



Business plans can be created for a new organization, special projects or a set of new activities or tasks during expansion / diversification. Since business plans need to be 'sold' either to external or internal investors or stakeholders, it needs to be robust both qualitatively and quantitatively. SI IPL ERRC provides the external unbiased perspective using a combination of methods and tools to evaluate the plan as it is built. Benchmark industry data where available is used to make the plan more competitive.

Customer need	Creating a business plan can be an extensive effort since it includes researching the product / service, market research, defining the organization structure, deriving / validating the plan goals from the vision / mission, setting targets for 2-3 years, understanding customer choices, mapping and studying competition, financial detailing and defining a strategy for achieving the business plan.
How SI IPL ERRC can help	SI IPL ERRC has ready to use diagnostic questionnaires to speed up data gathering as well as industry specific workout templates to reduce the time to create a business plan. Key organizational stakeholder groups are involved in the process to make the plan more realistic, holistic and ensure a better buy in. SI IPL also provides definitive measures for the plan through a measurement scorecard.
Scope and Deliverables	<ul style="list-style-type: none"> - Visioning and discovery workshop - Strategy map and goal setting workshop - Business plan workout & scenario analysis - Technical plan workout & product / service mix - Financial plan workout – costing & pricing assumptions - Material research (offline) – secondary - Review and presentation
Customer responsibility	<p>Study brief and filling up pre-qualification questionnaire</p> <p>Access to decision makers, investors and auditors for clarifications</p> <p>Audited Financial reports (for running businesses)</p>
Engagement approach	<p>SI IPL ERRC uses a combination of ½ day workshops followed by workouts to expedite the process. This needs decision maker involvement for these sessions which can last upto 3-5 business days spread over 2 weeks.</p> <p>SI IPL ERRC does the basic draft documentation if required or simply does the review of the document thereby offering the customer a choice of price points for the effort. The model provides for 2 iterative reviews to close out the effort.</p>
Special Services (Optional)	<p>Primary Research on products / services*</p> <p>Corporate identity creation*</p> <p>Company formation*</p>

Service Reference	SI IPL-ERRC-BPLAN-2009-01
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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