

FORTUNE

October 2021

INDIA
—exchange

NEWS, EVENTS, PROMOTIONS + IDEAS



Prashant Surana Jain
Snapper Future Tech

Nidarshana Gowani
Kamala Ankibai Ghamandiram
Gowani Trust

Yash Shah
The Address

Sathish Kumar T
Milky Mist

Jai Mrug
M76 Analytics

Rohit Arora
TransGanization

Dr. Prasanna Venkatesh M. K
NU Hospitals

Manodh Mohan
Skyislimit
Technologies Pvt Ltd



LEADING
ENTREPRENEURS

CONTENTS



04

DR. PRASANNA VENKATESH M. K.

NU Hospitals Sets New Paradigms of Excellence in Healthcare



06

DR. MANIMEKALAI MOHAN

SSVM Group of Institutions Driven by a Culture of Excellence in Learning



08

SATHISH KUMAR T

Paneer King



10

NIDARSHANA GOWANI

Powerful Role Model



12

YASH SHAH

The 'True Value' of 'The Address' for Growth & Success



14

PRASHANT SURANA JAIN

A Start-up Expert in Driving Future Tech Enabled Growth



16

MANODH MOHAN

Unstoppable Juggernaut of Dreams and Successes



18

JAI MRUG

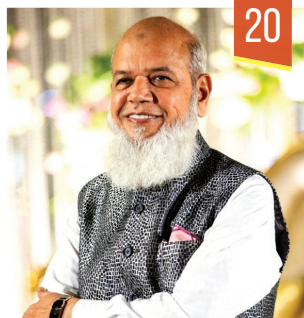
AI delivered for Business Leaders



19

ABHISHEK SINGH

RouteToMarket Media (R2MI): Futuristic Endeavours



20

DR. ABDUL KADER FAZLANI

Fazlani Natures Nest Redefining the Term Wellness



21

YASHOVARDHAN GUPTA

How Police branded Fashion Masks, Contributed to Growth of Torero Corporation

ASSOCIATION WITH



www.falconads.in

CALL: +91 84540 52826

Disclaimer : Leading Entrepreneurs booklet is a special initiative of Falcon Ads under Fortune India Exchange. The content and design of the booklet has been compiled under Fortune India Exchange. Claims made in the content are verified by Falcon Ads and readers discretion is therefore recommended.



Leading Entrepreneurs, Leading Lights of Economy

Economies thrive on the strength of leading entrepreneurs who are people with a vision, a passion and a desire to change the world for the better. They lead their industries as torchbearers of innovation and change, leveraging the dynamics of the industry that they operate in to niche levels in the international domain. What makes them different, inspirational and worth emulating make for interesting reading, understanding and even case study material for many young aspirants out there waiting in the wings to take off with their start-ups or on the verge of revamping family businesses into its modern avatar!

What makes an economy vibrant are the people driving the various industries and setting into motion constant improvement in terms of product portfolio, product quality, customer services, infrastructure, expansion plans, investments, skilling and training practices and establishing a culture of compassion where people can grow, evolve and fulfil their life's aspirations. This entire gamut and ecosystem of economic growth is supported by entrepreneurs, who use their knowledge to pursue a personal dream or take forward a family legacy, or their ambitions are shaped by circumstances to create viable business, big or small. As they say every cog plays its role of holding a wheel and rotating it, so are these enterprising people, who create an identity and establish a culture that is unique and complements their venture and its vision. Some are iconic names of their industry, others are iconic doers, who prefer to stay away from the limelight and enjoy what they love to do i.e., work towards higher goals and achievements. There are also faces that serve as ambassadors, largely representing the industry they are in on the global platform. Entrepreneurs undoubtedly are indispensable and are responsible in the churning of industries, societies and individuals so that they evolve.

India has seen dynamic businessmen over the decades beginning from pre-



independence era. The names of TATA, Birlas, Godrej, Ruia, Bajajs, Lalbhai brothers and many others and their legacies continue as gigantic conglomerates even today. Those who figure prominently as modern architects of India include names such as Dhirubhai Ambani, N.R. Narayana Murthy, Shiv Nadar, Lakshmi Niwas Mittal, Dilip Shanghvi, Azim Premji and several other respectable names. Women have also proven their mettle in the male dominated corporate and business world. Kiran Mazumdar-Shaw, Indira Nooyi, Vandana Luthra, Shahnaz Hussain and other from their era were bold women to break the glass ceiling and create a name and space for themselves in the intense competitive world of business. In the younger crop, many of them have launched their own start-up enterprise which are off-beat and given a fresh and new approach to translating innovative ideas and concepts

into flourishing ventures. Among them include names such as Ritesh Agarwal, Tilak Mehta, Sreelakshmi Suresh, Farrhad Acidwalla, Richa Kar, Upasana Taku, Divya Gokulnath, Ankita Ghaba, Radhika Ghai Aggarwal, Falguni Nayar.

What is common among them all is that they dared to dream, the pursued the dream with unflinching resoluteness and a vision, they never faltered in the face of challenges, they shared their ambition with their employees and took everyone along to achieve what they set out to do. While the old guard have left behind a vision having lasting relevance, the new crop is more flamboyant and experimental in their approach to enterprise. Together, the complex, yet seamless matrix of the business world is intriguing, interesting and worth taking a once-in-a-life-time risk in doing what one enjoys, chasing the rainbow to the other end.

NU Hospitals Sets New Paradigms of Excellence in Healthcare



Dr. Prasanna Venkatesh M. K., is the Managing Director and a Sr. Consultant in Urology with specialization in Paediatric Urology, Kidney Transplant and Robotic Surgeries at NU Hospitals, Bengaluru, Karnataka. The brilliant gold medallist belonging to a family of doctors, is passionate about providing affordable Nephro and Uro care with the best of global standards. Having trained in India and at the Cleveland Clinic, Ohio and Boston Children's Hospitals, Boston, USA, he not only has international exposure in his field of expertise, but is also well-versed with the latest advancements such as robotic surgery. He is also one of the country's first University Qualified Paediatric Urologist. He is excited about the expansion plans, modernization and empowering NU Hospitals to be future ready.

NU HOSPITALS OWES IT TO THE BRILLIANTLY EXCEPTIONAL CALIBRE OF ITS DOCTORS. CAN YOU TELL US MORE ABOUT THE VISION THAT DROVE THE HOSPITALS TO THE STATURE IT IS AT TODAY?

NU Hospitals was established in 1999 and since then has grown remarkably as the largest provider in the private sector in India for Nephrology, Urology and Fertility services, that takes care of the entire Genito-urinary system. We have four branches, with two of them in different parts of Bengaluru, one in Shivamogga, one in Ambur on the Bengaluru-Chennai Highway, and one unit in the Maldives. Today, we have all the sub specialties within the broad specialty of Urology and Nephrology

like Paediatric urology, Paediatric Nephrology, Andrology, Uro-oncology, Renal transplantation Male and Female Fertility etc., besides being a teaching institution for DNB programmes.

CAN YOU SHARE THE ACHIEVEMENTS BY THE HIGHLY SKILLED DOCTORS OF YOUR TEAM?

NU Hospitals has one of the largest and finest pool of Nephrologists and Urologists in the country. As of now, eight of our doctors from Team Urology and three from Team Reproductive Medicine have been trained to use the CMR Versius Robot. These are all doctors who practice their sub-specialties like Kidney transplant, Uro-oncology, Paediatric urology,

Reconstructive urology, Reproductive medicine, who will take forward their sub-specialties, and robotic surgery as well. We believe in group practice and departmental based practice, which is the biggest key to our success. Most of our Doctors, be it in Nephrology, Urology, Anaesthesia or Radiology, have been with us for over 15-20 years, which speaks about NU Hospital's brand loyalty and credibility. We work together as a team and that makes a phenomenal difference to patient care delivery.

WHAT LED TO THE DECISION OF ADOPTING ROBOTIC SURGERY IN YOUR PRESTIGIOUS INSTITUTION?

Recently, we have added the CMR Versius Robotic System to our



armamentarium. Robotic surgery is very useful for Urological pelvic surgeries, Cancer of the prostate, Cancer of the kidneys and Reconstruction of major Congenital Paediatric Urological anomalies. Worldwide, almost 40-50 percent of robotic surgeries are actually done in the Urology space, while 10-15 percent usage is in Gynaecology and then for rest of the specialties such as Onco-surgery, Gastro-surgery, Cardiac Surgery etc.

WHAT MAKES MINIMALLY INVASIVE PRECISION SURGERIES THE BEST OPTION?

The population in our country is very huge, whereas Uro and Nephro problems are not restricted by age, so new born babies, teenagers, young adults, those in the reproductive age group and the elderly can develop urology problems. These problems are not restricted by gender too. So many disorders that come under Urology can be treated by minimally invasive techniques rather than the open surgery. We do a lot of laparoscopic urology, endourology and now robotics surgeries - that takes 2-4 hours, which is not as stressful as open surgeries. The advantage being with robotic surgery the patients have less pain, chances of infection are lesser, scarring is minimized, and hospital stay is decreased. Another advantage is that robotic surgery has more depth perception with 3D vision and for complex reconstructive work the expert surgeon is at the console, which is less tiresome for the surgeon. Robotic surgery takes 30-45 minutes longer in duration than the open surgery as this time is required to set up the equipment.

WHAT IS THE GOAL THAT YOU AND YOUR TEAM WOULD LIKE TO ACHIEVE WITH ROBOTIC SURGERY?

We have a comprehensive programme in mind for Robotic Surgeries with the Versius Robot beginning with a paediatric urology

robotic program, a nascent specialty. apart from operating on major adult urological problems. We also intend to do major urology cancer surgeries, such as cancer of the bladder, cancer of the prostate or cancer of the kidney with the robot where oncology outcomes would be better. Robotic surgery with Versius has proven to be a better option for removing small tumours in the kidney measuring less than 4 cms in size. In medical parlance it is known as partial nephrectomy – this is done with an intention to preserve functioning kidney tissue. Lastly, we intend to use the robot extensively in the kidney transplant program, initially for the donor and later for the recipient.



HOW IS ROBOTIC SURGERY GOING TO IMPACT THE LIVES OF THE PATIENTS IN THE COUNTRY?

The first battle is won when we tell the patient that a large and lasting scar of the incision will not be there for major surgeries. This makes them more accepting of minimally invasive surgery, and mainly with robotic surgery, which is now high in demand. Patients are quite happy with the final outcomes, especially the younger ones, who do not want to have large abdominal scars. From the surgical and clinical point of view, we can do high precision interventions even in oncology or in other major reconstructive surgeries with reasonable ease and ensure that the outcomes are quite good for the

patient. As patients are increasingly adapting to robotic surgery, the long open surgical scars are not there, they are able to go back to work earlier, and the pain is less, so definitely it will be a huge advantage to them. Patients can even get back to intensive physical activity such as sports after 2-3 weeks of the surgery.

WHERE DOES INDIA STAND GLOBALLY WHEN IT COMES TO UROLOGY SPECIALITY?

With respect to Urology in an institute like ours, we have every facility that is available abroad, be it the latest surgeries, the latest surgical techniques and clinical protocols etc. Paediatric Urology, Paediatric Robotic Urology, and Robotics in Urology are all nascent specialties that we have at NU Hospitals. The work that Urologists do in India is well known and appreciated by peers from all across the world.

THE VISION FORWARD FOR NU HOSPITALS?

We operate in a niche space of the three specialties of Nephrology, Urology and Fertility care and also their sub-specialties. So, we firmly believe that wherever services are not available, that is where we plan to expand and grow whether in India or abroad. We do have plans to penetrate deeper in far off areas to cover the neglected populace, but those plans have been temporarily put on hold because of the pandemic. Probably, we would rollout those projects in the coming six months or a year depending on the pandemic situation. I also believe that NU Hospitals has been able to achieve so much because of the excellent Medical and Non-Medical team that we have in our NABH accredited hospitals. We have recently been bestowed “The Great Place to Work” certification – with only few hospitals receiving this in India – it is a true testimony to the great team that we have.

SSVM GROUP OF INSTITUTIONS

DRIVEN BY A CULTURE OF EXCELLENCE IN LEARNING

Ranking amongst the top echelons of India's educational ecosystem the SSVM group has consistently showcased its relevance in a rapidly evolving academic environment.

Founded in 1998 by Dr Manimekalai Mohan, the SSVM group of Institutions has been pioneering in the field of quality education across Mettupalayam and Coimbatore. It offers knowledge programmes such as CBSE, Cambridge International, Matriculation (State Board) and NIOS curriculums to over 10,000 students from home and abroad.

SSVM has consistently dedicated itself to providing education in fields and formats that are unconventional and innovative. Through its innovative and in-depth knowledge programs, it has carved a niche for itself in delivering excellence in education to its students, enabling them to compete with the best in the world.

The residential campus in Mettupalayam and day campuses in Coimbatore are well equipped with all present-day amenities and services to enhance the learning experience for the students. They feature linguistics laboratories, computer labs, 3D Printing, robotics labs, libraries, aero-modelling and simulation space, along with many more unique features, which combine to help motivate and prepare the students for the future. All campuses reflect a healthy diversity of cultures, religions, languages, and regions.



A 'GLOBAL VISION & INDIAN VALUES'

SSVM's Founder, Dr Manimekalai Mohan, is a visionary and reformer who has dedicated her life to education and philanthropy. She has also been a vigorous pillar of support for women educators. Having founded six campuses in the Coimbatore district, she is an outspoken proponent of modern education perspectives in the framework of an Indian ethos. The schools' legacy of purposeful and innovative educational practices is driven by her philosophy of how extraordinary learning experiences can enable students to grow and develop into well-rounded individuals.

SSVM has been recognised by leading publications for its world-class schools in Coimbatore and Mettupalayam, and their highest standards of digital learning, collaborative pedagogical approaches and global culture in every aspect of learning.



Our learners make the SSVM's vision of excellence a reality by their actions towards achieving it.

- Dr Manimekalai Mohan
Founder & Managing Trustee

INNOVATIVE CURRICULUM DESIGN AND SPORTING SYNERGIES

For over 20 years SSVM has embedded itself in the education field as one of the leading institutions which have capitalised on its educational model which takes the best of international paradigms within the framework of an Indian ethos. The beautiful environs of its campuses create a conducive ambience for learning.

An important aspect of the services on campus is the focus on leadership programmes through the National Cadet Corps (Air Wing & Army Wing Units), Road Safety Patrol, Cubs, Bulbuls, Scouts, and Guides. Each year students are chosen from the NCC segment to represent SSVM in the Republic Day Parade and have even





been awarded the 'Best Cadet' title by the honourable Prime Minister of India.

The safety and well-being of the students is a priority area for SSVM Institutions that prioritize the safety and well-being of their students.

Sports are another area of high priority at SSVM. Air-rifle shooting, badminton, boxing, chess, swimming, horse-riding, squash, tennis, athletics and even yoga provide a holistic exposure to students for participation, and even to excel, in national and international competitions such as Commonwealth Games, Youth Olympics, International Yoga Championships, and Band Music & Marching Arts International Tournament.

International accreditation by British Council puts the spotlight on the school's dedication to ensuring students have global, holistic opportunities. Students get an opportunity to participate in a wide range of education expeditions, including MUNs at both national and international levels (HMUN, CUSMUN, IIMUN), university visits, summer school programmes, educational tours, research retreats, etc., which help to identify their potential and follow their passion. SSVM's ongoing commitment to innovation is what makes them a unique educational institution.

IMMERSIVE DIGITAL LEARNING EXPERIENCE

While designing SSVM's virtual school model, the institute ensured that it chose a robust, safe and secure platform that seamlessly fused with the idea of its educational philosophy and practices of the school. Students were able to easily transition to this new mode of learning since SSVM launched the virtual school in March 2020. It was also lauded by parents. Additionally, great thought was taken in bringing teachers in sync with professional development and mentoring programs that were updated to give them the necessary knowledge and skill to effectively use their new education-focused tools and innovative pedagogical methods.

The learnings of SSVM students are now driven by an innovative combination of synchronous instruction, personalised feedback, asynchronous support, and



...SSVM learners are, at a very early stage, enabled to take responsibility for their education and career ... ”



daily assessments using educational videos, creative tasks, activities, assignments, and high-quality lessons developed by SSVM teachers

SSVM's virtual school facilitates collaboration and participation, as well as preparing teachers, students, and parents to succeed in the digital world by equipping them with the skills to navigate it effectively.

Thought was also given to crafting schedules in such a manner that the necessary breaks were set in place to avoid lengthy screen time for students. The holistic development of students to maintain their physical fitness, mental well-being and enrich their abilities has been facilitated by a slew of activities which include physical education, drama, music, art, yoga, ICT, cookery classes.

EXPANSIVE OPPORTUNITIES FOR COLLABORATION

A state-of-the-art studio with fully equipped sound and video technology is the latest facility in SSVM to enhance its learning programmes. Students can learn how to create informative learning content and experience performing in front of the camera with the aid of its audio-visual production and post-production techniques in the virtual assembly exercises. This is an excellent add-on for students interested in becoming professionals in the media industry. It's a primary example of how SSVM learners are, at a very early stage, enabled to take responsibility for their education and career. Students become successful thought leaders and global citizens by gaining the skills, values, knowledge, and support systems that SSVM provides.

SSVM Residential School recently ranked #1 in Tamil Nadu by the Education Today and SSVM group of Institutions ranked #1 in Tamil Nadu for Campus Architecture & Design, Multi Sports Culture and emerged as #2 India's most respected education brand in the Education World Grand Jury Awards 2020-21.

Mr Sathish Kumar T Paneer King

Mr Sathish Kumar is the CMD of Milky Mist, the only dairy in India to manufacture value added products. Today, the brand from Erode, Tamil Nadu has about 25 product categories with 200 different types of pack sizes and is a household name in entire South India. Focusing on a bigger ambition to make Milky Mist a pan Indian brand competing with giants like other brands. Mr Sathish Kumar shares with Fortune Exchange 500, his vision to make Milky Mist Dairy, a US \$ One Billion company by 2030.



The life sketch of Mr Sathish Kumar T, is as interesting as the incredible success he achieved at establishing Milky Mist, a brand developed by him in the dairy category, from humble beginnings. The enterprising Mr. Sathish Kumar comes from a farming background and is a farmer himself. In 1992, he joined his father's traditional milk trading business to extricate it from losses and in the process learnt about the pitfalls in the dairy business such as handling milk spoilage, losses and being at the mercy of traders. He started mulling on making value addition to milk and in 1992, Mr Sathish Kumar set up a small manufacturing unit in Chithode with minimum technical know-how and investment.

It was a time when Mr Sathish Kumar travelled frequently to Bengaluru where he came across a couple of restaurants where paneer was used as an ingredient. This caught his attention, and out of curiosity, Mr Sathish Kumar requested

them to teach him the art of making paneer. Mr Sathish Kumar followed it up by close study of the markets and food habits in south India and his keen eye saw an opportunity to provide high quality alternate protein to meat and chicken to the large population of the region who are vegetarians and look for high-quality protein alternatives. "That's how paneer as a product was conceived, developed according to local taste, and it's manufacturing started in the factory and was marketed as Fresh Product. Unlike North Indian diet where paneer is an integral part of all dishes, in South, people had to be educated on the usage of paneer in various typical South Indian dishes. It took several years to educate the consumers and today I am happy to share that Milky Mist Paneer is the most preferred brand in the entire south India," says Mr. Sathish Kumar. Initially, Mr Sathish Kumar made paneer only for consumption for the hotel segment as he was struggling due to financial

constraints. As he mastered the process of manufacturing paneer and started making superior quality paneer, the business gradually picked up and there was no looking back.

Since the paneer was initially sold without any label and brand name, he came up with the name "Milky Mist" and got the brand registered in 1996.

Taking the enterprise to the next logical level was entering the retail market with small packs, a strategy that worked as demand for small quantities found way into millions of homes. Between 1996 and 2010, while he continued his focus on paneer, Mr Sathish Kumar at the same time introduced other products like curd, yoghurt, butter, ghee, etc., under the brand name of Milky Mist. In a smart move with the introduction of different types of cheese and other products in the market, the slow-paced growth gathered significant momentum from 2010 to 2016. Gradually, the consumers of South India started recognizing and



accepting all of Milky Mist's products, particularly preferring Milky Mist paneer and curd over other brands as their favorite choice. Very soon Milky Mist paneer became a household name.

Mr Sathish Kumar not only went further into expansion of the product category, but also expanded market penetration of the brand. This hectic growth initiatives were happening in a small manufacturing set up of less than an acre of land. As the brand grew in popularity and presence in the market, space was becoming a constraint and to address this constraint in the value chain of Milky Mist, Mr Sathish Kumar's larger vision and future forecast led to the establishment of state-of-the-art, and technologically superior plant with a capacity to handle 15 lakh litres of milk per day on its over 55 acres of land. Milky Mist was the first to introduce in India the latest world-class technologies at its unit namely:

- i) 1000 slices/ minute high speed cheese slice packing machine
- ii) 60 MT/ day fully automatic paneer making plant with robotic packing
- iii) 40 MT/day fully automatic mozzarella cheese manufacturing plant
- iv) 40 MT/ day cream cheese manufacturing plant

Mr Sathish Kumar is known for adopting new technologies in the dairy business. He travelled extensively to many countries to explore and study the latest technologies and adopted the best of them for building a fully automatic custom built paneer manufacturing plant. The products coming out of this hi-tech facility meet the highest standards in hygiene and quality and completely replaced manual packaging and handling process of paneer.

Mr Sathish Kumar's vision and endeavours to take Milky Mist to the next best level has the strong support of Dr. K. Rathnam, CEO of Milky Mist, who is a graduate in Food and Nutrition with more

than three decades of technical and administrative experience spread across various organizations that includes the pioneering and world-renowned institution like AMUL. Dr Rathnam is instrumental in the company's rapid growth witnessed over the past couple of years and he intends to keep the tempo intact as he has grand plans for both organic as well as inorganic growth thereby catapulting Milky Mist into the top league.

"Our products are now being exported to Singapore and Dubai. Our Vision is to provide best quality products by offering the best competitive price to milk producers and provide quality products at an affordable price and make it available at consumer doorsteps. The infrastructure facility also includes state of art in-house laboratory equipped with the most sophisticated equipment, which are managed by qualified Microbiologists and Chemist. Every batch is subjected to quality check right from the raw material in-take to the finished product. To further ensure that the product reaches our primary clients fresh, we have a fleet of refer trucks of various capacities to take care of cold chain, which forms the most essential part to retain the products inherent properties. The entire logistics is monitored using the latest GPS technology to ensure timely service

and product temperature at every stage. We are now providing Visi-coolers to every eligible secondary customer like retail outlets, to enhance brand visibility, besides we are in the process of extending this to as many stores as possible to make sure that the product reaches the end consumer in its best quality," shares Mr Sathish Kumar.

Emphasising on the ambitious future plans to not only become a Pan Indian brand but also pursue export opportunities by launching a series of new products like Frozen Pizza, UHT Lassi, Butter Chiplet and so on, Mr Sathish Kumar informs, "Very soon, we would soon be launching our exclusive parlour concept across many towns and cities. We are confident and ably guided to our endeavour."

Moving towards social progress and empowerment on the wheels of 200 Refer trucks that clog 1.35 million km distance per month, delivering fresh dairy products across south and central India, Milky Mist aims to generate employment in rural areas, uplift rural economy in the entire value chain through milk procurement, logistics, processing and marketing of its products. To promote the use of green energy, the brands uses 4 MW of Solar Power & 2 MW of Wind Power.



Mrs. Nidarshana Gowani

Powerful Role Model

The rise of women entrepreneurs in India is defining a new framework for India's eco-socio canvas. What is remarkable is how they have taken on the challenges of some of the toughest industries like the male-dominant fields of Real Estate, Science, Technology, Engineering and Mathematics. Their successes left an enduring mark but have also been pivotal in rejigging the concept of what women can achieve when they are unfazed by gender-equality issues and rely on their core strengths to make their goals a reality.



Nidarshana Gowani

MULTI-FACETED LEADERSHIP

A leading light in the fortunes of the Mumbai-based Kamala Mills Group is Mrs. Nidarshana Gowani, Director of Property Management, who is also a trustee of the Kamala Ankibai Ghamandiram Gowani Trust.

Mrs. Gowani's contributions over the decades have not only impacted the company's operations but also succeeded in leaving an imprint on the real estate industry and the lives of many across India. From the early days, when her husband Ramesh Gowani, who established the Kamala Mills Group, mentored her, she has demonstrated leadership and excellence in all walks of life. A master of real estate opportunities Ramesh Gowani inculcated in her the spirit of inventive thinking and farsighted planning to be a success.

A perfectionist at heart, it is also Mrs. Gowani's curiosity and keen understanding

of the market which influence her outlook on anything she decides to take up to enhance her entrepreneurial pursuits. 'I believe in charting my own territory at work and chasing my dreams irrespective of the challenges. My mantra of living life to the fullest and working for society has ensured my success in business and as a social activist,' says Mrs. Gowani.

To make her mark, in what has been a primarily male-dominated industry, there have been challenges aplenty for Mrs. Gowani. But with the guiding principles of her work ethics, she has been able to cleave a path for herself and prove to her peers that women, even if they have to work harder, can make a success of themselves in a highly competitive industry such as real estate.

Mrs. Gowani's deep-rooted work culture has been pivotal towards ensuring the long term relationships she has cemented by going the extra mile for

client satisfaction. It's been one of the most important bricks in the wall of her credibility in the real estate industry. She is always ready to embark on new projects and execute them to success. Her efforts were recognized by the Times Power Women Award that was conferred on her in 2020.

SUSTAINABLE PRACTICES AND PRINCIPLES

Gifted with an astute business sense and benevolence, Mrs. Gowani has achieved great success in a short time. Her honesty, integrity and determination to achieve her goals have left a mark in the space she has created for herself in India's real estate business. She has been a leader par excellence in executing various projects and increasing revenue through sustainable approaches in business. She leads from the front with initiatives towards sustainability commitment, conceptualizing



and implementing sustainable building operations and working closely with various partners towards implementing energy efficiency.

AN INSPIRATIONAL EXEMPLAR

Her drive and principled take on career development have been inspirational lessons for women to take charge of their lives in society to achieve their goals. She believes that there is nothing impossible and nothing can stop women if they have the determination, courage and the right spirit. 'I have always believed in the power of a woman. She can achieve anything and everything. Women today have achieved greater success and much more is to come. I would urge every woman out there to stand up for her rights, keep her head held high and march on to success. Our today's efforts would determine our tomorrow,' says Mrs. Gowani

Mrs. Nidarshana Gowani has many more achievements to add to her kitty as she continues to thrive and build a more inclusive real estate industry in India.

A HUMANITARIAN TRUST

Her desire to work for the doing good for the less privileged in society emerged in her very early days for Mrs. Gowani.



Nidarshana Gowani Receiving the Times Power Women Award 2020 from Anupam Kher

To add heft to her dream to uplift the less privileged she set up the Kamala Ankibai Ghamandiram Gowani Trust with a vision of "Rising by lifting others". Her work for the trust gives her an enormous sense of satisfaction and happiness. She is always at the forefront to give a quality life to cancer patients at the Tata Memorial Hospital, Mumbai. It is through the Trust that she also conducts various programs and initiatives round the clock for cancer patients and the unprivileged sections of society.

ACHIEVEMENTS AND AWARDS

- Times Power Women Award 2020 for contribution as a Social Worker and Real Estate Entrepreneur
- Pillars of Humanity show at the Bombay Times Fashion Week 2020 raising awareness and showing solidarity towards the Cancer Patients



Nidarshana Gowani Believes in closely working with women and empowering them to build a stronger women community in the society.

One such initiative, back in 2020, was when she kickstarted the Bombay Time Fashion Week by walking the ramp to create awareness and show solidarity towards cancer patients. It was heartening to see some of the leading Bollywood stars participate in the event by walking the ramp with children.

Since its incorporation, the Trust has launched various outreach programs and initiatives for care diagnosis, prevention and treatment for cancer patients. Apart from this, during the pandemic, Nidarshana Gowani and her Trust conducted various programs for the COVID warriors, towards COVID relief and creating awareness.

The **'TRUE VALUE'** of **'THE ADDRESS'** for Growth & Success

'The Address' is the identity of a progressive vision while its 'True Value' lies in living up to commitments and promises made. A disruptor in developing co-working spaces, Vipul Shah, Founder and CEO of The Address, launched in 2018, and Director of the luxury realtor True Value, introduced the unique concept and venture in Ahmedabad, Gujarat, one of the business nerve-centres of India. Premium in its 360-degree offerings, The Address, brings together synergies of ideas, innovations and fulfilling shared aspirations of its tenants to succeed. Vipul Shah talks to the Fortune India, of achievements so far and future expansion plans of the model.

Armed with a brilliant academic background, Yash Shah, after completing his degree from Drexel University and IIM Bangalore in Finance & Business Leadership went to work in FlySpaces, Singapore. While working through the ranks from a business development executive to higher positions in the company, Yash was exposed to the global and futuristic possibilities of creating a symbiotic model between business and real estate i.e., Co-working space and Serviced industry. Excited by this unexplored niche and unique concept, Yash carried out extensive research in the field of leasing, real estate and innovation in the real estate industry. The era of start-ups too had begun, which further strengthened his belief that the beauty and viability of this business model lay in its power to integrate and connect people from across diverse professions into one community under one roof, without diluting their capacity to work independently and retain their exclusive identity.

An astute entrepreneur and keen observer of the Indian market, Yash leveraged his international exposure and experience in introducing the co-working



space and serviced model in India where the potential to grow was boundless. For acceptance to break away from the conventional, it was important that people change their mind set and perceive working in an ambience that could be customised and catered to every need of the business entity or individual. Yash set to change the landscape of providing 360 -degree

solution ranging from rental space, to business centres, relaxation options such as gym and for voracious readers a well-stocked library for reference and reading and most importantly the mindset. He says, "I believe there is a need for change in how people perceive working and that their brand is championing the movement of the sharing economy, which



THE ADDRESS

YOUR DESTINATION OF GROWTH



encourages and fosters collaborations to boost innovation and productivity.”

Assisted by a robust team of young minds loaded with enthusiasm to make things work and take them forward, Yash established The Address at an up-market location in Ahmedabad, which provides a picturesque view as far as one's eye sight can stretch. Within a year of its launch The Address attracted top clients which grew rapidly as other big names such as Accenture, Usha, Standard Chartered, Big Spoon, Lamborghini, Zeta, Makaan, Udaan, American Tower, ByteDance, Cytiva, My Gate and several other popular MNCs, small successful ventures and start-ups had the premium address on their visiting card. The horizon is limitless when it comes to viewing growth in a conducive and professionally invigorating, curated workspace in town-The Address. The firm has served more than 5,000 clients as of date that spans over 250 companies and growing.

As the concept caught the fancy of a growing clientele, The Address, spread its presence in 4 cities namely Ahmedabad (2.5 lakh square feet), Baroda (15,000 sqft), Surat (25,000), Indore (20,000), Kochi (15,000) and by the end of Q1 2022 another three would be added making it to 7 cities. Today, the company is also

providing forward integration with Design as a service, Co-working consultancy, Accelerator called Disruptium, which aims at providing all-round services ecosystem for start-ups, where they have a 2 million \$ pool to encourage and support start-ups. At one go, the realtor achieved the feat of bagging Gujarat's largest and one of India's largest for co-working measuring 70,000 square feet. When it comes to managed office space and serviced space, The Address, owns a voluminous total space of 3 lakh square feet with capacity for accommodating over 3500 seats.

“At The Address, workspaces are much more than a mere place to work. We believe teams can truly thrive only when their workspace facilitates collaboration and drives creative inspiration. That's why we left no stone unturned for which we developed a co-working space designed to boost efficiency, creativity, and workplace happiness for teams of all sizes. 95% of our members say they're happier at work since joining The Address. We provide opportunity to work side-by-side with forward-thinking professionals and be a part of a diverse, growing entrepreneurial community in Ahmedabad. Here one realizes the true benefits of flexible co-working for one's team at The Address.

By doing so, we aim to be the co-working brand known for helping businesses scale new heights,” shares Vipul.

Comprising of office space, co-working space and business centre, ranging from single workspaces, work desks, fixed desks, cabins, cubicles, group seating, premium cabins, conference rooms etc., The Address offers an end-to-end solution aimed at building the next set of unicorn start-ups.

Yash Shah, is also as one of the co-founders of Disruptium, an Ahmedabad-based start-up consultancy which offers exclusive acceleration services to emerging entrepreneurs. With some of the best brains in finance, real estate, design etc., the company assists in validating ideas, co-founders, growth plans, funding, industry experts, and mentors as well as exclusive curated deals. Disruptium provides full-suite of advisory services for early-stage start-ups that include pitch deck, growth consulting, business model and business plan, fundraise advisory, team hiring, marketing and brand development etc. It's a team committed to client's success where it essays a role that is pledged to nurturing a mutually symbiotic business relationship where the company's growth is aligned with, focused on, and committed to the success of its clients.

The Yash Model of Co-working Spaces addresses the most important problem of search by professionals looking for a decent and affordable workspace, which is affordable and has a hassle-free environment. With its hands on the pulse of the entrepreneurship community, The Address smartly tackled all those niggling aspects by offering wide options for a client to choose from, customised the workspaces as per client need, and papered them with every possible assistance for making their experience worthwhile and fruitful. The Address, is the future answer for shrinking spaces and rising prices of workspaces.

Walk into The Address to work towards your dream, ambition and success!

A Start-up Expert in Driving Future Tech Enabled Growth

Mr Prashant Surana Jain, is Co-founder of India's leading enterprise Snapper Future Tech. Just of 25 years, he has proved his mettle as a prosperous entrepreneur, who dons many hats. Globally recognised as a keynote speaker on leveraging emerging AI, blockchain and cryptocurrency driven technologies, he is investing his expertise to launch new industry-relevant, successful enterprises. The way Prashant is successfully partnering in steering India's leading start-up blockchain firm, is his credible introduction in the technology driven industry.



Entrepreneurship is embedded in the DNA of Mr Prashant Surana Jain, who started out at the age of 14, when boys of his age were engrossed in youthful adventurism. He built an E-commerce platform enabling shoppers to browse and shop luxury hi-end fashion such as watches, perfumes and accessories. This experience saw Prashant walk into the realm of technology and the power of the digital world. He was hooked, he explored, he gathered more knowledge and know-how and a lasting tryst with technology empowered entrepreneurship took off.

Prashant is of the opinion that blockchain is a technology of trust, which converts into the greatest form of value. The pitfall though in the ecosystem of data today is the recurring breaches and compromises in the digital world. "Technologies like blockchain can transform our digital economy by enabling machines to build trusted bridges of secured, smart data network," observes the young entrepreneur.

Caution is a word that rules traditional family businesses, and Prashant belongs

to such background where investing in high-quality, expensive stuff was looked at with scepticism. He persisted and succeeded in starting this venture. Recalling his early days, Prashant shares, "I had to face several hiccups from figuring out logistics to convince dealers of big brands on why they should work with a 15-year-old from India. During my early travel days, I liked a Rolex worn by a co-passenger. When I asked him, he had no clue about the model. I had an iPhone and wished if I could use my camera to capture the image and get complete information about the product. This thought refused to budge from my mind and finally I decided to deep dive into image technologies. This was followed by brainstorming discussions with some of my techie friends and seeing great potential in it, we decided to launch a start-up in the AI image analytics space called Snapper Technologies."

"I invested my savings as well as borrowed funds from my dad to just build a prototype because no one knew AI, forums and even developers like today never existed. Moreover, we wanted to build an app, which was even more complicated.

We had to find ways of getting human intelligence of seeing and recognizing things into a machine and to me, the experience was just mind-boggling. Even companies like Google were struggling. We were thrilled when we launched our prototype in 2013 and seeing it working with 70-80% accuracy," said an enthused Prashant. Now, since they had a decent working product, the next challenge was fund raising. Several investors were approached, who rued the insanely crazy situation in this country where people struggle to have basic necessities fulfilled, and to talk about advanced AI, smartphones and the internet was far-fetched.

"As a kid and techie, we were besotted by movies like Star Wars, Terminator and believed that eventually machines will be smarter than humans in certain analytical skills and would perform tasks effectively. Our vision was to build



Snapper eventually - a computer vision platform with features like God's Eye of that Terminator. Realistically speaking what we needed was to keep Snapper active along with a decent business model in place. We ended up creating a complete hyperlocal E-commerce platform, enabling shoppers to connect with their choice of both online/ physical retailers. We also built our wallet called Kwik Pay with in-built loyalty programs to reward users. We launched this in 2014 and bagged amazing revenues on our launch. Snapper was so revolutionary an idea, that it also got featured in Hyderabad's leading media paper The Hindu," shares Prashant.

Talking about major breakthrough and baby steps towards success, Prashant informs, "We finally got shortlisted to pitch and showcase at Rise 2015 in Hong Kong. This was another turning point in my life because I was introduced to bitcoin and blockchain which later became my biggest success. During the last quarter of 2016, we created several use cases around blockchain and how it can potentially solve several billion-dollar societal problems, which was recognized by the government of Andhra Pradesh as a leading and emerging start-up. We decided to move to Fintech Valley, Vizag in AP where we had several meetings with decision-makers and influencers of the state government and eventually help them in building blockchain infrastructure for public service delivery."

"As destiny would have it, around this time, I met my mentor and future new partner Naresh Jain, who knew me since my childhood. We officially decided to start Snapper Future Tech Pvt Limited in 2017 as an enterprise blockchain company, joined by Naresh's childhood friend Avnish Gupta who served as a C suite executive for one of the largest oil & gas company in the world, managing a portfolio worth several billion dollars. We were supported by Nara Lokesh, former IT minister, Government of AP to pursue a successful pilot in blockchain-based land records. Built by Snapper, it was showcased at the 2017 AP tech conference, a landmark moment



from where on Snapper started to take off," Prashant elaborates.

Snapper Future Tech, has received several prestigious awards and recognitions of being 'Leading Blockchain Company' from 2017 till today, achievements which have also been featured in several leading publications globally. Snapper, to Prashant's understanding, is also the first Indian blockchain company whose 'blockchain land records' case study was carried in all leading Ivy league publications including Harvard Business Review.

After a few other forays, Prashant decided to focus his entire time and energy with Snapper, and build some smart products to solve challenging problems. Snapper Future Tech started in a 2BHK flat in Pune with interns who became its first employees (they are still with Snapper today and at the core of what it does). Snapper closed its recent funding round in 2020 during COVID-19. In a smart futuristic move, Snapper established Indian Blockchain Institute in 2019, aimed at creating expert blockchain professionals and drive blockchain education in India.

Winner of the 2019 Super Young Achiever Under 30 by Hindustan Times for his work in technology, Prashant Surana, is also an early-stage investor in top crypto exchange Biteuu India, which partnered with Dow Jones, Bittrex and Space chain and went on to become the

first global company to launch Bitcoin, Ethereum nodes in space in partnership with Spacechain. He has also invested in other emerging tech companies like Uniti, an EV company from Sweden, besides such other companies.

Putting his experience to good use, Prashant helps start-ups to grow and is also committed to philanthropy through Sangam Foundation, a family initiative established by his mother Niraj Surana, committed towards emotional and societal well-being along with women empowerment. Sustainable projects like rainwater harvesting, is also amongst Prashant's favourite causes of which he is keen about and involved.

SNAPPER'S LANDMARK ACHIEVEMENTS

- Only startup from India to make it into Oracles top 10 enterprise Blockchain startups.
- Among the top few companies to be Hyperledger member, certified services and training provider, an open-source global Blockchain community by Linux Foundation.
- Established several technical alliances with giants such as Amazon AWS, Microsoft, IBM and Oracle.
- Top Blockchain Ecosystem in ASIA by HKIBFA (Hong Kong International Blockchain and Financial Association)
- Snapper was featured in the top Blockchain companies in India to watch out for in 2021.



Manodh Mohan: Skyislimit Technologies Pvt Ltd Unstoppable Juggernaut of Dreams and Successes

Founder/CEO Manodh Mohan has led Skyislimit on a blistering path of growth and innovation as each new challenge has created a foothold for bigger leaps on the ladder of success

Out of the dark days in 2006 of his family losing their home because of unsurmountable financial debts Manodh Mohan, who was just a flight steward at Air Deccan at the time, learnt the power of positive thinking and solution-finding. These two traits would from thereon remain his constant companions in all his life's endeavours.

Driven by the need to rise above this shattering blow Mohan gathered together his college days' learnings and set up an internet café in his hometown of Adoor. There was at the time no great game plan in mind...it was just about survival. It was only when he delved into his software programming skills and got his first paycheck in the field of programming for \$108, he discovered this was where destiny was taking him. And since then there's been no looking back.

Mohan's journey from those internet café days to transforming himself into the CEO of a CRM brand spread around the globe has been a tumultuous one. Accolades have been heaped upon him by multiple leading regional/national/online media agencies for his swiftly gained achievements, as well as for having snagged a humongous sum of \$2 million angel investment from a US-based LED manufacturing, healthcare and manufacturing company during the

current pandemic crisis.

The first big break actually came when, in 2013, Manodh set up a website development service at Elamakkara, Ernakulam, with two friends. There have been young IT entrepreneurs galore who have taken this route. But what made Manodh's set-up stand out was the blistering pace at which they completed a 60-day project in just four days. The project: A website for the Indian Embassy in Oman.

SALESFOKUZ TO ACCELERATE SUCCESS

A big challenge for Manodh was to keep track of the productivity of the sales executive tasked to handle the burgeoning website services. He had no way of tracking the executive's activities except a report and excel sheet. Instead of recruiting another person to track the reports and data sent across, Manodh came up with another genius idea. Why not develop sales tracking software? His

Eureka moment was truly inspirational when he found what a godsend and super success was 'SALESFOKUZ', the new product developed by his team under his mentoring.

After developing and testing it for 36 months, he decided Salesfokuz was ready to make its debut in the market. This was in the year 2019. It was also the year that was a breakthrough for Manodh with the start of Skyislimit Technologies Pvt Ltd. While Salesfokuz was actually developed to meet the company's own ends, it got a resonating welcome when launched officially in the market. Today Salesfokuz is used by 10K+ tested users around the globe. Amongst its leading clients are financial institutions such as SBI DFHI, CSB, Saraswat bank, DCB Bank, and organizations like Godrej, Fruitomans, Oralium, etc. The success of the endeavour was also Mohan's liaising closely with business analysts, project managers and developers to ensure that the products under Salesfokuz are managed effectively.





It has also grabbed prestigious awards including a gold medal by Malaysia Tech Expo and another award—the Bizz Awards by World Confederation of Businesses (WORLDCOB), 2019, held in San Francisco. In India, the company picked up India's Most Innovative Start-up Award presented by DCB Bank, New Delhi

In 2020, Business Connect recognized Skyislimit Technologies with Startup of the Year 2020 and also the Indian Achievers Award 2020 from the Indian Achievers' Forum. The year 2021 was also a year of recognition in form of Company Infocus 2021 award from Business Connect and the Entrepreneur of the Era award at Ende Samrambham Yes Biz 2021. Today, Skyislimit Technologies has its global headquarters in Texas, USA, and development teams in Kochi, Mumbai, and Delhi.

FOKUZ- THE COVID REJIGG

With the accelerating pace of the WFH scenario, it made complete sense for the Skyislimit team to make that aggressive shift from a customer-centric sales CRM (Salesfokuz) solution provider to a video-conferencing application developer. Fokuz, once it was launched proved to be a huge success in not only providing a secure and flexible video conferencing experience but also received an outstanding testimonial from the Stock



Mr. Manodh with his Investor,
Mr. Sonny Menon

Market Institute for being an exceptional technology partner for their Mega Online Job Fair conducted with 50+ fortune companies and 3000+ participants participating from different parts of the country. Skyislimit Technologies Private Limited has also been selected for the NASSCOM 10,000 Start-ups Virtual Incubation Program.

BLESSED BY THE ANGEL

Given the outcomes of the pandemic on global economies, it has been no mean achievement for a start-up company to have secured a foreign investment of \$2 million as an angel investment. But Skyislimit has managed to do just that from a US-based visionary Mr. Suneel (Sonny) Menon and his wife Ms. Shari Menon. The investment, as shared by Mohan is being used to strengthen areas

such as Research and Development (R&D), Support and Business Development, thus creating more job opportunities. The company which began as a 3-member entrepreneurship now has a roll call of 94+ experienced professionals to transform his dreams into a hard reality.

LONG TERM, SHORT TERM

His meticulous nature, a logical mindset and focused ideals for taking a lead role in developing and managing complex technical projects from concept through to implementation have been pivotal to Mohan's approach to his area of expertise, which includes: product development, technical management, website development, ERP solutions, application development, web design and the like.

With over 16 years of experience and a long track record of developing innovative products and processes based on the market requirements,

Mohan has plans to expand the team further, thus creating more job opportunities. It's been an incredible journey for a young man who was not only jobless but homeless as well. Now that same enterprising man creates job opportunities for many individuals and encourages them to dream big, and keeps reminding them of the words that he believes: "Every problem has a solution."



Jai Mrug, CEO M76 Analytics

AI delivered for Business Leaders

In the Post Pandemic world, companies fast-tracking on long term gains and success in their endeavours need to step up their game, adapting to new market realities and faster product innovation. This also needs the Information Systems to be equally flexible

Led by the entrepreneurial outlook of CEO Jai Mrug, M76 Analytics, a global Decision Support Software and analytics advisory firm, has been shaking up the Data Analytics Industry since 2013 by synchronising its product architecture with the realistic and ever growing needs of business. According to Mrug: "We, at M76 analytics, are iconoclasts. Unlike the traditional philosophy of not reinventing the wheel, we prefer reinventing the wheel because it helps us develop differentiating features in our product, solve for existing white spaces through a seamless technical architecture and control the final product performance. It is just this philosophy which helped us build business context sensitive AI algorithms, actually create a product differentiation, in what others call a crowded market"

It has attempted to change the very paradigm of data analysis, sighting the need to integrate BI and AI architectures, and having a single architecture for companies to deal with their need to strategize out of data.

The next version of their product Mego 2.0, has an architecture that would let non experts, and people with very little data literacy, handle complex data driven strategies.

The beauty of such a system is that it can answer complex detailed questions, and can work on end to end business KPIs like those related to planning or operations, be it Supply Chains or Customer Service or Manufacturing.



Mego 2.0 is well suited for the concept of a Digital Hub as recently alluded in one of the Wall Street Journal columns. In the model of a Digital Hub organizations are expected to be responsive and agile, for which they need well aligned business and technical teams. Mr Mrug believes that they need scalable master data architectures, and configurable solution architecture to validate and plan for newer goals, KPIs and product ideas. Mego 2.0, he feels is the perfect compliment in the context of a Digital Hub. Mego 2.0 has the architecture to experiment with newer product ideas, data points, processes and KPIs, having put all its power in the hands of business users, without wanting them to be tech experts.

At the heart of the solutions, lies digital transformation, and a consolidation of AI and BI architecture which goes beyond Data models.

The ability for machines to interpret such data and use it for making meaningful business recommendations without being wedded to either a master data architecture or a particular scenario specific computation holds the key to a scalable querying machine. He believes that their new product Mego 2.0 holds that promise.

Mego 2.0 allows its users to flexibly set newer goals for newer processes and helps businesses strategize for them.

Simply put, the M76 platform is a Business Strategy Workspace. These workspaces use machine driven inferences and interactivity-driven Decision Support Systems as their foundation. One initial prototypes of the firm was for a large Asset Management Company. The team worked through many innovative metrics founded in Machine Learning to help them obtain the right root cause for a business phenomenon in the Sales Channels, that many off the shelf products were finding completely difficult to probe.

Mrug, strongly believes that businesses that grow by delivering to customers, and working with them to understand a business problem are the ones that learn most how to architect a product and position it for customer use. True to that spirit the company has been run largely on customer funds, with an initial seed fund from SINE, IIT Bombay.



RouteToMarket Media (R2MI): **Futuristic Endeavours**

When Mahaveer Jain, Abhishek Singh and Ramnivas Bishnoi came together with a common dream of establishing a platform to build a platform for the future to facilitate one-stop-solution in the media space, they discovered a fount of new ideas to accommodate that vision.



Mahaveer Jain, Managing Director

Ramnivas Bishnoi (Sitting), CFO
Abhishek Singh (Standing), Executive Director

RouteToMarket Media (R2MI), whose formal entry in the market in 2017, took birth with the idea that while there was a storm of companies whose plan was to 'Make in India' there was no one who was focusing on how to sell in India and how to sell to Indians.

In fact, this became an ideal niche for the trio with their body of experience in the industry. RouteToMarket was the perfect cache name to capture their concept of acting as a Market Servicing provider for brands looking to make an entry in the highly volatile Indian market. The plan was to serve as a provider of all manner of marketing services – from ATL to BTL to TTL, Designing, AI, VR, Events Exhibitions and the like to ease the brands market entry in the Indian subcontinent. It was clear from the outset that R2MI would only work for Made in India brands or Make for India brands.

Given its focused agenda, the years of experience behind the team and its futuristic outlook, R2MI had within the year of its launch made a name for itself as a holistic 360 Degree Business Solutions' Factory. This powerhouse of solution-

finding in the sales and marketing arena is manned by professionals culled from the fields of Sales & Distribution, Trade Marketing, ATL, TTL & BTL Marketing, Digital Marketing etc.

R2MI, which has a slew of leading MNCs amongst its clients, serves as a catalyst for helping brands scale up their business in the market. And what drives this exercise is R2MI's immersive understanding of and experience in sales and marketing in the Indian market. Driving home the company's focused viewpoint Mahaveer Singh shares that the centric to R2MI as platforms to plan and execute go-to-market strategies are Make in India, Fit India and Digital India.

Additionally, R2MI's KREEDA brand is tasked to focus on solving non-sporting issues for amateur, semi-professional and professional players in India.

AGENDA FOR RELATIONSHIP BUILDING

At the heart of R2MI's vision is the founders' deep belief in bending their business operations on the anvil of trust, mutual respect, cooperation and investment in each other's success. This for them mean 'doing right' at all the time

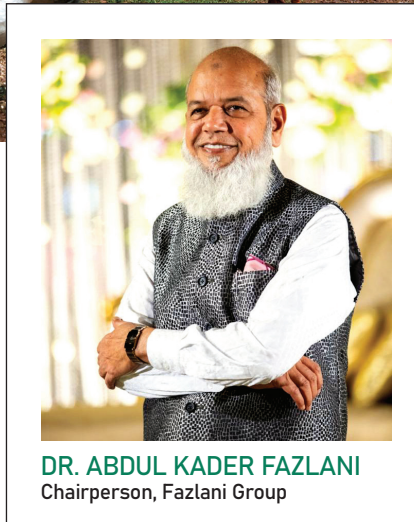
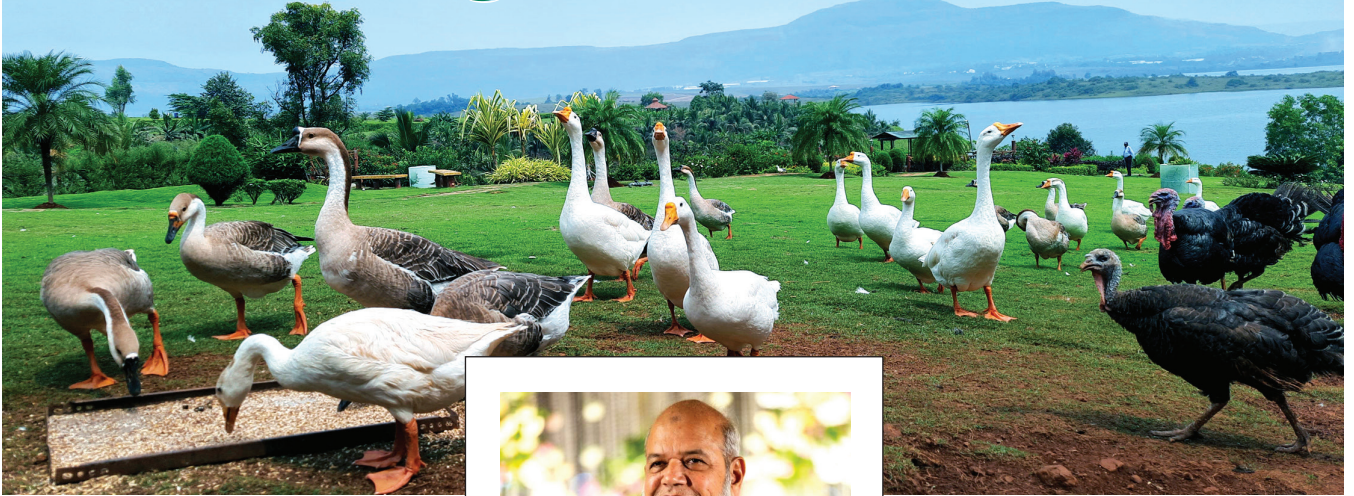
on behalf of the firm's clients, customers, employees, and other stakeholders.

MEETING CHALLENGES HEAD-ON

The success of R2MI has been built on a host of challenges, something all newbies are faced with. But the company has walked the fire with its sterling beliefs and innovative thinking. The outcomes of the Covid pandemic served to be another big challenge for R2MI. It has been a tough call to maintain its double-digit growth, yet simultaneously it has turned out to be a great learning experience about the hidden reserves the company could reach into to counter its appalling impact. From the very early stages of Covid-19 R2MI was quick to adapt to the WFH culture and focused on businesses that could professionally be managed while working from home and did not necessarily have to be from the IT industry. R2MI set about working on building Virtual Marketing Assets, pitching and winning VR work from MNCs.

The firm continues to focus on strengthening its two new brands: R2MI Kreeda and XONG, operating in the sports domain.

Fazlani Natures Nest Redefining the Term Wellness



It is said that while Health is a state of body, Wellness is a state of mind. A firm believer of this idea, Dr. Abdul Kader Fazlani, Chairperson of Fazlani Group shares, “To survive any situation, one needs to build emotional and physical resilience. We know the importance of good health and preventive care. Our only weapon right now is our wellness, and we are looking forward to providing the best of natural therapies to the people who visit us.”

Most people identify the word nature with greenery and peace but fail to acknowledge the diversified aspects of it. Mother Nature is known to heal humanity with its profound powers with its wellness basket including Naturopathy, Ayurveda, Yoga, Meditation, Physiotherapy, and a lot more. With its exceptional potential, nature heals, invigorates, protects, and nurtures mankind. And Fazlani Natures

Nest is an abode where nature resides. A luxurious wellness retreat situated in Lonavala, Fazlani Natures Nest offers unique wellness programs amidst the beauty of nature. As the retreat’s ideology is based on healing with nature, it offers five unique wellness retreats - Immunity Enhancement Retreat, Relaxation Retreat, Detox Retreat, Weight Management Retreat, and Lifestyle Disorder Retreat.

Along with Naturopathy and Ayurveda, the retreat also focuses on Yoga and Meditation that encourages proximity to nature and synergizes the mental, physical, and spiritual wellness of a person. In addition to rediscovering their body through Yogic disciplines, the retreat ensures that one is also exposed to a specially designed treatment that embraces rehabilitation, prevention, and healing - Physiotherapy.

WORKING WITH NATURE

Fazlani Natures Nest is also home to one of the most unique forms of healing during this pandemic, which is Animal Assisted Therapy (AAT). The organisation affirms that as the bond between humans and animals grows, a therapeutic feeling enhances the emotional state of the mind, which results in a better physical state as well. An essential component of AAT at Fazlani Natures Nest is Equine Therapy. Apart from this, the retreat focuses on wellness through nature trails, self-discovery with horses, a tour of organic farms, fishing, the art of birding, artisanal cheesemaking and flora tour.





HOW POLICE BRANDED FASHION MASKS, CONTRIBUTED TO GROWTH OF TORERO CORPORATION

TORERO CORPORATION IS ONE OF THE FASTEST-GROWING FIRMS. YASHOVARDHAN GUPTA, IS CONFIDENT OF MAKING IT THE MOST SOUGHT-AFTER BRAND IN INDIA—WITH A HUMAN TOUCH. IT'S ONLY GOAL IS TO SERVE SOCIETY AND SAVE JOBS



YASHOVARDHAN GUPTA,
CEO, Torero Corporation Pvt. Ltd.

With over 30 years of manufacturing experience crafting Leather Goods, Travel Goods, and Gifts for the top luxury brands in the world, Torero Corporation is a Brand Owning Global Fashion House

The company's focused approach to the market is built around three strong foundations—Help Brands Increase their Revenue, Helps Corporate Gift Distributors increase their Margin and act as a Global Licensee and Partner.

Further, Torero's philosophy is – 'Customer First'- Companies and Brands often focus on Apparel and Consumer Electronics. They often miss out on the power of accessories, which can add as much as 20%-25% to their revenue.

Torero's Mission is to become the leading seller of Leather Accessories and Gifts in the world. Its clear focus on helping its customers and partners make more money through lower sourcing costs, efficiencies, and faster supply chains.

"Customers are at our core, and we provide, Speed, Lower Sourcing Costs and High Sell Through. Torero has relentlessly focussed on these three aspects and



has hence been growing revenue at a consistent rate of 15% month on month," says Yashovardhan Gupta, CEO of Torero Corporation. Gupta adds, that "We have become Amazon-like in Speed, and Reliability."

As an OEM/Private Label supplier, it surprised the market by slashing its sourcing timelines in half and delivering product on the hour as guaranteed. A big focus on accessories, coupled with scale and its three decades of experience, has guided Torero to ensure reduced sourcing costs by a minimum of 10% on invoice values for all customers.

Its biggest opportunity was when they launched the 'POLICE' masks and soon it become #1 Rank on Amazon in Fashion Mask category. POLICE established in Milan in 1983 is an extremely cool, highly authentic 100% Italian brand. Passionate about freedom, Police's Definitive, audacious style has captured the imagination of the youth.

Torero had stitching machines and an ability to produce medical gowns and masks; from day one of the first pandemic wave.

Torero devoted all its organizational energy to produce masks and medical gowns. "We used up all our savings buying Cloth, Producing and donating Masks. When some demand came from Government Hospitals in West Bengal, we even produced medical gowns for cleaners and assistants, as there weren't enough PPE Kits in the country," said Yashovardhan.

This experience proved handy when consumers started searching for Fashion Masks for a safe and comfortable fit making the 'POLICE' masks an instant hit.

Torero is a Global Licensee and Partner of 10 Global Brands including Police, Swiss Military and Cross. Torero Designs, Manufactures, Distributes and Sells Award Winning Leather Accessories, and Travel Accessories through its enviable Worldwide Distribution Network across Channels such as E-Commerce and Retail.

Recruitment: hr@torerocorp.com
Brand Enquiry: distribution@torerocorp.com
(WhatsApp): 6290828156
Website: www.torerocorp.com

distribution@torerocorp.com

📞 +91 6290828156



POLICE

www.policelifestyle.com



TRANSGANIZATION
Enlightened Business Practices

TRUSTED BY OVER
5000+
ENTREPRENEURS

PRESENTS

SAKSHATKAR

A SELF-REALIZATION PROGRAM
FOR BUSINESS OWNERS

FIRST IN-PERSON
SESSION AFTER A
GAP OF 2 YEARS



30
SEATS
ONLY

This program will throw light on key business aspects

- Elements of a Self-Sustaining organization
- Problems faced by Entrepreneurs
- Impact of lifestyle on the health of your organization
- Decision-making framework to think and take progressive steps
- How to evolve in the post lockdown era

**THIS 2-DAY RESIDENTIAL BUSINESS WORKSHOP IS CONDUCTED BY
ROHIT ARORA AND KUNDAN GURAV USING AN EXPERIENTIAL
METHODOLOGY AND BEHAVIOURAL SIMULATION**



ROHIT ARORA

Founder & CEO
Business Transformation Guru

IIT Mumbai | ISB Hyderabad
Kellogg School of Management



KUNDAN GAURAV

Co-Founder

B.E (Electronics &
Communications) | Certified
Behavioral Analyst | Expert in
Experiential Learning Method

DATE
Nov 19-21

VENUE
North Point, Lonavla

FEES
₹50,000 + GST

I want to register for Sakshatkar Program

 07666740123 |  8299382046 |  sakshatkar.transganization.com

I want to know more about TransGanization

www.transganization.com



WE AT FALCON ADS WILL PROVIDE MEDIA SOLUTIONS FOR EVERY PHASE OF YOUR BRANDS...

“Stopping advertising to save money is like stopping your watch to save time.” – Henry Ford

Falcon Ads is an advertising agency that acts as the perfect bridge between your brand and your target audience.

Irrelevant to the budget, we strive to find a perfect solution for your business. We believe it's not just about the execution of tasks; it's about delivering “the right” solution through a well-thought-out strategy. Thus, understanding our clients, their business, their USPs, their consumers, ensure in coming up with plans which are both efficient and effective.

We look at our clients as not just a short-term association, but as business partners and provide them with services creating long-lasting relationships. Oh, and by the way our client retention rate something to die for.

OUR SERVICES



Call: +91 84540 52826

Email: kabir@falconads.in

F-6, 1st Floor, Suchita Business Park, Patel Chawk, Ghatkopar East, Mumbai, Maharashtra 400075