



APEX BUSINESS ENGINEERING
THE ART OF STRATEGIC PLANNING

YOUR **PARTNER IN GROWTH**

We will share our experience of achieving
10X to 100X growth in 1-15 years with you.



ABOUT US

Apex is an India-focused strategy partner firm providing consulting services across all industries. We collaborate with customers and provide them with services to help them devise and implement winning strategies that have the lasting impact they desire. We are driven to deliver practical solutions to our clients – custom solutions that are holistic and sustainable.

At Apex, we believe that 'what got you to Rs. 100 crores will not take you to Rs. 1,000 crores'. Scaling up the enterprise requires a completely different mind-set, a different skill set, and very different management systems compared to an enterprise's 'build-up' stage. We will share our experience of achieving 10X to 100X growth in 1-15 years with you. We will help you build a shared vision and a shared strategy. A vision and a strategy that your team will own as much as you do. So that the execution is smooth, and the growth is sustainable.



INITIATOR



Anjali Jandwani

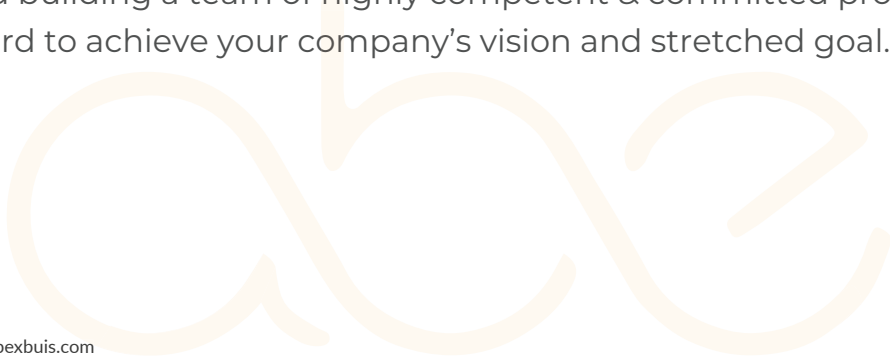
As the founder of Apex, Ms. Anjali Jandwani has a proven management record and 30 years of experience in CEO/MD-level leadership roles in the Manufacturing, and Service Industries.

Before founding Apex, Anjali was the Director of Orion Group of Companies, a leader in Security and Facility Management in Pan India company along with forensic/ Cyber security / UIDA/ Skill development divisions.

Under her leadership, the company grew exponentially from 30 crores in 2010 to 1000+ crores in 2019.

She understands that there is nothing more powerful than being able to build a cohesive team where the members share the vision of the leader, understand the strategy, and have their goals aligned with the organization's goals.

With her guidance, you will find yourself developing a winning strategy for your company and building a team of highly competent & committed professionals who strive hard to achieve your company's vision and stretched goal.



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MISSION, APPROACH, AND VALUES

We live out our mission, approach, and values every day and our consultants are rewarded based on it



Mission:

Apex is a Business strategic firm that specializes in helping organizations better execute their strategies through more effective design, alignment, implementation, and enablement of strategy Differentiating.

Approach:

We are a results-driven organization that strives to make a real impact on our client's businesses through a sharp focus on execution, building meaningful partnerships and a deep understanding of their business challenges. We do not model ourselves as advisors who leave behind a trail of unread reports; we are in the business of execution

Team & Values:

Most of our project teams are staffed with functional and industry experts who are well-seasoned in the realm of strategy execution, and business and management consulting. We don't staff our teams with novices with pure academic backgrounds and we strive to achieve real results. We live our values every day and our culture is defined by it.

WHAT WE DO

We assist companies in doing a "turnaround," meaning they expand rapidly, significantly increase profitability, and create the ideal "business design" to provide long-term competitive advantages and tactical controls.

We can offer the required management experience to help you reach your goals if you are a mid-sized business with 50–500 crores in sales or a 50–250 crores market capitalization that is seeking a 5X–10X level of growth in the next 5–10 years with significantly higher profit margins.

We at Apex don't consider ourselves to be consultants. We are allies in your development. Together, we will create a common goal and work with you to create and implement tactics that will help you succeed in the marketplace and increase your market share. We'll assist you in creating.

SERVICES



**BUSINESS
TRANSFORMATION**



**OPTIMIZING
HR SYSTEMS**



**OPERATIONAL PROCESS
AND EXCELLENCE**



INDUSTRIES

- ▶ **SME/MSME**
- ▶ **CONSUMER & RETAIL**
- ▶ **INDUSTRIAL**
- ▶ **MANUFACTURING**
- ▶ **FACILITY MANAGEMENT**
- ▶ **SKILL INDUSTRY**
- ▶ **ENGINEERING**
- ▶ **SUPPLY CHAIN**
- ▶ **MANAGEMENT**
- ▶ **TRANSPORT & LOGISTICS**



BUSINESS TRANSFORMATION

Navigating Business Challenges – Together

Many companies are struggling to navigate today's challenges for several reasons. Changing world order enabling them to continue on their growth trajectory and be future-ready.

To effectively navigate these intricate business obstacles, the company must be ready to delve deeply into your company and industry to identify problems and possibilities. After that, you'll be able to create an engaging and motivating vision, cultivate elite skills, create an agile culture, and quickly and effectively deliver value. However, Apex will work with you as an extension of your team to make sure you can increase productivity, grow your business, beat out the competition, and more. You don't have to do it alone.

01

Leadership-level coaching and enablement

02

Building business capabilities across the layers of the organizations.

03

Building a growth mind-set and a conducive culture to achieve business objectives

04

Building a robust sales pipeline with the collaboration of team members

OPTIMIZING HR SYSTEMS

Within any company/institution, HR plays a major role. Employees are dissatisfied at times and sometimes expectations are never met. Apex can help them deal with



A Compensation & Benefits



B Talent Programs



C Training Needs Assessment



D Performance Management



Whether your company is undergoing a significant transformation or you need to strengthen your culture, we'll help your leaders equip and empower your people organization, and culture to thrive.

We work with companies to devise plans, policies, and strategies that help them retain talent and grow fast.

■ OPERATIONAL PROCESS AND EXCELLENCE

Your company's business architecture helps your organization deliver the right capabilities at the right time. Together, we'll dive into your business operations across people, processes, technology, and metrics to ensure you can create truly sustainable results.

■ INDUSTRIES

You can take from Think Edge Broacher

■ WHO SHOULD LOOK FOR US?

First-generation entrepreneurs looking to scale up substantially

If you are an entrepreneur who has laid a strong foundation for your business in the last 10-15 years, has established credibility, developed a strong product, and is now looking to scale up, then you need to look no further.

We will hand-hold and guide you through this exponential growth journey. Help you build the right business design. Build a winning strategy. Build long-term and sustainable competitive advantages. And help you execute the strategy. We will enable you to achieve multi-fold growth and scale-up substantially (say 10X) in the next 5 years to take benefit of emerging opportunities.

Second generation entrepreneurs looking to take the brand to the "next" level

If you are a second-generation entrepreneur looking to improve your profitability while taking your brand to the next level, then you need to get in touch with us. We will help you grow your sales network and sales rapidly. Help build operations excellence. Help scale up operations. Provide the necessary inputs to build a winning team. So that you improve your business valuation and your growth is both exponential and sustainable.