



Financial Planning and Budgeting is a mandatory exercise for all organizations – depending on the business structure, this can be drafted for each line of business or for the whole organization. SI IPL ERRC can help institutionalize the activity beyond the board by engaging line managers for better accountability. SI IPL ERRC can provide the external industry scenario and benchmark data through its research team and thereby facilitate creation of a more competitive and realistic financial plan and budget that is in tune with the market. At the end of the exercise, SI IPL ERRC can publish an organizational process as well.

Customer need	Business lifecycles are much shorter as are product / service realization cycles and organizations often have several ideas vying for limited financial resources. Organizations need to build in financial plans and budgets both for running operational requirements as well as for new business ideas that emerge (including acquisitions). The financial plan and budget needs to be aligned and related to the overall business plan of the entity as well as benchmarked to industry cost structure for realistic results.
How SI IPL ERRC can help	SI IPL ERRC brings in industry specific frameworks for budgeting that are based on its macro understanding of the industry, industry trends research and analysis of cost structures and measures. Simultaneous training of line managers on the budgeting process is also included if required for orienting first time managers. SI IPL ERRC principals participate in the planning and budgeting exercise which can be a 1-2 day intense exercise with preliminary and post documentation work of about 2-3 days each. Such sessions can also be linked to strategy planning for the year if required.
Scope and Deliverables	<ul style="list-style-type: none"> - Financial Plan / Budget work out sheet with assumptions & scenarios - Budget guidelines - Review and presentation - Industry research
Customer responsibility	<p>Access to decision makers / key business managers</p> <p>Audited Financial statements for last 2 – 3 years (In case of existing company)</p> <p>Inputs on current cost structure and competition</p>
Engagement approach	<p>SI IPL ERRC uses a combination of material research, pre-assessment and financial planning / budgeting workshops followed by workouts to expedite the process. This needs decision maker involvement for these sessions which can last upto 2-3 business days spread over a week.</p> <p>SI IPL ERRC does the facilitation, basic draft documentation if required or simply does the review of the document post the facilitation thereby offering the customer a choice of price points for the effort.</p>
Special Services* (Optional)	<ul style="list-style-type: none"> - Scenario analysis (for new business / new markets) - Project appraisal (for new business / growth / spinoffs)

	- Business valuation
Service Reference	SI IPL-ERRC- FP&B-2009-03
Pricing	On request
Additional information	For a complete range of SI IPL ERRC Services, please visit www.siiplconsulting.com/ERRC or email us at errc@siiplconsulting.com

*Offered through our Specialist Services Partners

About Strategic Interventions India Private Limited

Strategic Interventions India Private Limited (SI IPL) is a business and operations advisory firm that is positioned as an organizational catalyst. Incorporated in 2003, it has worked with more than 50 customers from India, US and Singapore on various business, functional and domain aspects in select industry verticals such as manufacturing, healthcare, financial services, ICT & Education, Infrastructure and Retail.

SI IPL specializes in offering growth and change management consulting through its business life cycle services, functional problem solving through functional life cycle services, business transformation and outsourcing through its business transformation services and offers Executive coaching services through its Executive focus services as well. SI IPL projects typically span 6-36 months with clearly laid out milestones and deliverables. All SI IPL engagements involve ongoing knowledge transfer and training to maximize benefit to customers.

About SI IPL-ERRC

SI IPL ERRC is a special business value initiative primarily aimed at MSME (Micro, Small and Medium enterprises) with a comprehensive range of rapid deployment services that are offered through a combination of inbound (at SI IPL office) and outbound (at customer location) to suit short to mid term needs of such enterprises.

Key service groups offered by ERRC include Consulting, Training, Sourcing, Research, Mentoring and Financial advisory. All the services are paid services and are competitively priced and very affordable. SI IPL ERRC also offers an on-demand model that is uniquely suited to MSME needs for very short term needs (typically less than 1 week) using a DIY approach that combines powerful learning tools and an offline support process to keep costs low for MSME companies.

SI IPL ERRC uses a unique Workshop + Workout method which uses small focus groups of decision makers to put the plan together. SI IPL ERRC has its internal desk research capability that is used to pull together basic secondary research data for the plan. SI IPL ERRC has a team of senior functional / subject matter specialists who can be called in for short consultations (telephonic and face to face) during the process to resolve any knowledge gaps. The unique model helps keep costs low for the entrepreneur / organization and also helps build their skills using DIY (do it yourself) techniques for real time knowledge transfer during the consultative process.

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