

[www.teamsks.com](http://www.teamsks.com)

OUR CLIENTS ARE PARTNERS IN OUR SUCCESS... AS WE ARE IN THEIRS

OUR COMMITMENT TO OUR CLIENTS HAS ALWAYS BEEN LONG-TERM. OUR PRINCIPAL DRIVE IS NOT JUST TO DEVELOP RELATIONSHIPS BUT TO BUILD EMPATHY DRIVEN SYNERGETIC ASSOCIATIONS WITH OUR CLIENTS SUCH THAT WE SURVIVE AS AN INTEGRAL PART OF THEIR PROCESSES AND BLEND OURSELVES TO THEIR NEEDS AND CULTURE WHICH ALLOWS US TO PROVIDE OUR CLIENTS WITH THE MOST RELEVANT, APT AND OPTIMUM SOLUTIONS

# AN INTRODUCTION

A BRIEF PREVIEW  
OF THE  
PHILOSOPHY AND  
SERVICES OF THE  
ORGANISATION



Ladder for Leaders  
**TeamSK's**  
MANAGEMENT SOLUTIONS

Ladder for Leaders

**TeamSK's** Management Solutions Private Limited

# TeamSK's Management Solutions Pvt Ltd



- ☞ **ERSTWHILE SK's – BIRTHED ON 5<sup>TH</sup> JANUARY 2008 – PRINCIPALLY AS A CORPORATE L&D SPECIALIST**
- ☞ **EXPANDED ORGANICALLY INTO HR CONSULTING SERVICES IN 2009**
- ☞ **DIVERSIFIED INTO ENTREPRENEURIAL SUPPORT AND BUSINESS MANAGEMENT SOLUTIONS IN 2010**
- ☞ **RECHRISTENED AS TeamSK's Management Solutions (P) Ltd ON 2<sup>ND</sup> JULY 2014**
- ☞ **CONDUCTED OVER 300 BEHAVIOURAL L&D PROGRAMMES**
- ☞ **EXECUTED MORE THAN 70 HR CONSULTING PROJECTS**
- ☞ **HELPED SET-UP MORE THAN 20 COMPANIES ACROSS THE NATION**
- ☞ **EXECUTED MORE THAN 65 MANAGEMENT CONSULTING PROJECTS - NATIONAL & INTERNATIONAL**
- ☞ **CURRENTLY SERVING AS A TECHNICAL AGENCY TO MSME FOR CLUSTER DEVELOPMENT PROJECTS**

GROWTH MANIFESTED BY VALUES AND PASSION; THIS IS TeamSK's Management Solutions (P) Ltd IN A NUTSHELL. SINCE ITS INCEPTION IN 2008 AS A L&D EXPERT, TeamSK's HAS EVOLVED INTO A MULTI-FUNCTIONAL AND DIVERSIFIED ORGANISATION

## OUR VISION

We create and provide value to...  
Partner our customers' success by helping them redefine and refine the quality of their internal systems through knowledge sharing and competency building

# TeamSK's – SKsians



“SKsians” IS WHAT WE CALL OURSELVES FONDLY.  
OUR MOTTO...

“ANYTHING LESS THAN PASSION IS UNACCEPTABLE”



☞ **FOR SKsians...**

- ☞ LEADERSHIP IS NOT HIERARCHY – BOUND
- ☞ IT IS A PRE-REQUISITE AT EVERY LEVEL

☞ **AT TeamSK's...**

- ☞ OPENNESS & COMMUNICATION ARE ENCOURAGED
- ☞ INITIATIVE & EXPRESSION ARE WELCOME
- ☞ CREATIVITY & BOLDNESS ARE NURTURED
- ☞ LEADERSHIP & TEAMWORK ARE HONOURED



MANAGING DIRECTOR – CHIEF  
CONSULTANT – MR. **R S KIRAN**

1<sup>ST</sup> GEN ENTREPRENEUR; ACADEMICIAN, MGMT.  
CONSULTANT & SOCIAL ENTREPRENEUR  
15 YEARS IN CONSULTING; 20 YEARS IN  
ACADEMICS (THOMAS PROFILING CERTIFIED)  
SPECIALITIES – ENTREPRENEURIAL & BUSINESS  
PROCESS; TRAINING; STRATEGY, STRUCTURE AND  
POLICY

“WE TAKE PRIDE IN THIS CULTURE AS MUCH AS WE TAKE PRIDE IN OUR RELATIONSHIPS WITH OUR CUSTOMERS”

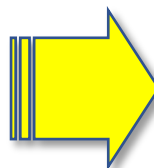
“WE WOULD NOT HAVE BEEN STANDING HERE AFTER 15 YEARS HOLDING OUR HEADS HIGH IF IT WERE NOT FOR ALL OUR ASSOCIATES, PAST AND PRESENT, AND THEIR COMMITMENT AND RELENTLESS ENDEAVOUR TO INVEST THEIR TIME, ENERGY, SKILL AND MOST OF ALL THEIR PASSION... “



# OFFERINGS



## HR STRATEGY SOLUTIONS



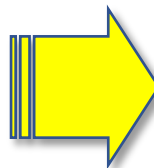
**HR PROCESS CONSULTING**



**L & D SOLUTIONS**



## ENTREPRENEURIAL & BUSINESS SOLUTIONS



**START-UP CONSULTING**



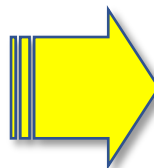
**BUSINESS PROCESS CONSULTING (BPC)**



**BUSINESS PROCESS OUTSOURCING (BPO)**



## NGO SUPPORT SERVICES



**PROPOSAL & APPLICATIONS**



**RESEARCH & REPORTS**




**PROJECT CONSULTING**

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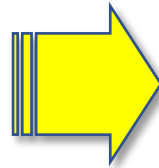
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# ENTREPRENEURIAL & BUSINESS SOLUTIONS



OUR BUSINESS CONSULTING SERVICES INCLUDE EXTENSIVE SUPPORT FOR BUDDING ENTREPRENEURS WHILE ALSO PROVIDING SUPPORT TO ORGANISATIONS THAT ARE LOOKING FOR PROCESS REDESIGNS AND SET-UPS TO OPTIMIZE THEIR COSTS AND MAKE THEIR EXISTING SYSTEMS MORE EFFICIENT AND EFFECTIVE



## START-UP CONSULTING



IDEA & FRAMEWORK DEVELOPMENT



BUSINESS PLANS



SET-UP & HANDHOLDING



## BUSINESS PROCESS CONSULTING



PROCESS

REDESIGN/RESTRUCTURING



TURNKEY ACADEMIC PROJECTS



## BUSINESS PROCESS OUTSOURCING

THIS IS A BRIEF VIEW OF THE VARIOUS SERVICES THAT OUR ORGANISATION PROVIDES TO ASPIRING AND BUDDING ENTREPRENEURS, ESTABLISHED BUSINESSES. THE SOLE FOCUS OF OUR SERVICES ARE TO ENSURE IS TO PROVIDE MOST VIABLE, PRAGMATIC, COST-EFFECTIVE AND ENDURING SOLUTIONS TO OUR CLIENTS







# ENTREPRENEURIAL & BUSINESS SOLUTIONS

## START-UP CONSULTING





### IDEA & FRAMEWORK DEVELOPMENT

WE HELP ENTERPRISING INDIVIDUALS IN TRANSFORMING THEIR INNOVATIVE IDEAS INTO PRAGMATIC AND ECONOMICALLY FEASIBLE BUSINESS CONCEPTS THAT ARE MORE SCALABLE AND SALEABLE.

-  MARKET ANALYSIS
-  PRODUCT/FEASIBILITY ANALYSIS
-  TECHNOLOGICAL ANALYSIS
-  BUSINESS/RISK ANALYSIS

### BUSINESS PLANS

ONE OF THE MOST CRUCIAL PHASES IN STARTING BUSINESS IS APPEALING TO INVESTORS. BUSINESS PLANS AND PROJECT REPORTS ARE THE PROFESSIONAL TOOLS USED BY FUNDERS TO ANALYSE PROJECTS

-  PROJECT/PROCESS RELATED SOPs
-  BUSINESS PLANS FOR FUNDING
-  REFERENCE DOCUMENTS
-  PITCH DASHBOARDS

### SET-UP & HANDHOLDING

SETTING UP POLICIES, PROCESSES, SYSTEMS, GUIDELINES TO DEAL WITH THE DAY-TO-DAY. WE HELP THE CLIENTS SAIL SMOOTHLY BY LENDING OUR EXPERTISE BY HANDHOLDING/ COACHING

-  PROCESS SET-UP/SOP DOCS
-  COMMISSIONING/TEST-RUNS
-  DEPARTMENTS/STRUCTURE/POLICY
-  BUSINESS DEVP STRATEGIZING





# ENTREPRENEURIAL & BUSINESS SOLUTIONS

## BUSINESS PROCESS CONSULTING

### PROCESS REDESIGN/ RESTRUCTURING

WE KEEP OUR CLIENTS' PROCESSES REVITALISED BY REINVENTING AND REDESIGNING TO SIMPLIFY WORKS, IDENTIFY REDUNDANCIES, REDUCE INEFFICIENCY, IMPROVE PRODUCTIVITY, CONTROL COSTS AND SO ON

- ✎ PROCESS ANALYSIS & REDESIGN
- ✎ PROJECT MANAGEMENT
- ✎ WORK LOAD ASSESSMENT
- ✎ ORGANISATIONAL RESTRUCTURING

### TURNKEY ACADEMIC PROJECTS

WE SPECIALISE IN END-TO-END SERVICES IN EDUCATION INCLUDING SETTING UP OF INFRASTRUCTURE, ACQUIRING APPROVALS, COURSE DESIGNS, SETTING PEDAGOGY AND HANDHOLDING MANAGEMENT

- ✎ INTEGRATED ENGG CAMPUS
- ✎ MANAGEMENT EDUCATION
- ✎ PRE-SCHOOLS
- ✎ PRIMARY & SECONDARY SCHOOLS



THIS IS A BRIEF VIEW OF THE VARIOUS SERVICES THAT OUR ORGANISATION PROVIDES TO ASPIRING AND BUDDING ENTREPRENEURS, ESTABLISHED BUSINESSES. THE SOLE FOCUS OF OUR SERVICES ARE TO ENSURE IS TO PROVIDE MOST VIABLE, PRAGMATIC, COST-EFFECTIVE AND ENDURING SOLUTIONS TO OUR CLIENTS



# ENTREPRENEURIAL & BUSINESS SOLUTIONS

## BUSINESS PROCESS OUTSOURCING

### DATA ENTRY



INDUSTRY – BANKING, INSURANCE  
& PUBLISHING  
PROCESS - DATA ENTRY, DATA  
SCANNING AND FORM FILLING,  
CUSTOMER VALIDATION,  
LANGUAGE TRANSLATION  
SERVICES, SPELL-CHECK,  
QUALITY CONTROL

### DATA MINING & WAREHOUSING

INDUSTRY – IT & HR  
PROCESS - DATA SOURCING, DATA  
SORTING, DATA CLASSIFICATION,  
DATA STORAGE & RETRIEVAL,  
LIAISON WITH DATA SOURCES,  
DATA PROCESSING - TO APPLY  
DATA AS PER REQUIREMENT, HR  
DATA PROFILING SUPPORT

### ONLINE TESTING SERVICES

INDUSTRY – IT & BANKING  
PROCESS – SETTING UP  
PLATFORMS, IDENTIFYING  
PARTNERS AND VENUES,  
INVIGILATION, SECURE  
EXAMINATION EXECUTION,  
COORDINATING FOR SUBMISSION  
OF RESULTS



# TeamSK's – Clients & Key Assignments



M/S ELICO LTD

SERVICES CATEGORY– HR BUSINESS SOLUTIONS (STRATEGY SOLUTIONS)

ANNUAL TRAINING CONTRACTS; JOB ANALYSIS, JOB DESCRIPTIONS & SPECIFICATIONS; COMPETENCY MAPPING; EMPLOYEE SATISFACTION STUDIES; PERFORMANCE APPRAISAL SYSTEMS



M/S TULIP DIAGNOSTICS LTD (ALL 7 DIVISIONS)

SERVICES CATEGORY– HR BUSINESS SOLUTIONS (STRATEGY SOLUTIONS)

JOB EVALUATION; SALARY STRUCTURES & BANDING, SELECTION TOOLS; JOB DESCRIPTIONS & SPECIFICATIONS; WORKMEN SKILL CATEGORIZATION



M/S DA AFGHANISTAN BANK

SERVICES CATEGORY– HR BUSINESS SOLUTIONS (STRATEGY SOLUTIONS)

FULL HR DESIGN & SET-UP; HR PROCESS DESIGNS, MANPOWER PLANNING, ORGANISATION STRUCTURE, PROCUREMENT, TRAINING & DEVELOPMENT, APPRAISAL SYSTEMS; HR AUTOMATION



M/S ELICO HEALTH CARE SERVICES

SERVICES CATEGORY– HR BUSINESS SOLUTIONS (L&D SERVICES)

WORK-LIFE BALANCE, TEAM BUILDING & CULTURE, LEADERSHIP, TIME & STRESS MANAGEMENT, EMOTIONAL INTELLIGENCE, SALESMANSHIP, COMMUNICATION SKILLS

## STRATEGIC ALLIANCES



# TeamSK's – Clients & Key Assignments



**M/S PKL LTD (ERSTWHILE PRIMUS KABSON)**

**SERVICES CATEGORY– HR BUSINESS SOLUTIONS (L&D SERVICES)**

EMOTIONAL INTELLIGENCE, CREATIVITY & INNOVATION, TEAM BUILDING, TIME & STRESS MANAGEMENT, PLANNING & COMMUNICATION, LEADERSHIP



**M/S MARS INC**

**SERVICES CATEGORY– HR BUSINESS SOLUTIONS (L&D SERVICES)**

EMOTIONAL INTELLIGENCE, TEAM BUILDING; SALESMANSHIP, EMPLOYEE MOTIVATION



**M/S KVM ORGANIC PRODUCTS PVT LTD**

**SERVICES CATEGORY– ENTREPRENEURIAL & BUSINESS SOLUTIONS (BUSINESS PROCESS CONSULTING)**

MARK-PROCESS STUDIES, PROCESS REDESIGNS, TALENT MANAGEMENT SYSTEMS, COST CONTROL, MARKETING DEPARTMENT PROCESS AND MANPOWER RESTRUCTURING



**M/S ARBOR ORGANICS PVT LTD**

**SERVICES CATEGORY– ENTREPRENEURIAL & BUSINESS SOLUTIONS (START-UP CONSULTING)**

START-UP CONSULTING, BUSINESS IDEA CONCEPTUALIZATION AND PROJECT FRAMEWORK, BUSINESS PLAN & PROPOSAL PREPARATION, PROCESS CONSULTING, SET-UP



**M/S GIRIJABAI SAIL INSTITUTE OF TECHNOLOGY**

**SERVICES CATEGORY– ENTREPRENEURIAL & BUSINESS SOLUTIONS (TURNKEY ACADEMIC PROJECT)**

INTEGRATED CAMPUS DESIGN, SETUP AND ESTABLISHMENT, AICTE APPROVAL AND REGISTRATION PROCESSES, COURSE DESIGN, HANDHOLDING



# TeamSK's – Clients & Key Assignments



**M/S T-IMPACT LTD**

**SERVICES CATEGORY– ENTREPRENEURIAL & BUSINESS SOLUTIONS (DATA MINING)**

DATA MINING, DATA SOURCING, DATA SORTING AND DATA CLASSIFICATION



**M/S SIFY TECHNOLOGIES LTD**

**SERVICES CATEGORY– ENTREPRENEURIAL & BUSINESS SOLUTIONS (DATA ENTRY)**

BPO-SERVICES, ONLINE EXAMINATION CENTERS



**M/S SESHASAI E-FORMS PVT LTD**

**SERVICES CATEGORY– ENTREPRENEURIAL & BUSINESS SOLUTIONS (ONLINE TESTING)**

BPO-SERVICES, DATE ENTRY, DATA VALIDATION SERVICES

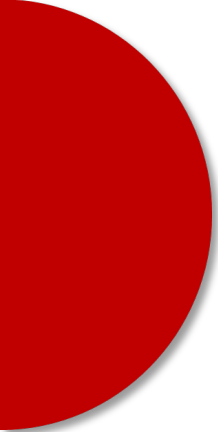


**M/S PRAKRITI ENVIRONMENT SOCIETY**

**SERVICES CATEGORY– NGO SUPPORT SERVICES**

APPLICATION HANDLING FOR FUNDING, BASE-LINE STUDIES AND DETAILED PROJECT REPORTS, PROJECT DESIGN AND REVIEW MECHANISMS





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MANAGEMENT SOLUTIONS

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