (MFPS)	Department of Food and Civil Supplies, Government of Gujarat (GoG)
	Development of training module for owners of Model Fair Price Shop (MFPS)	Department of Food and Civil Supplies, Government of Tamil Nadu

Sector/Area	Assignment	Client
Strategic Planning & Development of Plan	Development of Annual Work Plan and budget for Mid-Day Meal (MDM) Scheme in Gujarat	Department of Education, Government of Gujarat (GoG)
	Feasibility study and development of project plan for kitchen modernization project of civil hospital, Ahmedabad	Gujarat Infrastructure Development Board (GIDB)
	Tender preparation for Appointment of Cleaning Agency for 32 Tourist Destinations for Tourism Corporation of Gujarat Ltd (TCGL)	Tourism Corporation of Gujarat Ltd (TCGL)
	Tender preparation for Setting-Up and Operation of Tourist Information cum Facilitation Centre-Kiosk for TCGL	Tourism Corporation of Gujarat Ltd (TCGL)
Other Projects	Documentation of Case Studies on Productivity Enhancement of Selected Crops in PPP model Under Rashtriya Krishi Vikas Yojana (RKVY) in Gujarat	Human Development Department, Gujarat Social Infrastructure Development Board Society (GSIDBS), General Administration Department (GAD) Planning, Government of Gujarat (GoG)
	Documentation of case studies on initiatives of revival of community-based Common Property Resources (CPR)	Unnati

	Documentation of proceedings of Workshop on “Mainstreaming Disaster Risk Reduction (DRR) in Development: Efforts, Issues and Challenges”	Unnati
Clean Development Mechanism (CDM)	More than 20 CDM Projects accomplished in collaboration with Bhubaneswar-based Verve Consultancy Company	Corporate like Adani Energy, Sintex Industries, Ceon Solutions, Somany Ceramics Limited.

CLIENTELE



ADVISORY BOARD

The following table enumerates Members of our Advisory Board having rich academic qualification, industry knowledge and expertise in diverse areas to provide strategic inputs and directions to our organization.

Dr. Gopal P Mahapatra <i>Fellow IIM, Bangalore, Chairman</i>	Vice President , Group Learning and Organisation Development, RPG Enterprises, Mumbai (Expert – HR Consulting, Training, OD)
Dr. Dinesh Awasthi	Director, Entrepreneurship Development Institute of India (Expert – Strategy, Economics, Rural Development and Policy Research)
Dr. Gopal Nayak <i>B.Tech (IITK), MBA, IIMB, PhD. IITK</i>	Director, IIIT, Bhubaneswar & Ex. Dean, XIMB, BBSR (Expert – Management Strategy, Information Technology, Knowledge Management)
Dr. Jayesh Parekh <i>FCA, ICWA, Ph.D., MBA (Stanford)</i>	Director, Pearl Shelters Pvt. Ltd. (Expert – Strategy, Finance & Real Estate)
Mr. Somnath Chatterjee	CEO, Share Pract and Advisor to Astarc Ventures + data analytics companies in San Francisco Bay Area. Formerly, Global Director TiE, CEO & Governing Board, CIIE, IIM Ahmedabad, Advisor, European Commission, Director, Deki Electronics, Secretary General, Electronics Industries Association of India (Expertise – Ecosystem Building, Industry & Business Analytics, Strategy, Investment Advisory, Research & Forecasting)
Dr. Harish Pattnaik	Managing Director, Gujarat Venture Finance Ltd. (GVFL) Former Chief General Manager, State Bank of India

OUR TEAM

We have a team which has diverse expertise and experience to take up project management and project execution activities.

Name	Designation	Educational Qualification	Expertise
Badri Mahapatra	Director	M.B.A., HRM, SIMS, Pune	Strategic Planning and Networking
Biswajit Pradhan	Associate Director	PGDBM, Marketing, with Management Consulting experience	Project management and Delivery management
Praveen Chandra	Senior Consultant	Engineer, IIT Kanpur	Project analysis, data modeling
Vimal Suthar	Senior Consultant	Bachelor in Physics	Survey management, Primary and Secondary research and Data analysis
Badrinath Nayak	Associate Consultant	PGDBM (Finance & Marketing) IIAM, Vizag	Proposal and Report writing, Data Analysis
Chirag Patel	Associate Consultant	PGDBM (Marketing & IB)	Data Analysis, Data collection, data validation
Bindiya Adeshara	Front office	Bachelor of Arts	Project coordination, hospitality, logistics and administration

BRIEF PROFILE OF TEAM

Badri Mahapatra

Badri Mahapatra has over sixteen years of experience across diverse organizations. This includes private sector firms, public sector organizations, educational and academic institutions, not for profit. During his engagement with the public sector organizations, he has gained insights into the functioning and dynamics of government organizations. He was responsible for leading Gujarat Venture Finance Limited (GVFL), Ahmedabad in their senior management as Assistant Vice President. He has excellent understanding on the socio-economic, industry and business scenario in Gujarat. He is the Executive Director of The Indus Entrepreneurs (TiE), Gujarat Chapter creating entrepreneurship development in Gujarat. He has enormous energy, networking skills with stakeholders' management and client management abilities. He is a passionate philanthropic and has lead several initiatives in Gujarat.

Biswajit Pradhan

Biswajit is a business management graduate with 14 years of experience in Management Consulting and Advisory business across diverse sectors and areas like Development Programmes, Public Enterprise Reforms, Organisation Restructuring, Public Private Partnerships, E-Governance, Telecom, IT and Re-engineering, Project strategy, Fundraising and Investor Management, Food processing and Dairy.

He has teamed up for work with International Agencies like DfID, The World Bank, CIDA and UNDP and with big four consulting companies like PwC and E&Y. His expertise includes project management and he has excellent skills in documentation.

He has lead and managed several projects in India successfully and also trained people on project management, client management, and stakeholders' management. He is an avid reader and has shared his learning's in various academic, forums and institutions.

Vimal Suthar

Vimal is a Bachelor in Physics with 13 years of experience in the field of market research. He is experienced in field work assignments, secondary research, data analysis and report writing. His areas of work include sectors like energy, hospitality and tourism. He has also worked on NG demand assessment projects with field team management, interaction with authorities, to data analysis. His experience in NG demand assessment covers states like Punjab, Gujarat, Maharashtra and Andhra Pradesh. He has done extensive work for projects like Surat-paradip and Kakinada-srikakulam pipeline and Government projects like Development of Tender documents for TCGL.

Praveen Chandra

Mr. Praveen Chandra is an engineering alumnus from Indian Institute of Technology, Kanpur (IIT-K). He has excellent exposure in Natural gas demand assessment modeling, Natural gas pipeline logistics, Transportation modeling, and Environment assignments with expertise in renewable like wind power, solar, biomass and hydro.

He has good understanding on technical aspects related to industries in Gujarat, other parts of India and overseas as well. He has knack for consulting assignment and is an entrepreneur too. He also has excellent documentation and spreadsheet modeling skills to meet project requirements and analytics.

Badrinath Nayak

Badrinath is a management graduate with 5 years of experience. He has acquired relevant experience in data management, field resource management, data analysis and report writing. He has hands-on experience in various projects related to Market study on Demand Forecasting of Natural Gas Projects, Monitoring and evaluating of Government projects such as; Mid-Day Meal (MDM) scheme, Soy Fortified Wheat Atta, Kristi Mahotsav, RastriyaKrishiVikashYojana (RKVY), Review of Policy on Seedling Distribution in Gujarat, Developing a Tender Documents for TCGL. He has also worked on NG demand assessment projects in Surat-Paradip and Kakinada-Srikakulam pipeline route. He has managed CGD projects for various Geographical Areas identified by PNGRB which majorly includes

Ludhiana, Jalandhar in Punjab, Panipat in Haryana, Jamnagar, Bhavnagar and Kutch in Gujarat, Alibag, Pen, Lunavala and Khopoli in Maharashtra and Guna in Madhya Pradesh.

Chirag Patel

Chirag is a management graduate with 3 years of experience in project execution. He is excellent in managing field team, data collection management, data validation and cleaning and data analysis. He has gained knowledge and experience in Rashtriya Krishi Vikas Yojana [RKVY] projects, Vikashvishes and parivartan project, Review of policy on Seedling distribution and Demand assessment of Natural Gas.

Bindiya Adeshara

Bindiya is a Bachelor in Arts with five years of experience in hospitality, logistics and office administration management.

BUSINESS CONTACT

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