



NiMble Systems Pvt. Ltd

At A Glance

- > Nearly five years old consulting company
- > Head office in India.
- > More than 150 projects since inception
- > Worked in India, Far East, Middle East, Europe and East Africa
- > Offices in Delhi, Mumbai and Nairobi
- > Extensive work on business restructuring, business process, design and implementing balance score cards.

Who We Are

Nimble draws on the experience of its full-time consultants, advisory board members and affiliated partners to manage assignments of varied natures in different geographical locations. This helps us to be flexible and swift in dealing with our clients' various needs. All team members are experts in their own domain and also provide exceptional support functions on a variety of project synchronization facets.

VK Mehandru _ CEO

VK is a mechanical engineer with a Masters in Mechanical (Thermal) Engineering from IIT Delhi. He has over his 35 years of Industrial and Management experience, worked with Public sector, Private

manufacturing and consulting business as well as in MNC. Early part of his career involved him in design, engineering and trouble-shooting of equipment used in Refineries, Petrochemical plants, Off-



shore and On-shore Oil & Gas fields, Power Plants and LNG plants. He gained extensive management experience while he served

as Director of GEI HAMON Industries a Joint Venture with HAMON of Belgium. At Bechtel, he managed training and delivered Technical as well as Behavioral Training for Supervisors and Leaders. VK was deeply involved in improving Human Performance, Change Management, Quality Improvement and Continuous Learning while serving Bechtel. A Six Sigma Champion and a Yellow Belt, he has developed expertise in developing Process Improvement Projects using Six Sigma Tools. VK also served L&T as an Advisor supporting incorporation of Systems, Processes and Performance Management Tools. As CEO of NiMble, he helps organizations Grow using Systems and Developing Balanced Score Cards linking Strategy to Employee Goals.

Pawan Bhandari—Director



Commerce graduate and an MBA, Pawan has been successfully involved with multiple startups. He has successfully started new ventures entering nascent markets, bringing them to break-even level in short

A span and expanding them. He has abilities to work with new concepts, teams and markets. Pawan's skills coupled with strengths in problem solving and analysis has been instrumental in exploring business opportunities in the highly dynamic IT and communication arena.

Pawan's key strength lies in understanding the processes within an organization, using Information Technology to bring economy and efficiency to the organization

and development of Management Information Systems. Pawan has been involved with various types of organizations like, NDDDB (National Dairy Development Board); GEI Hamon International (a Belgian multinational company) as GM (Marketing); Beanbag Webcasting (a pioneer in streaming media technology in India) as Marketing & Operations Head; and IRIS (Investment Research & Information Services) as Business Head-Communication Division with added responsibility of Northern market.

NiMble—as per Dictionary

NiMble (nīm'bəl) – adjective

Meaning

Quick, light, or agile in movement or action; Quick, clever, and acute in devising or understanding.

Management Team—Cont.

Manoj Mankani—Country Head—Kenya



Manoj is a Commerce Graduate from University of Mumbai and an MBA in Marketing from London City College of IT & Management. With over 6 years of Experience Manoj has worked in various sectors such as Business Process Outsourcing, Market Research and Consulting. Before joining NiMble, he worked with Wipro Spectramind, 3 Global Service and EMS Research UK. Manoj has helped NiMble executing consulting assignments in India, Kenya, Dubai, Nigeria & Cameroon. He has worked for clients in Manufacturing, trading, service industry, and retail. Manoj is currently managing NiMble operations in Kenya.

What Do We Do?

To put it in short—we **facilitate growth of clients through use of “Process”!**

NiMble helps organizations incorporate systems and processes which make it possible to keep an eye on performance. Combined with sound management practices, the outcome is a charged organization where every employee adds value and delivers what is expected of her / him. We bring “FOCUS” to the organization in areas which are vital to them at their stage of development and maturity. NiMble, through its interactions with the client leadership team, brings out clarity in the organization’s Vision, Mis-

sion and Values. NiMble ensures that the organization’s current focus stays aligned to its Vision and Mission while keeping the execution based on their CORE Values.

Following figure defines the nine key areas where NiMble supports clients. Based on the stage of development of the client organization, NiMble selects appropriate intervention steps. Client’s, often are not able to place their finger on “What is Amiss?”. They look at the financial results and are sure that something is wrong! NiMble offers special “Health Check” to determine some key causes and suggests an action plan to pursue growth.

- Consulting company
- Focus on *Facilitating Growth through Processes*
- Facilitation – collective not one sided
- Growth – all round
- Systems – ensuring sustainability

NiMble Key Support Areas



How We Do It? - Methodology

Every project, small or big, requires special attention. A suitable team is assigned to each project to ensure that the body of experience available at NiMble is made available to the client. The team leader analyzes the situation and breaks the project into well defined phases of study. The word “NiMble” actually defines the six distinct phases for each project undertaken by it. These phases are described under:

“N” Phase—Name the issues

In this phase of the project, the situation is broadly studied and the issues are well defined and “named” to enable NiMble discuss with the client the so called “Pain Points” bugging the organization.

“I” Phase—Investigate issues

In this phase, NiMble team internally investigates the named issues for specific focus points. Relevant data needed to base the report on facts is listed. A data collection plan is made and estimates of time-line and resources needed are worked out in detail.

“M” Phase—Measure and collect data

In this phase, NiMble team collects relevant data through discussions with key client personnel. Historical financial data and other data like processes and operational are gathered. The “As-Is” processes are investigated thoroughly and mapped in this phase. Duties and responsibilities of various departments and key players are discussed, investigated and recorded. In this phase,

“B” Phase—Build Case

In this phase, the collected data is studied by the team. Various data analysis tools are used and brain storming is done. Processes are analyzed for their effectiveness. Missing and loose links in the processes are debated. Data is cross checked and missing data is obtained from the client to enable complete analysis which is conclusive and data driven. A case is built clearly, outlining the actions which would be needed to reduce the effect of “Pain Points”

“L” Phase—Learn and Report

Based on the team analysis, specific learning's are evident to the team members pointing to the root cause of the pain points. Suitable recommendations are made to the client based on the team

NiMble Methodology



learning. The report highlighting recommendations is prepared in this phase. The recommendations generally are like changes in organization structure, modified processes, modified data forms / formats, clear roles and responsibilities, detail competencies for the specific positions, existing skill gaps, specific suggested performance goals for the organization, key performance indicators for specific individuals based on organizations goals etc.

“E” Phase—Execute

This is the most critical phase of the project—since NiMble recommendations must be implemented to get results. NiMble team develops a suitable strategy to implement the recommendations. The speed at which various recommendations can be implemented depends on the client personnel and the urgency shown by the client management. NiMble shares the recommendations, hand-holds the specific persons, trains client personnel and audits as per the contract agreed with client

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Phone/eMail

Mumbai : +919322105859 - pawan@nimble.in

New Delhi : +919810008276 - vkm@nimble.in

Jaipur : +919414052217 - ArunM@nimble.in

Kenya : +716525052 - Manoj@nimble.in

Website : www.nimble.in

Partial Client List

INDIA

- Advance Hydrotech
- Aztec Exim
- CARE India
- GEI Godavri
- Insync
- Larsen & Toubro
- Monginis Cakes
- Oxfam India
- Safe Enterprise
- World Bank
- Punj Lloyds
- Zephyr
- Christ Nishotech

Middle East

- American Creativity Academy
- AREF Investment
- Gulf University of science and technology
- INCUBE technology
- KEES
- Technology World
- Universal Knowledge Solution
- World Vision
- Life Care International

KENYA

- Achelis Kenya Ltd
- Alibhai Shariff
- Burhani Engineering Ltd
- Fairdeal Group of companies
- GAF
- Going Places
- Ideal Ceramic
- Nakumatt Holding Ltd
- Royal Group of companies
- Vitafoam
- Securex
- Life Care
- Safari Link

Some Of Our Products

Health Check

A comprehensive check into the company's functioning. Aimed at assisting companies to know their strengths and weakness. Covers

- Vision
- Business Process
- Customer focus
- Employee focus
- Strategy
- Planning
- Other management issues

Done in a time duration of 3-4 weeks. Assist in separating symptoms from ailments.

Retail Audit

Conducting audit for a retail covering 7 parameters. Covers

- Enhancing Financials for Retail
- Improving Gross Margin
- Better Sales Force Management
- Retail Marketing Efficiency
- Retail Product Range Audit
- Improving Retail Store Merchandising
- Brining Retail Supply Chain Efficiencies

Family Constitution

Ensuring the sustainability of family business over generations is critical to the growth of family owned business. Managing family, owner and business issues in a pre-agreed manner is important. Nimble assist family owned business to put together a family constitution which gives direction to the business and ensure sustainability, The constitution is drawn after extensive discussions with the various stakeholders and keeps into account the family value and business culture.

Analytics

After structuring and creating process most of the organization are able to create substantial data. Analysis the data and using them for decision making is important for system implementation and the growth of the company. Nimble offers analytics as a stand alone services where by it analysis the data for the client and send report on a pre agreed timelines. In order to ensure that the organization is able to do this activity internally, Nimble also trains one of the client side champion on the analytical tools.