



# GLOBAL C-SUITE COMMUNITY PLATFORM

## 10 AI-POWERED STARTUP IDEAS FOR FIRST-TIME ENTREPRENEURS

Discover AI startup opportunities  
with real market potential

## 15 LEADERSHIP STORIES THAT INSPIRE MEANINGFUL CHANGE

People creating impact  
across the business world

## STORY

### MANVA.AI : BUILDING THE AI OPERATING LAYER FOR THE NEXT GENERATION OF BUSINESSES

Powering Smarter Businesses  
Through AI-Driven Transformation

September 2026 Edition

Access E-Magazine



**AI BUSINESS VISIONARY**  
**SRAVANI SUNDEEP**

Founder, Manva.ai







## Your Bridge to future success!



Disrupt the status quo. Rewrite the traditional rules of doing business! TheCconnects magazine at your desk helps you navigate the funding, operational, and compliance challenges of the ever-evolving business ecosystem. Businesses innovate, leaders grow, mentorship inspires, and opportunities go beyond the brand name and customer base they serve. TheCconnects – Your Bridge to Future Success is your guide to the ever-evolving and dynamic world of entrepreneurship, business, and startups – both national and global.

Whether you are a seasoned CEO of a multinational corporation, a CFO navigating through complex financial landscapes, an entrepreneur looking forward to building the next big thing in the startup sphere, or a business student aspiring to be among the C-suite. TheCconnects is designed with you in mind. In real time. TheCconnects will be your essential companion, whether walking into a board room or getting stuck at your drawing board. The inaugural edition emphasises Startup Funding, Building a Team, the impact of Early-stage Startups on the Global economy, and more.

### TheCconnects is more than ink – Redefining business media!

The way you read a business magazine changes with TheCconnects. We don't just provide news; we equip you with actionable insights and expert commentary

#### DIGITAL TRANSFORMATION FOCUS



**EMERGING TECH**  
Covering the technologies shaping future businesses.



**BUSINESS AUTOMATION**  
Insights on automation driving efficiency and growth.



**DATA-DRIVEN GROWTH**  
Helping leaders make smarter decisions with data insights.



**GLOBAL OUTLOOK**  
A global lens on markets, trends, and opportunities.

helping you to understand their implications in your ventures. We celebrate the thought of wanting to be an entrepreneur.

TheCconnects helps entrepreneurs realise their dreams by offering them:

- 📌 Trending business news
- 📌 Latest trends
- 📌 Inspiring stories
- 📌 Exclusive interviews with industry titans and Visionary leaders



#### FOR BUSINESSES SPREAD ACROSS SECTORS, THEY GET:

- ✓ Access to modern business trends
- ✓ Exclusive coverage of multiple sectors in every edition
- ✓ Commentary on evolving operational strategies and their implications in modern-day businesses
- ✓ Sector-wise insights provide vital information for staying ahead of the curve



**INSIGHTS THAT INSPIRE.  
STORIES THAT MOTIVATE.  
KNOWLEDGE THAT DRIVES SUCCESS.**



Business titans and veterans always have a trick up their sleeve in running a business. The wisdom gained over decades and navigation through highs and lows are vital business lessons never found in books. TheCconnects brings valuable lessons from the best in the businesses, their slip-ups, operational challenges, and everything associated with a day-to-day business to chalking the company's path 20 years into the future.



## 8 OUT OF 10

**BUSINESS LEADERS BELIEVE  
CONTINUOUS LEARNING IS KEY  
TO LONG-TERM SUCCESS.**



Likewise, every enterprise allows us to explore different facets of the business landscape. Few help us to understand what it takes to turn a drawing-room startup into a unicorn, while others help us understand what can bring multi-billion dollar MNCs to mere papars. Every story, every quote, every success, and every collapse are life lessons to budding entrepreneurs, existing MNCs, and everyone dreaming big.



## UNLOCK POTENTIAL AND FUEL COLLABORATIONS!

Local communities drive societies and global economies. So do business communities, albeit a bit differently. TheCconnects magazine is built on a vibrant community of:

- ✓ Business leaders
- ✓ CEDs and CFOs
- ✓ Seasoned Entrepreneurs
- ✓ Upcoming entrepreneurs
- ✓ Business consultants
- ✓ Academia

“TheCconnects understands that fostering networking among individuals and enterprises unlocks immense potential and fuels collaborations, thus nurturing a fertile community. These business communities have the power to transform and dictate the business landscape. Through online, offline, business networking events, and exclusive events, TheCconnects shall continue to foster networking and collaborations.”



## A BUSINESS RESOURCE LIKE NO OTHER!

While our fertile community sets us apart, it is just one of the many reasons to choose us. Unlike other business magazines that give you insights into a particular industry and sector. TheCconnect calls for a change in this perception. As compelling as it sounds, TheCconnect brings more than you ask for to your desk.



**Actionable Visions** – Something you can implement in your business



**Sherpa for startups** – Helping startups ascent peaks, especially in difficult terrain



**Business Dojo** – Articles that help you master the art of professional excellence



**Stats Decrypted** – Data forms that are easy to understand and correlate



**Tech Telescope** – Brings you the trending startups onto your desk



**Global Diaries** – Exclusive section bringing about global businesses and startups



## WHERE CAN YOU FIND US?

We are everywhere! Our monthly editions are in leading lounges of top business houses, luxury hotels, Business Centers, Libraries, B-Schools, and other exclusive bookstores. You can find TheCconnects wherever critical business decisions are made. Our website brings you more exclusive content outside our magazine, and our social media handles keep brimming with exciting updates on the latest happenings in the business world. Don't hesitate to drop us a message even if it is about patting our back!



PRINT  
MAGAZINE



WEBSITE &  
DIGITAL



SOCIAL MEDIA  
COMMUNITY



Scan to connect  
with TheCconnects  
community





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# MANVA.AI

## BUILDING THE AI OPERATING LAYER FOR THE NEXT GENERATION OF BUSINESSES

How **Sravani Sundeeep** is reimagining the way small and growing businesses create, operate, market and grow in the age of AI.

**SRAVANI SUNDEEP**  
FOUNDER, MANVA.AI



Artificial intelligence is transforming business at extraordinary speed. Yet while large enterprises are investing heavily in AI, millions of small and growing businesses face a different challenge: gaining the benefits of advanced technology without adding more complexity.

For many entrepreneurs, running a business means simultaneously acting as marketer, salesperson, customer-support executive, ecommerce manager, content creator and technology administrator.

**Sravani Sundeeep**, Founder of **Manva.ai**, believes this is where one of AI's biggest opportunities lies.

Her vision goes beyond creating another AI tool. Manva.ai is being built around the idea of an **intelligent business layer** that understands context, assists with everyday operations, identifies what requires attention, recommends actions and helps execute repetitive work while keeping the entrepreneur in control.



### FROM AI CREATION TO BUSINESS UNDERSTANDING

The first generation of business AI largely answered the question:

**"What can AI create?"**

AI can write content, generate images, answer questions, create code and summarize information.

But Sravani believes businesses increasingly need an answer to a more valuable question:

“What can AI understand and do for my business?”

A business owner does not necessarily need another application that generates text. They need technology capable of understanding the context behind their business and helping them make better decisions.

That philosophy is shaping **Manva.ai**.

### FROM MULTIPLE TOOLS TO AN INTELLIGENT BUSINESS LAYER



Modern businesses often operate across fragmented systems— websites, ecommerce stores, products, orders, marketing campaigns, social media and customer communication— managed through different platforms.

The entrepreneur often becomes the person manually connecting everything.



Manva's long-term vision is to change that relationship by allowing AI to become an intelligent layer between entrepreneurs and their business systems.

**A merchant could ask:**

- ✓ How is my business doing?
- ✓ What needs my attention?
- ✓ What should I do about it?



Instead of merely displaying information, AI could move from **information to insight** and, where appropriate, **from insight to action**.

This can be particularly valuable for small businesses, where the founder is often responsible for almost everything.

The objective of Manva is not to make entrepreneurs more dependent on technology, but to make technology work harder on their behalf.

### THE MANVA.AI PHILOSOPHY



**UNDERSTAND**  
Understand your business context and data



**ASSIST**  
Assist with everyday operations



**RECOMMEND**  
Recommend the right actions



**EXECUTE**  
Execute repetitive work with your approval



**MEASURE**  
Measure outcomes and drive continuous growth



# FROM MULTIPLE TOOLS TO AN INTELLIGENT BUSINESS LAYER

Modern businesses often operate across fragmented systems. The entrepreneur becomes the person manually connecting everything.



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## A MERCHANT COULD ASK:

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- ✓ What should I do about it?

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This can be particularly valuable for small businesses, where the founder is often responsible for almost everything. The objective of Manva is not to make entrepreneurs more dependent on technology, but to make technology work harder on their behalf.

## FROM INFORMATION TO INSIGHT TO ACTION



### INFORMATION

Raw data from across business systems.



### INSIGHT

AI analyzes and understands what matters.



### ACTION

Smart recommendations and assisted execution with approval.

Large organizations have dedicated teams for every function. Small businesses rarely have that luxury. The founder may be responsible for almost everything.



The objective of Manva is therefore not to make entrepreneurs more dependent on technology, but to make technology work harder on their behalf.



## A BUSINESS ASSISTANT THAT UNDERSTANDS CONTEXT

An important direction within Manva is its AI-powered business assistant, designed differently from a **general-purpose chatbot**.



If a merchant asks, "**How many orders did I receive today?**", the answer should come from actual business data.



If the merchant asks, "**How should I promote my new collection?**", AI can provide strategy, ideas and communication support.



If the question is, "**What should I focus on this week?**", the system could combine relevant business information with intelligent recommendations.



The value lies in knowing when to **generate, retrieve, recommend or request permission to act**.

## THE MANVA.AI APPROACH



**UNDERSTAND**  
Understand your business context and data



**ASSIST**  
Assist with everyday operations



**RECOMMEND**  
Recommend the right actions



**EXECUTE**  
Execute repetitive work with your approval

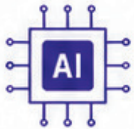


**MEASURE**  
Measure outcomes and drive continuous growth



# THE AI OPERATING LAYER: CONNECTING TOOLS, CONTEXT & OUTCOMES

Manva.ai acts as the intelligent layer that connects disparate tools, understands business context and delivers outcomes that matter.



Manva.ai doesn't just process information — it understands it, connects it and turns it into actionable business intelligence.

## HOW MANVA.AI WORKS



### UNDERSTAND CONTEXT

Manva.ai analyzes your business, industry, customers and operations to understand context.



### CONNECT INFORMATION

It connects data from multiple systems, documents, conversations and tools.



### GENERATE INSIGHT

AI models process the information to generate insights, recommendations and strategies.



### RECOMMEND ACTION

Manva.ai recommends the right actions based on your goals and business priorities.



### DRIVE OUTCOMES

Actions are executed, results are measured and the cycle continuously improves.

## KEY CAPABILITIES OF MANVA.AI



### NATURAL CONVERSATIONS

Talk to your data and systems in simple, natural language.



### MULTI-SOURCE INTELLIGENCE

Connects and understands data from multiple sources.



### SMART CONTENT GENERATION

Generates content, reports, emails, summaries and presentations.



### PREDICTIVE INSIGHTS

Identifies trends, opportunities and risks before they impact business.



### PERSONALIZED RECOMMENDATIONS

Provides tailored recommendations based on your business context.



### AUTOMATION AT SCALE

Automates repetitive tasks and workflows across the business function.

## TRANSFORMING ROLES WITH AI

Manva.ai empowers every role in the organization to do more, faster and smarter.



### ENTREPRENEURS

Get clarity, direction and support for every decision.

- ✓ Smarter decisions
- ✓ Better planning
- ✓ Stronger growth



### MARKETERS

Create campaigns, content and strategies that convert.

- ✓ Better engagement
- ✓ Higher conversion
- ✓ Stronger branding



### SALES TEAMS

Understand prospects, craft the right pitch and close more deals.

- ✓ More leads
- ✓ Better relationships
- ✓ Higher sales



### OPERATIONS TEAMS

Streamline workflows, reduce delays and improve efficiency.

- ✓ Lower costs
- ✓ Higher productivity
- ✓ Seamless execution



### SUPPORT TEAMS

Resolve queries faster and delight customers.

- ✓ Faster responses
- ✓ Better satisfaction
- ✓ Stronger loyalty

## THE IMPACT IS REAL



**2-10x**

increase in productivity

Teams achieve more in less time with AI-powered assistance.



**30-50%**

reduction in operational costs

Automation and intelligence reduce manual effort and waste.



**Better decisions**

with data-driven insights

Make confident decisions with complete visibility and clarity.



**Higher customer satisfaction**

Faster responses and personalized experiences drive loyalty.



**Continuous improvement**

Every action teaches the system and improves future outcomes.

“

Manva.ai is not just a tool. It is your intelligent business partner, helping you **think smarter, act faster and grow bigger.**

”



# THE FUTURE OF BUSINESS INTELLIGENCE THAT WORKS FOR YOU

Manva.ai is building the AI operating layer that helps businesses understand, decide and act with confidence.



## Not another tool.

An intelligent layer that understands your business and drives real outcomes.

## MANVA.AI AT A GLANCE



### UNDERSTANDS YOUR BUSINESS

AI that learns your operations, customers and goals.



### CONNECTS EVERYTHING

Brings your data, tools and teams together in one intelligent layer.



### DELIVERS SMART INSIGHTS

Turns information into clarity, opportunities and recommendations.



### RECOMMENDS & EXECUTES

Suggests the right actions and automates what can be done.



### DRIVES CONTINUOUS GROWTH

Helps you act faster, reduce effort and grow bigger.

## WHO BENEFITS FROM MANVA.AI?



### ENTREPRENEURS

Make smarter decisions and focus on what truly matters.



### MARKETERS

Run better campaigns and improve customer engagement.



### SALES TEAMS

Get better leads, track deals and close more business.



### OPERATIONS TEAMS

Automate tasks, reduce delays and improve efficiency.



### SUPPORT TEAMS

Resolve issues faster and deliver amazing experiences.

## WHY MANVA.AI MATTERS

- ✓ SMBs get enterprise-level intelligence without enterprise complexity.
- ✓ AI works in the background so you can stay in control.
- ✓ Saves time, reduces costs and increases productivity.
- ✓ Built for the real world of small and growing businesses.

“The future belongs to businesses that integrate AI intelligently into the way they operate, not those that collect the most tools.”

”



## THE MANVA.AI JOURNEY



### UNDERSTAND

Understand your business context and data.



### ASSIST

Assist with everyday operations.



### RECOMMEND

Recommend the right actions.



### EXECUTE

Execute repetitive work with your approval.



### MEASURE

Measure outcomes and drive continuous growth.



ENGINEERING THE FUTURE WITH  
VISION, PRECISION AND PURPOSE

# SOMA SEKHAR NAIDU SENAPATHI

**BUILDING STRONGER STRUCTURES.  
CREATING LASTING IMPACT.**

**B**ehind every enduring structure is a foundation built on expertise, foresight, and unwavering commitment. **Soma Sekhar Naidu** is a leading designer & **Managing Director of D2D 2 Design (D2D Engineers)**, has transformed these principles into a successful engineering enterprise that is helping shape modern infrastructure across Andhra Pradesh and Telangana. His journey demonstrates how technical excellence, entrepreneurial vision, and community responsibility can work together to create lasting value.



**FOUNDER & MANAGING DIRECTOR  
DESIRE 2 DESIGN (D2D ENGINEERS)**



## THE JOURNEY OF A VISIONARY ENGINEER

Born on **February 26, 1988**, Soma Sekhar Naidu pursued his BTech in Civil Engineering at GMRIT, graduating in 2010, before completing his MTech in Structural Engineering from Andhra University. He began his professional career as a family faculty, training value and leadership in key parts of construction sector. Recognizing the growing need for reliable structural consultancy, he established **Design 2 Design (D2D Engineers)** on September 21, 2017, with the mission of delivering engineering solutions that combine structural integrity, functionality, and modern design.



## GROWING WITH PURPOSE, DELIVERING EXCELLENCE.

From a single office, D2D Engineers has grown into a trusted consultancy with a presence across **10+ cities**, successfully delivering more than 1,000 residential, commercial, institutional, and infrastructure projects. The company offers comprehensive services, including design planning, construction, engineering, and management, renovation guidance, and advanced structural assessment.

This growth aligns with India's rapidly expanding infrastructure sector, which is expected to become one of the world's largest by **2030**, creating significant opportunities for engineering innovation and sustainable development.



## OUR VISION

To be a leading engineering consultancy renowned for precision, innovation, and integrity-creating structures that empower communities and inspire generations.

## D2D ENGINEERS AT A GLANCE



### 10+ CITIES

Pan-India presence



### 1,000+ PROJECTS

Completed successfully



### COMPREHENSIVE SERVICES

Design, execution, management, renovation & assessment



### 150+ ENGINEERING GRADUATES

Trained and mentored

*Our mission is simple – to deliver engineering solutions that are safe, sustainable, and built to stand the test of time.*

**- SOMA SEKHAR NAIDU SENAPATHI**

## BUILT ON VALUES, DRIVEN BY COMMITMENT.

### INTEGRITY

Ushaping the highest standards in every project

### QUALITY

Committed to precision, safety, and long-term performance

### INNOVATION

Embracing technology and modern design practices

### PEOPLE

Mentoring talent and building a culture of growth

### SUSTAINABILITY

Engineering a better tomorrow for our communities



# LEADING WITH INNOVATION. DELIVERING EXCELLENCE.

Soma Sekhar Naidu believes that successful engineering is driven by continuous learning and disciplined execution. Under his leadership, D2D Engineers has embraced modern design practices and advanced structural analysis to ensure safety, durability, and long-term performance.

## ENGINEERING EXCELLENCE THROUGH INNOVATION



### Modern Design Practices

Leveraging advanced tools and technology for intelligent, efficient and future-ready design solutions.



### Advanced Structural Analysis

Ensuring safety, durability and optimal performance for every structure we create.



### Disciplined Execution

Delivering projects with precision, quality and commitment at every stage of construction.

“ True engineering is not measured by the height of a building, but by the confidence, safety, and lasting value it delivers to generations.”

— Soma Sekhar Naidu Senapathi

## INVESTING IN PEOPLE. SHAPING TOMORROW.



His commitment to developing talent is reflected in the training of over **150 engineering graduates**, helping young professionals bridge the gap between classroom education and real-world engineering challenges.



**150+**  
ENGINEERING  
GRADUATES



**TRAINED &  
MENTORED**

## BUILDING COMMUNITIES. CREATING MEANINGFUL IMPACT.



Through D2D Engineers, he actively supports community initiatives and organizes an **annual blood donation drive every August 15**, reinforcing the belief that businesses should contribute meaningfully to society.



His commitment to public service has also led him into active politics, where he currently serves as the **97<sup>th</sup> Ward Member of Jana Sena**, working toward local development and civic engagement.



He believes that engineering is not just about constructing buildings, but about building trust, strengthening communities, and creating opportunities for a better tomorrow.

## RECOGNITIONS THAT REFLECT EXCELLENCE



### YOUNG ENTREPRENEUR AWARD

Recognized for entrepreneurial excellence and impactful leadership.



### OUTSTANDING YOUNG PERSON AWARD – JCI

Honored for exceptional contributions and leadership qualities.



### KAMALPATRA AWARD

Awarded for dedication, achievement, and positive influence.



### THECONNECTS CREATIVE VISIONARY IN ARCHITECTURAL & STRUCTURAL EXCELLENCE AWARD 2024

Recognized for innovation and excellence in architectural and structural engineering.



## SHAPING TOMORROW. INSPIRING GENERATIONS.

As infrastructure continues to drive economic growth and urban transformation, leaders like Soma Sekhar Naidu exemplify how engineering excellence, ethical leadership, and social commitment can create a legacy that extends far beyond buildings—strengthening businesses, empowering communities, and inspiring the next generation of innovators.



## SOMA SEKCHAR NAIDU AT A GLANCE



**15+**  
Professional  
Experience



**1,000+**  
Projects  
Completed



**10+**  
Cities  
Presence



**150+**  
Engineering  
Graduates  
Trained &  
Mentored



**Annual**  
Blood Donation  
Drive Since  
Inception



**97<sup>th</sup>**  
Ward Member  
Jana Sena

## BUILT ON VALUES. DRIVEN BY COMMITMENT.



### INTEGRITY

Upholding the highest standards in every project.



### QUALITY

Committed to precision, safety, and long-term performance.



### INNOVATION

Embracing technology and modern design practices.



### PEOPLE

Mentoring talent and building a culture of growth.



### SUSTAINABILITY

Engineering a better tomorrow for our communities.



# PRAVEEN MACHAVARAM:

## ENGINEERING THE FUTURE OF AI & ROBOTICS EDUCATION IN INDIA

Organizations today compete not just on products and technology, but on the strength of their stories – and their talent. Few professionals understand both sides of that equation as well as **Praveen Machavaram**, Chief Technology Officer of **VSP Techversity**, an Institute of AI & Robotics based in Hyderabad, whose career bridges two disciplines rarely found in the same leader: strategic communication and deep technology education.



With **nearly three decades** of experience spanning communication, branding, marketing, and strategy across technology, robotics, healthcare, and education, Praveen's range converged into a single mission: training engineers to build, program, and operate India's next generation of humanoid robots.



### FROM CORPORATE STORYTELLING TO BUILDING THE INSTITUTE ITSELF

At VSP Techversity, Praveen leads the technology and academic vision behind a training institute built around SID, India's first indigenous humanoid service robot from VSP AI & Robotics. Rather than teaching robotics abstractly, the curriculum centers on one outcome: hands-on experience building a real, working robot.



Every course involves real, applied work – students train under expert instructors and contribute directly to SID's development, backed by a **100% paid internship guarantee**. It is, in Praveen's words, less a classroom, more a working robotics company that teaches.



### COMMUNICATION AS THE BACKBONE OF A TECHNICAL INSTITUTE

What makes Praveen distinctive is a communication background built into the institute's foundation, not layered on top – treated as a core leadership function, guided by three principles:

- ✓ Build credibility before building visibility.
- ✓ Transform technical complexity into business value.
- ✓ Create authentic stories that strengthen stakeholder trust.

That philosophy shapes how VSP Techversity explains robotics to a prospective student's family, pitches industry partnerships, and positions SID – not as a distant project, but as an achievement students can point to and say, *I helped build that.*



### PRAVEEN KUMAR MACHAVARAM

Chief Technology Officer, VSP Techversity  
An Institute of AI & Robotics

### FIVE SPECIALISED TRACKS

anchor the program:



**Humanoid Robotics –**  
motion, balance, navigation,  
gait



**Humanoid Electronics & Firmware –** embedded systems, sensors, motor control



**Robotics Mechanical Design –** CAD, actuators, manufacturing, prototyping



**Embodied AI & Humanoid Intelligence –** computer vision, AI reasoning, human-robot interaction



**Mobile App Development & APIs –** Flutter, cloud API integration, robot control apps



**100% Paid Internship Guarantee**



## WHERE CREATIVITY MEETS DEEP TECHNOLOGY

Praveen remains an accomplished scriptwriter, branding consultant, AI enthusiast, lyricist, actor, and emcee, proving creative range and technical leadership are genuine complements. That instinct for narrative shapes how VSP Techversity tells its story to students, industry, and media – and fuels his passion for mentoring students through the realities of an AI and robotics career.

### THE 3 PRINCIPLES THAT DRIVE LEADERSHIP



#### BUILD CREDIBILITY BEFORE BUILDING VISIBILITY.

Earn trust through transparency, consistency, and delivering on promises.



#### TRANSFORM TECHNICAL COMPLEXITY INTO BUSINESS VALUE.

Translate deep technology into outcomes that organizations, students and partners can understand and believe in.



#### CREATE AUTHENTIC STORIES THAT STRENGTHEN STAKEHOLDER TRUST.

From students to industry partners, every story is designed to inspire confidence and long-term relationships.

“Technology may create solutions, but communication creates belief. Now, at VSP Techversity, that belief takes physical form – in every student who walks in eager to learn, and every robot we help them build.”

– Praveen Machavaram

### RECOGNITION THAT REFLECTS IMPACT

His contributions have earned recognition including:



**Corporate Influence &  
Thought Leadership Award**



**Technology Leadership Award**



**Excellence in Corporate  
Communication & Branding  
Leadership Award**

In 2026 – credibility is headfully to bring an immense from the home from China.



## VSP AI & ROBOTICS

AN INSTITUTE OF AI & ROBOTICS



### INVESTING IN PEOPLE. BUILDING TOMORROW.



Praveen believes talent is developed through mentorship, hands-on experience and real opportunities. At VSP Techversity, students are trained by experts and work on real robots, preparing them for real-world impact.



**100%**  
PAID INTERNSHIP  
GUARANTEE



**EXPERT  
INSTRUCTORS &  
MENTOR NETWORK**

### CREATING IMPACT. DELIVERING VALUE.



Building a future-ready workforce by training engineers in India's most advanced domain – humanoid robotics and embodied AI.



Partnering with industry, startups and research organizations to drive innovation and real-world robotics solutions.



Empowering students to contribute to India's indigenous technology movement and global robotics leadership.



Creating an ecosystem where students, mentors and partners grow together – collaborate and build the future.



### SHAPING INDIA'S ROBOTICS FUTURE

As AI, humanoid robotics, and India's indigenous technology ambitions reshape what's possible, Praveen Machavaram represents a rare leadership – able to architect a curriculum and communicate its significance with equal fluency, shaping the engineers who will build India's robotics future.

CONNECT WITH US



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



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RESILIENCE • PURPOSE • EXCELLENCE  
DESIGNING DREAMS. CRAFTING LEGACIES.

# JEEVANA INDU

## TRANSFORMING PASSION INTO A GLOBAL LUXURY JEWELLERY BRAND

From a challenging childhood to building Swan Hi-Fashion Jewellery, **Jeevana Indu's** journey reflects resilience, discipline, and the courage to keep moving forward. An Automobile Engineering graduate and former corporate professional, she turned a personal crisis into the foundation for an entrepreneurial journey that continues to inspire thousands today.



FOUNDER & CEO

**SWAN**

HI-FASHION JEWELLERY



### THE TURNING POINT

-  Raised by her mother after her father left the family during her childhood.
-  Consistent academic topper, completed Diploma and Engineering in Automobile Engineering.
-  Began her career at a Volkswagen dealership before stepping into the insurance sector.
-  At Apollo Munich Health Insurance, she built and led a team of 85 Insurance Advisors.
-  Promoted within 6 months and became the only woman employee across Pan India to receive the International Excellence Award in Singapore.
-  Generated ₹25 Lakhs in business in the Jan-Feb-Mar quarter of 2016, setting an agency record that remains unbeaten.
-  When her mother was diagnosed with cancer, Jeevana started selling fashion jewellery online after office hours to support medical expenses.
-  Her mother passed away in May 2017 after a 2-year battle with cancer.
-  **Instead of giving up, Jeevana turned her grief into purpose and kept moving forward.**



*Success isn't built by circumstances. It is built by consistency, courage, and the refusal to compromise on excellence. I don't believe in 99.9%. For me, excellence is 100%.*



— Jeevana Indu



### FROM A SINGLE ROOM TO A GROWING BRAND

After marriage, Jeevana moved to Bangalore with her husband, **Prasad Sadhu**. Together, they acquired and transformed a Jain restaurant into a successful multi-cuisine business using Zomato, Swiggy, and Uber Eats before eventually selling the venture.

Her earlier jewellery experience became the starting point for Swan Hi-Fashion Jewellery. What began from a single room grew into a dedicated workspace, then a warehouse, and today, a premium showroom serving customers in India and overseas.

### KEY MILESTONES AT A GLANCE



Automobile  
Engineering  
Graduate



Led 85  
Insurance  
Advisors



International  
Excellence Award  
Winner (Singapore)



₹25 Lakhs  
Business in a  
Single Quarter



From Struggle  
to Successful  
Entrepreneur



From One Room to  
a Premium Jewellery  
Showroom



### HER PHILOSOPHY

- ✓ Build with purpose.
- ✓ Lead with integrity.
- ✓ Deliver excellence. Create value.
- ✓ Empower others.



**PURPOSE**  
Driven by a  
clear purpose



**DISCIPLINE**  
Consistent effort  
creates extraordinary  
results



**QUALITY**  
Never compromising  
on product  
excellence



**CUSTOMER FIRST**  
Delivering trust,  
style and satisfaction  
every time.





## BUILDING THROUGH CONSISTENCY

Today, Swan Hi-Fashion Jewellery stands as a testament to Jeevana's vision and consistency. The brand continues to grow with a strong foundation built on trust, quality, and relationships.



**140+**

Wholesale Partners  
Worldwide



**Thousands**

of Satisfied Retail  
Customers



**Celebrity**  
Clientele



**Premium Exhibitions**  
Across India



**75,000+**

Organic Instagram  
Followers through  
Pearls Speaks

“Excellence is not a one-time act,  
it is a habit. At Swan, we don't  
just create jewellery, we craft  
emotions that last forever.”



## LEADERSHIP BEYOND BUSINESS

Motherhood did not bring her entrepreneurial journey to a halt. During pregnancy and after childbirth, Jeevana continued to manage the business with dedication—handling showroom operations, meeting customers, packing orders, and overseeing every detail with the same passion.

Her husband, **Prasad Sadhu**, has been her pillar of strength, standing behind her vision from the very beginning.



**A JOURNEY OF BALANCE,  
SUPPORTED BY FAMILY,  
DRIVEN BY PURPOSE.**



## LOOKING AHEAD

Jeevana is now preparing to take Swan Hi-Fashion Jewellery to greater heights by introducing franchise opportunities across India. Her goal is to empower aspiring entrepreneurs to grow with the brand while upholding the same level of quality and trust.



### HER VISION

To establish Swan Hi-Fashion Jewellery as India's most trusted premium imitation jewellery brand, with franchise stores across the country and a global presence.



Her journey is a reminder that when passion meets perseverance, challenges become stepping stones to **legacy**.

## THE SWAN DIFFERENCE



### PREMIUM QUALITY

Finest materials &  
strict quality  
standards.



### EXCLUSIVE COLLECTIONS

Unique designs  
crafted for every  
occasion.



### CUSTOMER FIRST

Personalized service  
and lasting  
relationships.



### TRUST & TRANSPARENCY

Honest practices  
and strong ethical  
values.



### EMPOWERING PARTNERS

Growing together  
with our wholesale  
and franchise  
partners.



### GLOBAL ASPIRATION

Bringing Indian  
elegance to the  
world.

## About Swan

Swan Hi-Fashion Jewellery is a premium imitation jewellery brand offering exquisite designs that blend traditional craftsmanship with modern elegance. From everyday wear to statement pieces, Swan celebrates beauty, confidence, and timeless style.



“

Success isn't built by circumstances. It is built by consistency, courage,  
and the refusal to compromise on excellence. I don't believe in 99.9%.  
For me, excellence is 100%.

— Jeevana Indu

”



# JUSTICE BEYOND THE COURTROOM

## MITA BANERJEE'S MISSION TO BUILD A MORE ACCOUNTABLE SOCIETY

For centuries, the legal profession has been regarded as one of the strongest pillars of democracy.

From the evolution of the Magna Carta in 1215 to the adoption of the Constitution of India in 1950, history has consistently demonstrated that justice thrives when courageous legal minds combine knowledge with integrity.

Advocate Mita Banerjee exemplifies this philosophy by transforming legal practice into a powerful instrument for social change.



### MITA BANERJEE

Advocate | Legal Leader | Social Advocate



#### LAW WITH PURPOSE, LEADERSHIP WITH IMPACT

Beyond courtroom advocacy, Mita Banerjee has consistently demonstrated that legal professionals have a larger responsibility—to educate, protect, and empower society. Her work reflects three defining principles:



**Justice through accessibility,** ensuring legal awareness reaches vulnerable communities.



**Corporate responsibility,** helping organizations strengthen governance through workplace compliance and ethical practices.



**Social advocacy,** championing the rights of women, children, senior citizens, and marginalized communities while actively supporting animal welfare initiatives.

Her appointment as a Receiver and Special Officer by the Hon'ble High Court highlights the trust placed in her professional judgment, procedural discipline, and ethical standards.



#### REPRESENTING INDIA ON THE GLOBAL STAGE

Legal excellence today extends beyond national borders. Mita Banerjee has represented India three times at the United Nations General Assembly, addressed international forums including SAARC and the G20, and has received 45+ national and international recognitions for her contributions to law and social welfare.



3  
TIMES

Represented India at the United Nations General Assembly



2

MAJOR FORUMS

SAARC & G20 and other international platforms



45+

AWARDS & RECOGNITIONS

National & International Honours



#### PRACTISING BEFORE

Supreme Court of India, High Court at Calcutta & Various Tribunals



#### LESSONS FOR BUSINESS LEADERS

Modern businesses operate in an environment where compliance is no longer optional. Strong governance, workplace safety, ethical leadership, and regulatory preparedness directly influence investor confidence and brand reputation. Mita Banerjee advocates a proactive approach where organizations view legal compliance not as a statutory burden but as a strategic advantage.

Her journey reminds entrepreneurs that sustainable growth depends on building businesses grounded in transparency, accountability, and respect for human dignity.

*“The law achieves its true purpose only when knowledge becomes protection, justice becomes accessible, and integrity guides every decision we make.”*

– Mita Banerjee





## BUILDING TRUST. DELIVERING JUSTICE. INSPIRING CHANGE.

Advocate Mita Banerjee's journey is a powerful reminder that the law, when practised with integrity and empathy, becomes a catalyst for meaningful social transformation and a stronger, more accountable society.

### THE CORE OF HER STRENGTH



### A JOURNEY OF PURPOSE



#### EARLY INSPIRATION

A deep-rooted belief in fairness and equality shaped her vision to use law as a force for good.



#### FOUNDATION OF KNOWLEDGE

Excellence in legal education and continuous learning built the foundation of her strong legal acumen.



#### PRACTICE & GROWTH

Extensive practice across courts and tribunals, handling complex constitutional, corporate, criminal, environmental and service law matters.



#### RECOGNITION & TRUST

Appointed as Receiver and Special Officer by the Hon'ble High Court — a testament to her integrity, professionalism and trust earned.



#### GLOBAL REPRESENTATION

Represented India at the United Nations General Assembly three times and addressed SAARC and G20 platforms.



#### CONTINUING THE MISSION

Empowering people, strengthening institutions and building a future rooted in justice, inclusion and accountability.

### KEY PRACTICE AREAS



#### Constitutional Law

Safeguarding fundamental rights and democratic principles.



#### Corporate & Commercial Law

Advising businesses on compliance, governance and contract matters.



#### Criminal Law

Defending rights and ensuring fair trial and due process.



#### Environmental Law

Advocating for sustainable development and green justice.



#### POSH & POCSO

Ensuring safe workplaces and protecting women and children.



#### Arbitration & Mediation

Resolving disputes efficiently through alternative dispute resolution.



#### Medico-Legal Consultancy

Bridging law and medicine with specialized expertise.



#### Service Law

Representing clients in service matters and tribunals.

### IMPACT THAT TRANSFORMS SOCIETY



#### Women Empowerment

Championing gender equality, workplace safety and protection against harassment.



#### Child Protection

Working towards children's rights, safety, education and overall well-being.



#### Senior Citizens

Protecting the dignity, security and legal rights of senior citizens.



#### Community Development

Conducting legal awareness programs and empowering marginalized communities.



#### Animal Welfare

A compassionate advocate for animal rights and humane treatment of all beings.

### AWARDS & RECOGNITIONS



**45+**

National & International Recognitions



Best Legal Advisor – Corporate Excellence



Women Leadership Recognition



POSH Advocacy Leadership Award



Outstanding Contribution to Social Justice

“

Leadership in law is not about power, it's about purpose. True justice uplifts individuals, strengthens institutions and builds a society where everyone can live with dignity and respect.

– Mita Banerjee



### ADVICE FOR ASPIRING LEGAL PROFESSIONALS



Keep learning and stay curious.



Uphold ethics in every situation.



Listen more, speak with purpose.



Be consistent and dedicated to your goals.



Use your knowledge to serve society.



Remember, justice is a responsibility.





# Dr. Karthickeyan Kaliyamoorthy:

Building People, Strengthening Careers and Creating Measurable Change

For Dr. Karthickeyan Kaliyamoorthy, counselling and human-resource development are not simply about offering advice. They are about helping people understand their potential, make informed decisions and translate learning into meaningful behavioural change. His career across corporate HR, training, counselling and public sector assignments reflects this people-focused philosophy.



## FROM CORPORATE HR TO PUBLIC SERVICE

Dr. Karthickeyan Kaliyamoorthy built his professional foundation in human resources, recruitment and training within the IT, ITes and BPO ecosystem. From **2006 to 2014**, his responsibilities at Magna Group LLC included workforce planning, talent acquisition, organisational design, change management, corporate wellness and training effectiveness.

- That experience shaped an important principle in Dr. Karthickeyan Kaliyamoorthy's work: **employee development creates value when learning translates into stronger performance.**
- Since 2011, his association with the Ministry of Labour & Employment, Government of India, has expanded his work into counselling and people-development initiatives. His expertise includes career guidance, executive counselling, personality development, leadership, communication, problem-solving, critical thinking and train the trainer programmes.
- Since **2014**, Dr. Karthickeyan Kaliyamoorthy's responsibilities have also extended to special projects involving HR and operations across multiple states, including Tamil Nadu, Karnataka, Kerala, Maharashtra, West Bengal and Odisha. He is involved in **handling various projects across India**, bringing together counselling, training, human resource development and project coordination.



## EXPANDING LEADERSHIP AND INSTITUTIONAL ENGAGEMENT

Dr. Karthickeyan Kaliyamoorthy holds an MBA in Human Resources Management and a PhD in Human Resources Management/Personnel Administration. His continued professional development includes leadership assessment and UK education agent and counsellor training.

His institutional engagement extends further as a member at Vikram Saroiya University, where he was a senior HR officer for **Asia Council**, adding wider institutional and international dimensions to his professional journey.

In 2015, Dr. Karthickeyan Kaliyamoorthy received the Global Peace & Justice Council, recognising his reported role as a Peace Committee Member between government representatives and UPSC aspirants during the Old Rajendra Nagar incident.



Dr. Karthickeyan Kaliyamoorthy



## TRAINING THAT FOCUSES ON OUTCOMES

Rather than treating training as a one-time classroom activity, Dr. Karthickeyan Kaliyamoorthy focuses on whether it produces observable improvement. His doctoral studies in Human Resources is 100% complete, completed between **2006 and 2008**, examined how training and development effectiveness influences employee performance.

His approach centres on three practical areas:

**Career Development:** Helping students, professionals and executives make better career decisions.

**Organizational Development:** Connecting HR strategy, employee capability and institutional requirements.

**Behavioural Development:** Strengthening communication, leadership, relationships, motivation and problem-solving abilities.



A notable milestone came during **2018-19**, when Khadi and Village Industries Commission appreciation letter recognised Dr. Karthickeyan Kaliyamoorthy for delivering **756 hours** of training across organisations and institutions and initiating **118 projects** across **four states** under KVIC and PMEGP schemes.



## A MISSION CENTRED ON PEOPLE

At the heart of Dr. Karthickeyan Kaliyamoorthy's journey is a clear objective: helping people recognise possibilities beyond their immediate lesson. His experience offers business building an important lesson. Here, he explains how he found the right combination of HR and organisation to continuously develop capability, confidant.

**Training becomes meaningful only when knowledge moves beyond the classroom and creates a visible positive change.**

For his HR role, Dr. Karthickeyan Kaliyamoorthy, developing people is not simply an HR role but also an important professional career path. Through his experience, he found a more effective and more capable community.





## EXPANDING LEADERSHIP AND INSTITUTIONAL ENGAGEMENT

Dr. Karthickeyan Kaliyamoorthy holds an MBA in Human Resources Management and a PhD in Human Resources Management/Personnel Administration. His continued professional development includes leadership assessment and UK education-agent and counsellor training.

His institutional engagement extends further as a member at **Vikram Sarabhai Space Centre (VSSC), ISRO**, and an **Executive Member for Asia Council**, adding wider institutional and international dimensions to his professional journey.

In 2025, Dr. Karthickeyan Kaliyamoorthy received the **Global Peace & Humanity Award**, recognising his reported role as a Peace Committee Member between government representatives and UPSC aspirants during the Old Rajendra Nagar incident.



## A MISSION CENTRED ON PEOPLE

At the heart of Dr. Karthickeyan Kaliyamoorthy's journey is a clear objective: helping people recognise possibilities beyond their immediate challenges. His experience offers business leaders an important lesson. Human capital cannot be strengthened through recruitment alone. Organisations must continuously develop capability, confidence, adaptability and leadership.

“*Training becomes meaningful only when knowledge moves beyond the classroom and creates a visible, positive change in how people think, work and respond to challenges.*”

For Dr. Karthickeyan Kaliyamoorthy, developing people is not simply an HR responsibility. It is an investment in stronger careers, effective organisations and more capable communities.



## KEY ACHIEVEMENTS AT A GLANCE

- Delivered **756 hours** of training across organisations and institutions.
- Initiated **118 projects** across **four states** under KVIC and PMEGP schemes.
- Recognised by Khadi and Village Industries Commission (KVIC) for outstanding training and project contribution during **2018-19**.
- Received the **Global Peace & Humanity Award** in 2025.
- Active member at **Vikram Sarabhai Space Centre (VSSC), ISRO**.
- Executive Member for **Asia Council**.
- Extensive experience in counselling, training, HR development and public-sector assignments across India.



## AREAS OF IMPACT



### CAREER DEVELOPMENT

Guiding students and professionals to discover their strengths, explore opportunities and make better career decisions.



### ORGANISATIONAL DEVELOPMENT

Helping organisations align HR strategy with employee capability and institutional objectives for sustainable growth.



### BEHAVIOURAL DEVELOPMENT

Strengthening essential competencies such as communication, leadership, relationships, motivation and problem-solving.



### TRAINING EXCELLENCE

Designing and delivering outcome-driven training that produces observable improvement and long-term impact.



### COMMUNITY CONTRIBUTION

Committed to developing people and contributing to stronger communities and a more capable society.



Dr. Karthickeyan Kaliyamoorthy's journey reflects a consistent commitment to people, purpose and positive change. Through counselling, training, leadership and institutional collaboration, he continues to build capacity, inspire confidence and create opportunities for individuals and organisations to **grow together**.



TURNING COMPLEX CAPITAL CHALLENGES  
INTO GROWTH STRATEGIES

# BRIJENDRA SINGH

**STRATEGIC FINANCE.  
STRONGER BUSINESSES.  
SUSTAINABLE GROWTH.**

**A** career in finance is often measured by transactions completed, capital raised, or deals closed. For Brijendra Singh, the more meaningful measure is whether financial strategy helps a business move forward.

As Founder and Managing Director of **FinceptPro Advisory Services**, he has spent more than 11 years working with founders, CFOs and senior leadership teams on investment banking, private equity, structured finance and corporate advisory.

## FROM BANKER TO BOARDROOM ADVISOR

Brijendra Singh's journey has been shaped by a clear understanding that every business has a different financial requirement. Since founding **FinceptPro** in January 2016, he has focused on designing capital solutions around a company's stage, objectives, risk profile and growth plans rather than relying on standard funding models.

His work covers private capital raising, private equity, structured debt, mezzanine financing, project finance, mergers and acquisitions, enterprise valuation and capital structure optimization. This broad exposure has allowed him to work across sectors including healthcare, manufacturing and EPC, technology and SaaS, renewable energy, logistics, consumer businesses and professional services.

## EXPERIENCE THAT SHAPES HIS LEADERSHIP

With more than a decade in investment banking and corporate finance, Brijendra Singh has developed expertise in:

- ✓ Strategic capital raising and structuring
- ✓ Project financing and infrastructure funding
- ✓ M&A advisory and deal structuring
- ✓ Enterprise valuation and financial modelling
- ✓ Global deal origination and cross-border advisory
- ✓ Structured equity and debt mandates
- ✓ Multi-million-dollar infrastructure project financing
- ✓ Complex capital assignments across industries

He holds a Bachelor of Commerce in International Business from the **University of Rajasthan**. His professional journey has strengthened a leadership style built around precision, transparency, client partnership and long-term value creation.



**FOUNDER & MANAGING DIRECTOR  
FINCEPTPRO ADVISORY SERVICES**

## BUILDING FINCEPTPRO

Under Brijendra Singh's leadership, **FinceptPro** has developed into a full-spectrum financial advisory platform serving businesses across India and international markets.

His advisory approach brings together several important considerations:



### CAPITAL FIT

Identifying whether equity, debt, mezzanine or hybrid capital is appropriate.



### FINANCIAL STRENGTH

Reviewing leverage, cash flows, valuation and debt-service capacity.



### GROWTH ALIGNMENT

Structuring funding around expansion, acquisitions or strategic investments.



### INVESTOR READINESS

Preparing businesses to meet institutional investor expectations.



For Brijendra, financial advisory should go beyond raising funds. Businesses also need guidance on how capital can be deployed effectively and converted into sustainable value. This perspective helps leadership teams evaluate financial decisions with greater confidence and a clearer view of long-term consequences.

## A PRACTICAL PHILOSOPHY

For Brijendra Singh, finance is ultimately about enabling better business decisions. His experience has reinforced the importance of choosing capital carefully, understanding risk before pursuing growth and ensuring financial structures remain sustainable as companies scale.

**“ Capital should not simply solve today's funding requirement. It should strengthen the business, support its next stage of growth and preserve the flexibility to create value tomorrow. ”**

– Brijendra Singh



Through **FinceptPro**, Brijendra Singh continues to help businesses approach capital with greater clarity, financial discipline and strategic purpose.

## IMPACT THAT MATTERS



**11+ YEARS**  
of rich experience



**MULTI-SECTOR EXPERTISE**  
across diverse industries



**INDIA & GLOBAL PRESENCE**  
serving businesses across borders



**STRATEGIC PARTNER**  
to founders, CFOs and leadership teams



**VALUE-DRIVEN ADVISORY**  
built on trust, transparency and results



“

*I believe every business deserves the right capital, structured the right way, at the right time.*

This belief drives the way I work with founders and leadership teams every day.

”

## SECTORS WE PARTNER WITH



Healthcare



Manufacturing & EPC



Technology & SaaS



Renewable Energy



Logistics & Supply Chain



Consumer Businesses



Professional Services

*Diverse sectors. Deep understanding. Purpose-driven advisory.*

## A JOURNEY OF COMMITMENT & GROWTH



2003

Completed Bachelor of Commerce.



2006

Build career in finance domain.



2018 – Present

Partnered with 200+ businesses across India and global markets, enabling growth through smart capital strategies.

## OUR ADVISORY SPECTRUM

Comprehensive financial advisory solutions designed to unlock value, manage risk and accelerate growth.



### INVESTMENT BANKING

End-to-end advisory for capital raising, mergers, acquisitions and strategic transactions.



### PRIVATE EQUITY ADVISORY

Partnering with PE investors and businesses to create long-term value.



### STRUCTURED FINANCE

Tailored debt and hybrid solutions for complex business and project needs.



### CORPORATE ADVISORY

Strategy, restructuring, capital planning and financial decision support.



### MERGERS & ACQUISITIONS

Buy-side, sell-side and strategic M&A advisory across sectors.



### ENTERPRISE VALUATION

Accurate and defensible valuations for funding, transactions and reporting.



### CAPITAL STRUCTURE OPTIMIZATION

Designing the right mix of equity and debt to improve returns and reduce risk.



### PRIVATE CAPITAL RAISING

Connecting businesses with the right investors at the right stage.

## THE FINCEPTRO DIFFERENCE



### BUSINESS FIRST

We begin by understanding your business inside out.



### TAILORED SOLUTIONS

Every capital solution is built around your unique needs.



### RISK CONSCIOUS

We structure capital that strengthens, not strains, your business.



### PARTNER IN GROWTH

We work as an extension of your leadership team until you scale.



### LONG-TERM VALUE

Our focus is on sustainable value creation, not just transactions.

## CLIENT OUTCOMES WE FOCUS ON



Access to Right Capital



Stronger Financial Positioning



Optimized Risk & Returns



Accelerated Growth



Institutional Investor Readiness



Long-term Value Creation

## BY THE NUMBERS



11+ YEARS  
of Experience



INDIA & GLOBAL  
Markets Served



Multiple  
Capital Solutions  
Delivered



Cross-Sector  
Expertise  
Trusted by Diverse  
Industries

## A PHILOSOPHY THAT GUIDES EVERYTHING



*Finance is ultimately about enabling better business decisions.*

- ✓ Choose capital carefully.
- ✓ Understand risk before pursuing growth.
- ✓ Build financial structures that are flexible, resilient and future-ready.
- ✓ Create value that lasts.



At FinceptPro, our mission is clear:  
**Empower businesses with the right capital, the right structure,  
and the right guidance to create lasting impact.**





BUILDING AN INDIA-BASED  
LEGAL PRACTICE WITH A  
GLOBAL OUTLOOK

# JATIN SHARMA

WHERE LAW MEETS BUSINESS.  
WHERE INDIA CONNECTS  
WITH **THE WORLD.**

**A**s businesses transcend national boundaries, the role of legal counsel is being redefined. **Jatin Sharma**, an India-based and internationally recognised lawyer, legal strategist, author and Founder of **Jurist & Jurist International Law Firm (JJI)**, has built his career around this changing landscape, bringing courtroom experience, commercial insight and cross-border capabilities to clients in India and overseas.



## OVER 14 YEARS OF DIVERSE LEGAL LEADERSHIP

Based in Delhi and practising since 2012, Jatin Sharma brings over 14 years of rich, multi-dimensional experience across litigation, corporate advisory, arbitration, regulatory and transactional matters. His career reflects a consistent commitment to excellence, client success and the highest standards of professional integrity.



## A STRONG MULTIDISCIPLINARY ACADEMIC FOUNDATION

Jatin Sharma's qualifications span law, commerce, finance and corporate management. He holds B.Com., LL.B., LL.M. in Corporate Laws, postgraduate studies in Chartered Finance Management, MBA and a Specialized Qualification in Corporate Merger & Acquisition Law. He has completed international studies and professional training from renowned institutions of Germany, Ireland and the United Kingdom.



## INTERNATIONAL EXPOSURE. GLOBAL PERSPECTIVE.

Under his leadership, JJI has evolved from an India-focused practice into a multidisciplinary firm with an expanding international footprint. JJI handles cross-border disputes, international commercial matters and multi-jurisdictional assignments involving Germany, Mauritius, Malaysia, Singapore, the UAE, Taiwan and markets across Asia, Africa and other regions.

Where foreign domestic law is involved, the firm works with local counsel and professional networks to provide coordinated legal support across jurisdictions.



## FOUNDER JURIST & JURIST INTERNATIONAL LAW FIRM (JJI)



*Law today extends beyond borders and courtrooms. My vision is to build an India-rooted yet globally connected legal institution, defined by strong representation, strategic depth and the ability to address complex challenges across jurisdictions.*

— JATIN SHARMA



## STRATEGIC COUNSEL. BUSINESS-FIRST APPROACH.

For Jatin Sharma, contemporary legal counsel must understand the business behind the brief. International trade, investment, technology, sophisticated financing and intellectual property increasingly generate challenges extending beyond conventional jurisdictional boundaries.

At JJI, courtroom representation is supported by corporate advisory, arbitration, regulatory strategy and cross-border dispute management. The firm assists Indian businesses with overseas legal requirements while supporting international corporations, entrepreneurs and individuals navigating India-related matters, positioning JJI as a legal bridge between India and global markets.



## AUTHOR. THINKER. CONTRIBUTOR.

An author alongside his legal practice, Jatin Sharma has written several books and professional works on diverse areas of law and regulation, including corporate and commercial law, matrimonial jurisprudence, insider trading, transportation laws, information technology law and other specialised subjects.

His writings reflect a commitment to knowledge sharing and thought leadership within the legal and business community.



**14+ YEARS**  
of Diverse Legal  
Experience



**MULTIDISCIPLINARY**  
Academic and  
Professional Background



**GLOBAL EXPOSURE**  
Cross-border Practice in  
Multiple Jurisdictions



**TRUSTED BY CLIENTS**  
Across India and  
International Markets



**AWARD-WINNING**  
Recognised for Excellence  
and Leadership



“

*My approach is simple – understand the business, assess the risk, and craft legal solutions that protect today and enable tomorrow.*

This philosophy guides every matter, every client and every outcome.

”



## QUALIFICATIONS & CREDENTIALS

- B.Com., LL.B.
- LL.M. in Corporate Laws
- Postgraduate studies in Chartered Finance Management
- MBA
- Specialized Qualification in Corporate Merger & Acquisition Law
- International studies & professional training from Germany, Ireland & the United Kingdom



A unique blend of law, commerce, finance and management that brings depth, precision and global perspective to legal strategy.

## JOURNEY OF EXCELLENCE

- 2012**  
Began legal practice in Delhi with a vision to provide meaningful, solution-oriented legal counsel.
- 2012 – 2016**  
Built a strong foundation in litigation, corporate law and advisory, serving diverse clients and industries.
- 2016 – 2020**  
Expanded practice into corporate advisory, arbitration, insolvency and cross-border matters.
- 2020 – Present**  
Leading Jurist & Jurist International Law Firm (JJI) with an expanding global presence and multidisciplinary expertise.

## BEYOND THE COURTROOM

- Initiatives concerning migrant labour welfare and rehabilitation.
- Fire-safety compliance and institutional improvements.
- Strengthening intellectual property administration and awareness.
- Committed to social responsibility and building a stronger, safer and more inclusive society.

## OUR CORE PRACTICE AREAS



### CORPORATE ADVISORY

Strategic legal counsel for businesses across stages and sectors.



### M&A & CORPORATE TRANSACTIONS

Due diligence, structuring, documentation and regulatory approvals.



### CROSS-BORDER PRACTICE

International commercial advisory, disputes and multi-jurisdictional matters.



### DISPUTE RESOLUTION & LITIGATION

Court litigation and arbitration across domestic & international jurisdictions.



### BANKING & FINANCE

Structured finance, securitisation, project finance and loan documentation.



### INSOLVENCY & RESTRUCTURING

IBC matters, NCLT/NCLAT advisory, restructuring and turnaround support.



### INTELLECTUAL PROPERTY

IP protection, enforcement, commercialisation and portfolio management.



### WHITE-COLLAR CRIME & DEFENCE

Strategic defence and representation in criminal and regulatory matters.



### REGULATORY COMPLIANCE

Policy advisory, compliance frameworks and regulatory risk mitigation.



### RISK & LEGAL STRATEGY

Legal risk assessment, governance advisory and strategic planning.

## A GLOBAL FOOTPRINT. A LOCAL COMMITMENT.

Jurist & Jurist International Law Firm (JJI) represents clients across jurisdictions, with a network of trusted legal partners and associates.



JJI works with local counsel and professionals to provide seamless legal support across borders.

Germany Mauritius Malaysia Singapore UAE Taiwan Asia Africa & More

## RECOGNITIONS & ACHIEVEMENTS



Recognised nationally and internationally for legal excellence, leadership and contributions to society.

## AUTHOR. THINKER. CONTRIBUTOR.



Jatin Sharma is an accomplished author who has written several books and professional works on diverse areas of law and regulation, including:



Denial of Maintenance to Wife



Secrets of Insider Trading



Lex Mundi



Corporate and Commercial Laws



Matrimonial Jurisprudence



Transportation Laws



Information Technology Law



His writings reflect a commitment to knowledge sharing and thought leadership within the legal and business community.

## THE MISSION



*To build an India-rooted yet globally connected legal institution, defined by strong representation, strategic depth and the ability to address complex challenges across jurisdictions.*

– JATIN SHARMA



**INTEGRITY**  
Upholding ethics in everything we do.



**EXCELLENCE**  
Pursuit of excellence in every matter.



**STRATEGY**  
Forward-thinking legal solutions.



**COMMITMENT**  
Dedicated to our clients and their success.



**GLOBAL OUTLOOK**  
Local understanding, global perspective.



# DR. TEJASWINI ADADA:

## Redefining the Future of Oncology Through AI, Precision Medicine and Transformational Leadership



Healthcare is entering an era where artificial intelligence, genomics, and precision medicine are reshaping the way diseases are diagnosed and treated. At the forefront of this transformation is Dr. Tejaswini Adada, Cofounder of **Cancer Conscious Clinics** and Director – AI Innovations at **MedhicAI**, whose work is advancing the future of oncology by integrating science, technology, and compassionate patient care.

With expertise spanning medical oncology, cellular therapies, molecular oncology, clinical research, and healthcare strategy, Dr. Adada has built a career around one fundamental mission: making world-class cancer care more precise, accessible, and patient-centric. According to the World Health Organization, cancer accounts for nearly **10 million deaths annually worldwide**, highlighting the urgent need for innovation that improves early detection, personalized treatment, and long-term survivorship.



### LEADING THE NEXT GENERATION OF CANCER CARE

Dr. Adada believes that the future of oncology lies in combining medical expertise with digital intelligence. Through **Cancer Conscious Clinics**, she is in a verge of developing a comprehensive **360-degree oncology ecosystem** that extends beyond treatment to include precision diagnostics, genetic counselling, survivorship programs, and holistic patient support.

Her leadership across healthcare ventures is focused on three strategic priorities:



Leveraging **AI** to improve clinical decision-making and accelerate research



Advancing **precision oncology** through genomics and cellular therapies.



Building **equitable healthcare** systems that improve patient outcomes at scale.



## DR. TEJASWINI ADADA

**Cofounder, Cancer Conscious Clinics**  
**Director – AI Innovations at MedhicAI**

As Director of AI Innovations at **MedhicAI**, she is leading initiatives that integrate artificial intelligence into clinical trial analytics, drug discovery, and healthcare delivery, enabling faster, data-driven decisions across the oncology ecosystem.

### AT THE FOREFRONT OF CHANGE

Driving innovation, precision and compassion to build the future of oncology.



Integrating science, technology and compassionate care.



Advancing research and evidence-based innovation.



Empowering patients through knowledge and support.



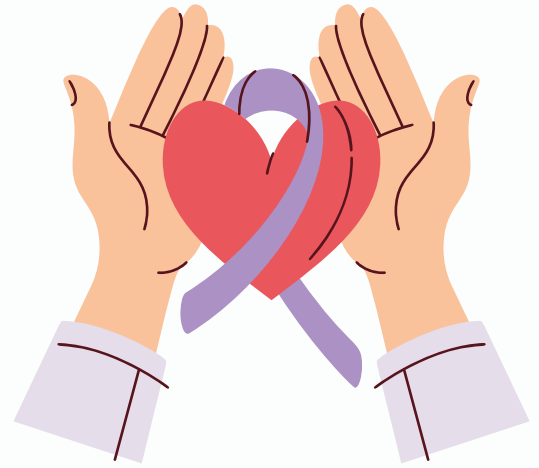
Building a future where every cancer journey is guided by precision and hope.



# WHERE SCIENCE MEETS BUSINESS LEADERSHIP



What distinguishes Dr. Adada is her ability to bridge medicine with executive leadership. An alma of the **Indian School of Business** and the Oxford Said Business School Senior **Executive Leadership Programme**, she combines scientific excellence with expertise in healthcare strategy, finance, innovation, and organizational transformation.



Her contributions extend beyond clinical practice through active participation on the **CII Southern Region Healthcare Panel**, where she supports policy discussions related to oncology development, healthcare innovation, and medical manufacturing.



She is also a Founding Partner of **The Women in STEM Network** and mentors aspiring innovators through national entrepreneurship and leadership platforms, encouraging greater diversity in science and technology.



Her exceptional contributions to advancing oncology and healthcare have earned her the **Oncology Leadership Excellence Award**, recognizing her commitment to transforming cancer care through innovation, research, and visionary leadership.



The future of oncology will not be defined by technology alone, but by how intelligently we combine science, compassion, and innovation to ensure every patient receives care that is precise, accessible, and filled with hope.

- Dr. Tejaswini Adada



As healthcare rapidly evolves toward AI-enabled, personalized medicine, Dr. Tejaswini Adada exemplifies the new generation of healthcare leaders—professionals who seamlessly unite clinical expertise, research, entrepreneurship, and technology to create sustainable healthcare ecosystems that improve lives while shaping the future of global oncology.



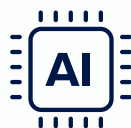
## CLINICAL EXCELLENCE

Delivering advanced, patient-centric oncology care through innovation and expertise.



## PRECISION MEDICINE

Advancing genomics, cellular therapies, and molecular oncology for targeted and effective treatments.



## AI AND DIGITAL INNOVATION

Integrating artificial intelligence to enhance research, clinical decisions, and healthcare delivery.



## LEADERSHIP AND IMPACT

Driving policy, mentoring innovators, and promoting diversity to strengthen the future of oncology and healthcare.



## COMPASSION AND HOPE

Building a future where every patient receives care that is precise, accessible, and filled with hope.



# DR. PRATHYUSHA THOUTAM

## Building the Future of Connected Healthcare Across Borders

**Healthcare Technology Entrepreneur |**  
Connecting Care. Transforming Lives.



Healthcare is evolving beyond hospitals and clinics. Digital platforms, AI, remote care and cross-border collaboration are transforming how patients access treatment, rehabilitation and long-term support.



At the centre of this transformation is Dr. Pratyusha Thoutam, a healthcare technology entrepreneur with a background in physiotherapy and a Master of Physiotherapy. Combining clinical understanding with technology, she is building solutions focused on accessibility, rehabilitation, medical value travel and connected patient care.



**DR. PRATHYUSHA THOUTAM**

Healthcare Technology Entrepreneur

### BUILDING AN ECOSYSTEM, NOT JUST A PLATFORM

Through Gyan Infosys Private Limited, Physiohood, HealGlobe and ManoMithra, her work addresses interconnected gaps across the healthcare journey.



#### PHYSIOHOOD | 2025

A digital physiotherapy platform connecting patients with verified professionals for home and online care. It supports rehabilitation across musculoskeletal conditions, sports injuries, neurological rehabilitation and post-surgical recovery.



#### HEALGLOBE | 2026

An AI-enabled medical-value-travel and surgical-recovery platform designed to coordinate the patient journey—from hospital selection and treatment planning to travel assistance, treatment, rehabilitation and long-term follow-up.



#### MANOMITHRA | MENTAL WELL-BEING

A digital mental well-being platform focused on making emotional support more accessible through mood tracking, therapist discovery, session management and digital resources, with support across English, Telugu and Hindi.



Together, these ventures represent one philosophy: **healthcare should be connected around the person, rather than fragmented into isolated services.**

### IMPACT



**500+**

Verified  
Physiotherapists



**1,000+**

Patients  
Served



**100+**

Cities  
Covered



Technology extending  
healthcare beyond  
traditional boundaries.

**“Healthcare technology creates its greatest impact when it does more than connect people — it makes the entire patient journey simpler, more accessible and continuous.**

**— DR. PRATHYUSHA THOUTAM**





## MAKING MEDICAL TRAVEL PATIENT-CENTRIC

HealGlobe addresses challenges international patients face beyond treatment—hospital selection, cost understanding, visas, travel, accommodation, recovery and follow-up.

### OUR CONNECTED APPROACH

01

#### AI-Powered Matching

Identifying appropriate hospitals and specialists.



02

#### Transparent Information

Supporting informed healthcare decisions.



03

#### Patient Coordination

Connecting the different stages of medical travel.



04

#### Rehabilitation & Recovery

Extending care beyond surgery through structured rehabilitation.



05

#### Digital Continuity

Supporting records and long-term follow-up.



### TECHNOLOGY WITH PURPOSE



Her ecosystem connects  
Patients | Hospitals | Clinicians |  
Physiotherapists | Global  
Healthcare Communities.



The vision is to combine clinical expertise, technology and compassion to create scalable, sustainable and patient-centric healthcare solutions.

“

*True innovation in healthcare is not about building another platform. It is about creating practical patient journey and creating practical systems that make healthcare accessible, connected and continuous—anytime, anywhere.*

”

— DR. PRATHYUSHA THOUTAM

## THREE PLATFORMS. ONE HEALTHCARE VISION.



#### PHYSIOHOOD Physical Rehabilitation & Physiotherapy

.....with verified .....  
Connecting patients with verified professionals and expanding access to rehabilitation.



#### HEALGLOBE Medical Value Travel & Surgical Recovery

Coordinating international healthcare, travel, treatment, recovery and long-term follow-up.



#### MANOMITHRA Mental Well-Being

Creating accessible digital tools for .....  
.....cordinnal weknese digital tools for  
amotional wellness and mental  
health support.



Together, they create a broader connected-healthcare vision spanning physical health, medical care, rehabilitation and mental well-being.

### THE ROAD AHEAD



The future of healthcare lies in ecosystems combining clinical expertise, technology, empathy and global collaboration.



Dr. Prathyusha Thoutam is committed to creating continuity between treatment, recovery and long-term well-being.



Building a world where healthcare knows no boundaries.



SMARTER  
TECHNOLOGY



STRONGER  
COLLABORATION



PATIENT-FIRST  
APPROACH



GLOBAL  
IMPACT

“ One Vision. A Connected Healthcare Future.

Physiohood | HealGlobe | ManoMithra

Physical Rehabilitation | Medical Care & Recovery | Mental Well-Being

Compassion at Heart | Innovation in Action | Accessible Care  
Value-Delivered Solutions | Healthcare Without Borders



TRANSFORMING HEALTHCARE  
THROUGH LEADERSHIP, TECHNOLOGY  
AND PURPOSE

# DR MANESH AGARWAL

LEADING TODAY,  
TRANSFORMING TOMORROW.

DR

Manesh Agarwal is an accomplished healthcare leader with over 25 years of dynamic leadership experience. A medical graduate with an **MPhil in Healthcare Management** from BITS Pilani and a PG Diploma in Medical Law, Ethics and Policy from **GNLU**, Gandhi.

Dr Agarwal has held key leadership positions such as Medical Superintendent, Medical Director, Vice President, CEO at renowned hospitals of the country including Bombay Hospital (Mumbai), NarayanA Hrudayala (Bangalore), Woodlands Multispecialty Hospital (Kolkata), Apollo Health City (Hyderabad), Jivraj Mehta Hospital (Ahmedabad), and Group CEO of LI Multispecialty Hospitals (Ahmedabad).



## BUILDING MEASURABLE HEALTHCARE OUTCOMES

Across diverse leadership roles, Dr. Manesh Agarwal has consistently delivered measurable transformation, driving financial performance, revenue growth, higher occupancy, operational efficiency, and sustainable institutional scale, while building high-performing teams and future-ready healthcare organizations. For Dr. Agarwal, hospital leadership is about connecting clinical excellence, people, processes, technology, quality and financial sustainability.



## TECHNOLOGY AS A LEADERSHIP ENABLER

Dr Agarwal's current work increasingly focuses on AI, automation, digital transformation, advancing AI-assisted clinical care, workflow automation and intelligent operations. He believes that successful AI adoption depends not only technologically, but also in terms of organisational readiness. His experience in healthcare operations gives him a practical perspective on translating emerging technologies into measurable outcomes.



## LEADERSHIP BEYOND THE BOARDROOM

Dr Agarwal has also contributed as a speaker, panelist, mentor and healthcare thought leader. His recognition include the **Champions of NABH Digital Health Standards Award** in 2025 and **2026**. He was awarded the NABH Innovation Award the same year. In 2025, he served as Vice Chairman at OCON 3.0 and as a Jury Member at HOPECON 2.0



HEALTHCARE LEADER | AUTHOR | EDUCATOR

VISIONARY LEADER, PURPOSEFUL IMPACT.



Technology can transform a business,  
but people transform an organization.

— Dr Manesh Agarwal



## EMPOWERING LEADERS, TRANSFORMING ORGANIZATIONS

Beyond his executive leadership responsibilities, Dr. Manesh Agarwal is a respected academic, educator, motivational speaker, and leadership coach, associated with prestigious institutions where he teaches Healthcare Management and Strategic Leadership. Having more than 20 years of experience, he has worked with individuals to unlock their potential, strengthen decision-making, enhance productivity, and drive organizational excellence. His mission is to develop purposeful, courageous, and transformative leaders equipped to navigate change and create lasting impact.



## DR MANESH AGARWAL: SHAPING THE FUTURE OF HEALTHCARE LEADERSHIP

Dr. Manesh Agarwal is the distinguished author of Visionary Leadership Redefined and The Intelligent Hospital, establishing him as a compelling voice in Indian healthcare leadership and transformation. Drawing upon decades of experience, his books explore purpose-driven leadership, strategic transformation, Action plans, and key leadership tools. Together, they offer visionary yet practical insights to help leaders embrace change, build future-ready institutions, and create meaningful, sustainable impact across the healthcare ecosystem.



## IDEAS THAT INSPIRE, LEADERSHIP THAT TRANSFORMS

As a sought-after speaker, Dr. Manesh Agarwal inspires diverse audiences through transformative perspectives on leadership, innovation, and healthcare, enriching his work with practical wisdom, visionary thinking, and purpose-driven leadership.



PURPOSE. PEOPLE. PERFORMANCE.

# BUILDING HEALTHCARE THAT LASTS.

For Dr. Manesh Agarwal, healthcare leadership is about creating a powerful synergy of clinical excellence, people, processes, technology, quality and financial sustainability. His leadership philosophy rests on a simple belief—that lasting impact comes from aligning purpose with performance.

“Technology can transform a business,  
but people transform an organization.”  
— Dr Manesh Agarwal

## GLOBAL PERSPECTIVE. LOCAL IMPACT.

Having led some of India's most respected healthcare institutions across metros, Dr. Agarwal brings a global outlook with deep local understanding. His ability to adapt, innovate and lead change has strengthened hospitals, enhanced patient outcomes and built organizations prepared for the future.

## AUTHOR. THINKER. CHANGE LEADER.



Dr. Manesh Agarwal is the distinguished author of *Visionary Leadership Redefined* and *The Intelligent Hospital*, establishing him as a compelling voice in Indian healthcare leadership and transformation.

Drawing upon decades of experience, his books explore purpose-driven leadership, strategic transformation, Artificial Intelligence, automation, and the future of healthcare.

Together, they offer visionary yet practical insights to help leaders embrace change, build future-ready institutions, and create meaningful, sustainable impact across the healthcare ecosystem.



## LEADERSHIP PRINCIPLES THAT DRIVE IMPACT



### PEOPLE FIRST

Building and empowering high-performing teams that deliver compassionate and exceptional care.



### PURPOSE DRIVEN

Aligning goals with a larger mission to create meaningful and measurable impact.



### TECHNOLOGY ENABLED

Leveraging AI, automation and digital innovation to build intelligent, future-ready healthcare systems.



### EXCELLENCE IN QUALITY

Upholding the highest standards of safety, ethics and clinical quality across every touchpoint.



### SUSTAINABLE GROWTH

Delivering financial strength and operational efficiency to ensure long-term viability.

## ACHIEVEMENTS & RECOGNITIONS



### CHAMPIONS OF NABH DIGITAL HEALTH STANDARDS AWARD

Awarded in 2024 for excellence in digital health transformation.



### TECH-SAVVY HOSPITAL AWARD

Recognized in 2024 for pioneering technology-led healthcare innovation.



### LEADERSHIP & INDUSTRY CONTRIBUTIONS

- Chairperson, OPSCON 3.0 (2025)
- Jury Member, HOPECON 2.0 (2025)
- Speaker, Panellist & Mentor
- Healthcare Thought Leader

## KEY HIGHLIGHTS



**25+** Years of dynamic leadership in healthcare



**Led** Top hospitals across India's major cities



**10,000+** Professionals trained, mentored & inspired



### 2 Books Authored

*Visionary Leadership Redefined*  
*The Intelligent Hospital*



### Academician | Educator | Mentor

Teaching Healthcare Management and Strategic Leadership



## THE MISSION

To build healthcare organizations that are efficient today, prepared for tomorrow,  
and committed to improving lives with compassion, integrity and innovation.



# DR. RAKESH KUMAR

A Journey of Dreams,  
Determination, and Leadership

“Every summit begins with a small step, and every leader begins with a dream.”

– Dr. Rakesh Kumar



Every journey begins somewhere. Mine began in a small village nestled in the Himalayas of Himachal Pradesh, far from the corporate offices and international boardrooms that would later become part of my life.

As a young boy, I walked miles along mountain trails to attend school, carrying books and dreams of building a better future. Village life gave me lessons no management textbook could fully teach: humility, resilience, hard work, respect for people and the importance of staying connected to one's roots.

Those mountain paths eventually led me into dairy and food manufacturing. What began as a career in dairy technology grew into more than **35 years of leadership experience** across India, the Middle East and New Zealand. I had opportunities to work with leading organizations, manage manufacturing operations, lead transformation projects and build multicultural teams. Each assignment became another classroom.

## LEADERSHIP SHAPED BY EXPERIENCE



### DIVERSE LEADERSHIP EXPERIENCE

35+ years leading operations and transformation across India, the Middle East and New Zealand.



### BUILDING HIGH-PERFORMING TEAMS

Creating collaborative cultures that drive performance, innovation and sustainable business results.



### DRIVING TRANSFORMATION

Expertise in operational excellence, smart manufacturing, innovation and business transformation.



### GLOBAL MINDSET. LOCAL ROOTS.

Working across cultures while staying deeply connected to values and roots that shape outcomes.



### AUTHOR, SPEAKER, MENTOR, PURPOSE-DRIVEN LEADER.

As an author, TEDx speaker, advisor and mentor, Dr. Rakesh Kumar is committed to inspiring the next generation of leaders to dream bigger, lead with humility and build organizations that create meaningful, lasting impact in the world.



LEADING TODAY.  
INSPIRING TOMORROW.  
BUILDING A BETTER FUTURE.

## VALUES THAT GUIDE MY JOURNEY



### INTEGRITY

Do what is right, even when no one is watching. Integrity builds trust that lasts a lifetime.



### EMPATHY

Understand people, respect differences and lead with care. Empathy creates stronger teams and better outcomes.



### DISCIPLINE

Consistent actions create extraordinary results. Discipline turns intentions into achievements.



### CONTINUOUS LEARNING

Stay curious, keep upgrading and keep evolving. Learning is the fuel for growth.



### INNOVATION

Embrace change, question the norm and create new value.



### PURPOSE

Work with meaning to build a better tomorrow. Purpose gives direction and drives impact.



# LEADERSHIP ROOTED IN VALUES. DRIVEN BY PURPOSE.

For Dr. Rakesh Kumar, leadership is not about reaching the top; it is about taking responsibility, empowering people and creating meaningful impact that lasts.

“ True leadership is not about being the problem solver – it is about enabling others to become solution creators. ”

– Dr. Rakesh Kumar



## A JOURNEY OF TRANSFORMATION

My path has been filled with achievements, setbacks, uncertainty and personal loss. Each experience taught me lessons that success alone never could.

These experiences inspired me to write my books—  
From the Himalayas to the Helm and its Hindi edition,  
हिमालय से नेतृत्व की कमान तक.



These books are a tribute to my parents, teachers, mentors, colleagues and everyone who contributed to my journey.

More importantly, they are written for students, young professionals, entrepreneurs and aspiring leaders who believe modest beginnings can limit their future. I firmly believe they cannot.



### Amazon Links

<https://amzn.in/d/0dbIVjZI>

<https://amzn.in/d/04WPA spl>

## LESSONS THAT STAYED WITH ME



### NEVER ALLOW YOUR BEGINNINGS TO DETERMINE YOUR DESTINATION.

Your origins shape you; they do not limit you.



### TREAT EVERY EXPERIENCE, INCLUDING FAILURE, AS A CLASSROOM.

Learning is the greatest advantage.



### RESILIENCE TURNS SETBACKS INTO OPPORTUNITIES FOR GROWTH.

Challenges build character and capability.



### TECHNOLOGY CREATES ADVANTAGES, BUT PEOPLE CREATE LASTING SUCCESS.

The human touch makes the difference.



### SUCCESS BECOMES MORE MEANINGFUL WHEN IT CREATES OPPORTUNITIES FOR OTHERS.

Leadership multiplies impact.



### STAY CONNECTED TO YOUR ROOTS, REGARDLESS OF HOW FAR YOU TRAVEL.

Values keep you grounded.



### LEADERSHIP IS NOT ABOUT REACHING THE TOP; IT IS ABOUT HELPING OTHERS RISE.

True leaders build more leaders.



### GLOBAL EXPERIENCE. MEANINGFUL IMPACT.

Having led operations across India, the Middle East and New Zealand, I bring a global outlook with deep local understanding.

My ability to adapt, innovate and lead change has strengthened organizations, enhanced patient outcomes and built institutions prepared for the future.



### LEADING TODAY. INSPIRING TOMORROW.

AI, smart manufacturing and sustainability are reshaping industries. Yet leadership remains rooted in people, values and purpose.

My mission is to develop confident, future-ready leaders who can build resilient and ethical organizations for generations to come.

## KEY HIGHLIGHTS



35+

Years of  
Leadership  
Experience



Across

India, Middle East  
and  
New Zealand



10,000+

Professionals  
Trained, Mentored  
& Inspired



2 Books

Authored  
in English &  
Hindi



Speaker  
Advisor  
Mentor

Thought Leader  
& Guide

## ABOUT THE AUTHOR



Dr. Rakesh Kumar is a Global Business Leader with **35+ years of experience** across Dairy, Food, Beverage, FMCG and Manufacturing. His expertise spans operational excellence, business transformation, smart manufacturing, innovation and leadership development across international markets.



# VISIONARYCUE INFORMATICS PVT. LTD.: ENGINEERING THE SYSTEMS BEHIND BUSINESS GROWTH

In today's business landscape, digital presence alone is no longer a differentiator. The real competitive advantage lies in how effectively a company connects technology, customer understanding, marketing and execution to measurable business outcomes. **VisionaryCue Informatics Pvt. Ltd.** is building its proposition around precisely this intersection—helping organisations transform fragmented digital activities into integrated growth systems.



**DIVYANSH GUPTA**  
Founder and CEO



## A JOURNEY BUILT ON EVOLUTION

VisionaryCue's story began in Noida in 2014, when it started as a small SEO consultancy. Over the years, its experience across performance marketing, technology, branding and revenue strategy revealed a recurring challenge: businesses often invest in individual activities without building the infrastructure that connects them.

### That insight shaped a different model.

The company was formally incorporated as a private limited entity on **April 20, 2025**, marking a new chapter in its evolution. Today, VisionaryCue operates across digital marketing, web development, custom software, analytics, lead generation, branding and growth automation, with an emphasis on designing solutions around specific business objectives rather than selling standardised packages.



## WHERE DATA MEETS DECISION-MAKING

For modern leaders, digital growth cannot depend on assumptions. VisionaryCue's **Power of 9 framework** reflects this philosophy by examining critical areas including competitor positioning, SWOT, website performance, SEO, marketing effectiveness, customer journeys, conversions and business data.

### Its process moves through five practical stages:



This approach shifts the conversation from how much marketing a company is doing to whether its marketing, technology and customer journey are actually producing commercial value.



## BUILDING ASSETS THAT COMPOUND

VisionaryCue's experience reflects a broader transformation in the digital economy. Over the past decade, businesses have moved from simply acquiring online visibility to demanding measurable outcomes such as qualified leads, conversions, retention and revenue.



**100+**  
**BRANDS**

across 25+ industries



**90+**  
**CUSTOMERS**

supported worldwide



**300+**  
**CAMPAIGNS & FUNNELS**

built and executed

Its ecosystem also extends into multiple ventures spanning marketplaces, career guidance, consumer brands and AI-driven marketing tools.

For entrepreneurs and C-Suite leaders, the larger lesson is strategic: sustainable growth is rarely created by a single campaign. It emerges when technology, marketing, data and execution reinforce one another.



## A PHILOSOPHY FOR THE NEXT STAGE OF GROWTH

VisionaryCue's mission can be distilled into a simple principle: build the engine, not merely the campaign. That means creating repeatable systems capable of learning, adapting and generating value over time.

**“ Our experience has shown us that sustainable growth is not created by doing more marketing. It is created by understanding the business deeply, connecting the right systems and continuously improving what drives results. ”**

– VisionaryCue Informatics Pvt. Ltd.

From its beginnings as an SEO consultancy to its emergence as an integrated technology and growth organisation, VisionaryCue represents an important shift in modern business thinking: **growth should not be left to chance; it should be designed, measured and continuously engineered.**





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**VISIONARYCUE**

Growth Automation | Guidance & Counselling | Creatives & Shoots



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Its process moves through five practical stages:

**1**



**COLLECT**

existing performance and customer data.

**2**



**AUDIT**

digital touchpoints and customer journeys.

**3**



**BENCHMARK**

competitors and relevant KPIs.

**4**



**IDENTIFY**

gaps, bottlenecks and opportunities.

**5**



**PRIORITISE**

actions according to business impact.

This approach shifts the conversation from how much marketing a company is doing to whether its marketing, technology and customer journey are actually producing commercial value.



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**ENGINEERING SYSTEMS. DRIVING GROWTH.**

Technology | Marketing | Data | Automation | Execution

Building engines that learn, adapt and create lasting value.







# ParkingMudde®.

## Reimagining Urban Parking Through Privacy, Technology and Community

India's urban mobility challenge is no longer limited to traffic congestion. As cities become denser and vehicle ownership continues to rise, parking has become a daily source of friction for residents, businesses and communities. **ParkingMudde®** approaches this overlooked problem differently—not simply as a parking-space issue, but as a communication, accountability and urban-management challenge.



### FROM EVERYDAY FRUSTRATION TO A DIGITAL SOLUTION

Born from real experiences in Indian societies and shared parking spaces, ParkingMudde® was created around a simple idea: parking conflicts should be resolved through systems, not arguments.

Since **2021**, its journey has focused on replacing handwritten notices, security-guard dependency and confrontational conversations with a structured digital platform.



The company's patented Method for Managing Parking Facilities, registered under **Patent No. 431029**, represents a significant step in converting a common urban inconvenience into an organised technology solution.

### ITS CORE PHILOSOPHY CAN BE SUMMARISED THROUGH THREE ACTIONS:

1



#### IDENTIFY

the parking problem using vehicle information and evidence.

2



#### ALERT

the relevant owner through secure digital communication.

3



#### RESOLVE

the issue through a controlled escalation process.



## PRIVACY AS A PRODUCT PRINCIPLE



One of ParkingMudde's notable differentiators is its privacy-first communication model. Instead of requiring strangers to exchange personal telephone numbers, the platform uses masked calling and secure IVR technology.

A user can report a wrongly parked vehicle, upload photographic evidence and initiate communication while keeping personal contact details private. If the owner does not respond, the system can progressively escalate the matter rather than immediately turning a minor inconvenience into a confrontation.

This model is particularly relevant for large residential communities, where thousands of daily interactions can create recurring disputes.

## BEYOND PARKING: BUILDING COMMUNITY ACCOUNTABILITY

ParkingMudde® extends beyond finding or booking spaces. Its platform brings together:



Wrong-parking reporting and resolution



Free, paid and private parking discovery



Advance space booking



Society and visitor parking management



Emergency SOS notifications



Parking etiquette scores



Coinsback rewards for responsible behaviour



Vehicle and document-related alerts



The platform states that it has engaged **900+** societies and vehicle owners, while its broader ecosystem has recorded a **5.0** user rating among its early users.

## ENGINEERING A CALMER URBAN EXPERIENCE



ParkingMudde's vision is to create more disciplined and accountable shared parking environments across India. Its approach combines evidence, automation, privacy and community participation to address a problem that has traditionally been managed informally.

As Indian cities continue expanding, solutions for micro-mobility challenges such as parking will increasingly influence quality of life, productivity and community relationships.

“

*“Our experience has shown us that parking problems are rarely about the vehicle alone. They are about communication, accountability and trust. When technology can solve those three without creating confrontation, even a small parking mudde can become an opportunity for a smarter community.”*

– ParkingMudde®

”



ParkingMudde® ultimately represents a broader entrepreneurial lesson: **some of the most meaningful innovations begin by solving ordinary problems that millions of people have simply learned to tolerate.**



# ANUP A. AROLKAR

## FOUNDER & DIRECTOR, NRITYA ART SPACE

BUILDING A PERFORMING-ARTS ECOSYSTEM THAT NURTURES TALENT, CREATES OPPORTUNITIES AND BRINGS STORIES TO LIFE.



### A VOICE THAT DANCE GAVE ME

I was a shy child who struggled with stammering. Expressing myself through words was never easy. Dance became my language. On stage, I could express what I could not say.

What began as a personal solution slowly turned into a passion, and that passion has shaped the life I lead today.

“

*I chose dance because it gave me the freedom to perform without depending on words. Over time, I realised movement was not only changing how I performed, but also how I expressed myself and connected with people.*

”

## FROM PERFORMER TO CREATIVE PROFESSIONAL



### PERFORMER

Competitive dancer at state and national championships.



### CHOREOGRAPHER

Explored storytelling through movement and created original choreographies.



### EDUCATOR

Trained and mentored students, helping them build the same confidence I found through dance.



### PRODUCER

Directed and managed performances, stage shows and creative productions.



### MANAGER

Handled teams, artists and projects, bringing structure to the creative process.

## BUILDING EXPERIENCE ACROSS THE INDUSTRY

- 14+ years of dedication to the performing arts
- Experience across Goa, Mumbai, Kolkata, Pune and other cities
- Indian Hip-Hop Championship
- Indian Super League
- Nokia Lumia India Fest
- Represented Goa and India at Lusofonia in Macau

These experiences strengthened my craft and gave me a deep understanding of performance discipline, stagecraft and audience connection.



## FROM EXPERIENCE TO ESTABLISHING NRITYA ART SPACE

After over a decade of performing, choreographing, teaching and managing creative projects, I felt the need to build an ecosystem of my own—one that nurtures talent, encourages creative expression and creates meaningful opportunities for artists.

### That vision became NRITYA ART SPACE.

Today, I serve as its Founder & Director, leading every creative and strategic decision with passion and purpose.



# NRITYA ART SPACE – THE ECOSYSTEM I AM BUILDING TODAY

Nritya Art Space is the creative home I founded to bring together everything I've learned as a performer, choreographer, educator and manager.

We work at the intersection of art and opportunity — nurturing talent, producing meaningful work and preparing artists for real-world careers.

My goal is simple: build a space where artists are trained with discipline, supported with structure and independent enough to build their own journeys.

## SELECTED WORK & CREATIVE COLLABORATIONS



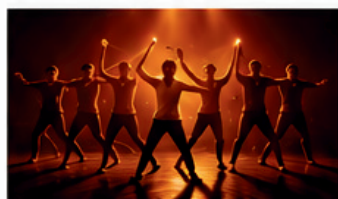
### MERCEDES

Choreographed the dance sequence for the Mercedes project — a blend of precision, elegance and movement storytelling that supported the brand's visual narrative.



### BATTILI

Choreographed for the Battili project, translating high-energy music into strong stage movement and group dynamics.



### BETTING LOSS

Choreographed the dance sequence for Betting Loss, capturing the mood and narrative through expressive stage movement.

These projects strengthened my ability to adapt to different creative briefs, teams and production scales.

## WHAT DRIVES ME

I believe in discipline, continuous learning and honest creative work. I focus on building strong basics, original thinking and a supportive environment where artists can grow and contribute.

**I don't just teach or create performances —  
I build people, processes and possibilities.**

## WHAT WE FOCUS ON



### TRAIN

Dance enrichment programmes, workshops and structured training for all age groups.



### CREATE

Original choreography, creative direction and stage productions.



### PRODUCE

Events, stage shows, music videos and entertainment solutions.



### DEVELOP

Artist mentoring, career guidance and industry exposure through real projects.

## THE ECOSYSTEM INCLUDES



### NRITYA WEDDING

The wedding vertical of Nritya Art Space where we curate sangeet choreography, couple performances and entertainment experiences that are personal, joyful and memorable.



### LEARNING TO EARNING PATHWAY

Our structured pathway that guides students from training to real-world exposure — building skills, confidence and a sustainable career in the performing arts.

## THE JOURNEY IN NUMBERS



### YEARS OF EXPERIENCE

**14+** Years



### COMPETITIONS & PERFORMANCES

**State & National Championships**



### CITIES WORKED IN

**Goa, Mumbai, Kolkata, Pune and more**



### ARTISTS TRAINED & MENTORED

**Growing every day**



### LOOKING AHEAD

I am committed to expanding Nritya Art Space, creating impactful productions, mentoring the next generation of artists and taking Indian talent to global stages.

**This is not just my profession. This is the life I chose — and the purpose I live for.**

*Anup A. Arolkar*

**Anup A. Arolkar**  
Founder & Director  
Nritya Art Space



# FLAMINGO CLUB & RESORT:

## FHRAI Green Hotel of the Year Recognition Marks a Milestone in Responsible Hospitality

The story of Flamingo Club & Resort, near Diu, deserves attention for one defining achievement: its recognition as “Green Hotel of the Year (E)” by the Federation of Hotel & Restaurant Associations of India (FHRAI). The award places the resort’s commitment to environmentally conscious hospitality at the centre of its emerging identity and provides an important reason to examine the vision behind the property and the entrepreneurial journey of **Dipakbhai J. Popat**, Partner of Flamingo Club & Resort.



**KIRAN POPAT, ASHABEN VASA & DIPAKBHAI POPAT WITH THE AWARD**



## AN AWARD THAT REFLECTS A LARGER VISION

For Flamingo Club & Resort, the FHRAI honour is more than an industry accolade. It validates an approach that seeks to bring modern hospitality, natural surroundings and guest experiences together without losing sight of responsible development.

The property incorporates open spaces, peaceful surroundings, bird-watching areas and a sunset deck alongside contemporary hospitality infrastructure. These elements reflect the resort’s objective of creating an environment where guests can reconnect with nature while enjoying the comfort expected from a premium destination.

The recognition is particularly meaningful because FHRAI represents the interests of India’s hospitality sector, making the **Green Hotel of the Year (E)** award an important milestone in Flamingo Club & Resort’s journey.



## THE VISION OF DIPAKBHAI J. POPAT

Behind this achievement is an unconventional entrepreneurial transition. After spending more than **four decades** as a practising advocate, Dipakbhai J. Popat stepped into hospitality with the ambition of developing a destination capable of serving families, celebrations, businesses and leisure travellers.

Rather than creating only a place to stay, the vision was to build an integrated destination where accommodation, dining, recreation, celebrations and nature could coexist.



## BUILDING THE FLAMINGO EXPERIENCE



### 31 ROOMS

7 Executive Rooms, 20 Villas, 3 Suites and 1 Maharashtra Suite.



### 150-PERSON BANQUET HALL

Supports engagements, birthdays and family functions.



### 500-PERSON PARTY LAWN

Automated weddings, reception and larger celebrations.



### STATE-OF-THE-ART RESTAURANT

Serves approximately 70 guests, serving multi-cuisine pure vegetarian food for families and travellers.

The resort also offers a swimming pool, indoor and outdoor sports, a mini gym, kids’ play area, bird-watching deck and recreational experiences involving birds and rabbits.





## From Green Recognition to Responsible Growth

The combination of accommodation and event infrastructure also positions Flamingo Club & Resort for destination weddings and MICE travel, including corporate conferences, dealer meets, business tours, team outings and group gatherings.



More importantly, the FHRAI award provides a foundation for what comes next. As travellers and organisations increasingly consider environmental responsibility alongside comfort and experience, hospitality businesses have an opportunity to make sustainability part of their operating identity.



*“The Green Hotel of the Year recognition strengthens our belief that hospitality can offer modern comfort and memorable experiences while remaining connected to nature and responsible values.”*



For Dipakhai J. Popat and Flamingo Club & Resort, the FHRAI Green Hotel of the Year (E) recognition is therefore not simply an award received. It represents the philosophy behind the property and a milestone in its ambition to build a greener, meaningful and memorable hospitality destination near Diu.



### ENVIRONMENTALLY CONSCIOUS HOSPITALITY

A commitment to responsible practices that value nature alongside guest comfort.



### EXPERIENCES THAT CONNECT

Open spaces, peaceful surroundings, bird-watching areas and a sunset deck create memories that stay with guests.



### RECOGNISED BY THE INDUSTRY

The FHRAI Green Hotel of the Year (E) award acknowledges the resort's journey towards responsible hospitality.



### BUILT FOR EVERY OCCASION

From family getaways to grand celebrations and business events, Flamingo is designed for every meaningful occasion.



### PURE VEGETARIAN HOSPITALITY

A multi-cuisine pure vegetarian restaurant caters to families and travellers seeking dedicated vegetarian dining.



### A FUTURE THAT GROWS RESPONSIBLY

The award inspires continued progress towards a greener, more meaningful and memorable future.



# 10 AI TOOLS

## EVERY FOUNDER SHOULD KNOW IN 2026

WORK SMARTER. BUILD FASTER. SCALE BIGGER.



|    |                                                                                     |                      |                                                                                             |                                                                                     |                                                                        |
|----|-------------------------------------------------------------------------------------|----------------------|---------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|------------------------------------------------------------------------|
| 01 |  | <b>ChatGPT</b>       | Advanced conversational AI for research, ideation, writing, and strategic decision support. |  | <b>BEST FOR</b><br>Strategy, content, research and problem solving     |
| 02 |  | <b>Notion AI</b>     | AI inside your workspace for documentation, summaries, and knowledge management.            |  | <b>BEST FOR</b><br>Documentation, wikis, meeting notes                 |
| 03 |  | <b>Jasper AI</b>     | Create high-converting marketing copy, blog posts, ads, and brand content in minutes.       |  | <b>BEST FOR</b><br>Marketing copy, ads, blogs, onlads                  |
| 04 |  | <b>Midjourney</b>    | AI image generation for stunning visuals, concept art, and creative storytelling.           |  | <b>BEST FOR</b><br>Visuals, presentations, concept designs             |
| 05 |  | <b>Copy.ai</b>       | Generate persuasive copy for social media, ads, product descriptions and more.              |  | <b>BEST FOR</b><br>Ad copy, social posts, email campaigns              |
| 06 |  | <b>Otter.ai</b>      | Transcribe meetings in real time and extract key insights instantly.                        |  | <b>BEST FOR</b><br>Transcription, meeting notes, insights              |
| 07 |  | <b>Runway</b>        | Create and edit videos with AI—text to video, motion graphics, and more.                    |  | <b>BEST FOR</b><br>Video editing, content creation, storytelling       |
| 08 |  | <b>Fireflies.ai</b>  | AI meeting assistant that records, summarizes, and searches conversations.                  |  | <b>BEST FOR</b><br>Meetings, summaries, team collaboration             |
| 09 |  | <b>Perplexity AI</b> | AI-powered search engine for real-time research with ched, trusted sources.                 |  | <b>BEST FOR</b><br>Market research, insights, competitive intelligence |
| 10 |  | <b>Pictory AI</b>    | Turn long-form content into engaging short videos in minutes.                               |  | <b>BEST FOR</b><br>Short videos, repurposing content, social media     |

### AI AT A GLANCE



**\$15.7B**

AI market size by 2026



**78%**

Founders already use AI tools



**10+ Hrs**

Saved per week with AI



**40%**

Higher productivity with AI adoption

### WHY FOUNDERS NEED AI



AI eliminates repetitive tasks so you can focus on growth and innovation.



It helps you make data-driven decisions with speed and accuracy.



AI gives startups a competitive edge—without increasing headcount.



It unlocks creativity, enhances productivity, and accelerates business growth.

### FOUNDER INSIGHT

“ AI won’t replace founders. Founders who use AI will replace those who don’t. ”

### QUICK TIPS FOR FOUNDERS

- ✓ Start with one tool. Master it first.
- ✓ Automate repetitive tasks.
- ✓ Use AI to enhance, not replace, your unique thinking.
- ✓ Stay updated. The AI landscape evolves fast.
- ✓ Build, test, learn, and scale.

“



The best founders of 2026 won't just use AI—they'll build the future with it.



”



# 5 MORNING ROUTINES OF HIGHLY EFFECTIVE FOUNDERS

Great days start early. Great founders start with intention.



## FOUNDERS AT A GLANCE



**79%**

of founders say their morning routine drives daily performance.



**3.2 Hours**

Average time founders spend on personal development daily.



**68%**

report better decision-making with a consistent morning routine.



**2.4x**

more likely to achieve long-term goals with structured mornings.

## THE 5 MORNING ROUTINES THAT SET FOUNDERS APART

**01**



### MOVE YOUR BODY

Exercise boosts energy, sharpens focus, and builds mental resilience.



**30–45 MINUTES**

**02**



### PLAN YOUR DAY

Top founders plan their priorities the night before and review them each morning.



**20–30 MINUTES**

**03**



### LEARN SOMETHING NEW

Continuous learning fuels innovation and keeps you ahead.



**20–30 MINUTES**

**04**



### FOCUS ON DEEP WORK

Tackle your most important work before distractions take over.



**60–90 MINUTES**

**05**



### PRACTICE MINDFULNESS

Meditation or reflection brings clarity, calm, and better decision-making.



**10–20 MINUTES**

## WHY MORNING ROUTINES MATTER



They create mental clarity and emotional stability.



They improve productivity and time management.



They strengthen discipline and consistency.



They lead to better decisions and long-term success.

## FOUNDER INSIGHT

“Your morning sets the tone for your mindset, your focus, and your future. Own your morning, own your day.”

“

*Discipline in the morning.  
Freedom in the day. Impact for a lifetime.*

”





# 5 BRANDING LESSONS FROM ICONIC GLOBAL COMPANIES

Timeless strategies. Powerful brands. Lasting impact.



**\$5.4T+**

Total brand value of the world's top 5 most valuable brands.

Source: Kantar Brand2 2026



**77%**

Consumers buy from brands that share their values.

Source: Edelman Trust Barometer 2026



**2.5x**

Strong brands outperform competitors by up to 2.5x.

Source: Matfinsay 2026



**60%**

Brand consistency can increase revenue by up to 60%.

Source: Lucirpress 2026.

## 01 SIMPLICITY CREATES POWER

Apple's clean design, intuitive products, and minimal messaging create a brand that stands for innovation and premium experience.



### KEY TAKEAWAY



Clarity and simplicity build strong, memorable brands.

## 02 PURPOSE BEATS PROMOTION

Nike connects deeply by inspiring people to achieve greatness. Their purpose-driven storytelling builds emotional loyalty that lasts.



### KEY TAKEAWAY



Lead with purpose. People connect with why, not just what.

## 03 EMOTIONS BUILD LEGACY

Coca-Cola sells more than a drink—it sells happiness, togetherness, and timeless moments that create generations of loyal customers.



### KEY TAKEAWAY



Build emotional connections that turn customers into advocates.

## 04 CUSTOMER OBSESSION DRIVES GROWTH

Amazon's relentless focus on customers—fast delivery, vast selection, and trust—has made it a brand synonymous with convenience.



### KEY TAKEAWAY



Obsess over your customers and everything else will follow.

## 05 INNOVATION BUILDS BELIEF

Tesla combines visionary leadership, cutting-edge innovation, and bold branding to create belief in a better, sustainable future.



### KEY TAKEAWAY



Innovate fearlessly and inspire belief in your mission.

“

Great brands are not built overnight. They are built with purpose, consistency, and a promise kept every day.





# 5 NEW RULES FOR HIRING IN THE AI ERA

Smarter hiring. Stronger teams. Future ready.

AI is changing what gets done—and how work gets done. The best organizations are rewriting their hiring playbook to find people who can adapt, collaborate, and create impact alongside intelligent machines.



## THE NEW HIRING REALITY



77%

of leaders say AI is changing the skills they need.

Source: Deloitte 2026



65%

of jobs will require new skills by 2020.

Source: World Economic Forum 2026



60%

of organizations struggle to find talent with the right AI-era skills.

Source: PwC 2026



2.3x

more likely for companies with future-ready talent to outperform peers.

Source: McKinsey 2026

## THE 5 NEW RULES FOR HIRING IN THE AI ERA

01



### HIRE FOR ADAPTABILITY OVER EXPERIENCE

Skills can be taught. Adaptability, curiosity, and a growth mindset cannot. Look for people who learn fast and thrive in change.



#### LEADER'S ACTION

Use behavioural assessments and real-world problem scenarios in interviews.

02



### PRIORITIZE HUMAN + AI COLLABORATION

The best talent doesn't see AI as a threat—they use it to amplify their impact. Evaluate how candidates work with technology.



#### LEADER'S ACTION

Ask candidates how they've used AI tools to improve outcomes or solve problems.

03



### FOCUS ON PROBLEM-SOLVING NOT JOB TITLES

Rigid job descriptions limit great hires. Focus on problem-solvers who can deliver outcomes in uncertain, fast-changing environments.



#### LEADER'S ACTION

Define problems to be solved, not just tasks. Hire for potential and impact.

04



### VALUES & CULTURE FIT > EVER BEFORE

AI can do tasks. People drive culture, trust, and innovation. Hire people whose values and behaviours strengthen your culture.



#### LEADER'S ACTION

Assess for values alignment and collaboration, not just technical skills.

05



### INVEST IN CONTINUOUS LEARNING & UPSKILLING

The half-life of skills is shrinking. Build a learning culture and hire people who are committed to staying future ready.



#### LEADER'S ACTION

Offer learning pathways and growth opportunities from day one.

“The best hiring decision today isn't about filling roles—it's about building capability for the future.”

”

## BUILD FUTURE-READY TEAMS



Rethink role definitions



Use skill-based hiring



Leverage AI for better insights



Create candidate experiences that attract top talent



Measure, learn and improve continuously



# 7 WAYS TRUST IS BECOMING THE NEW BUSINESS CURRENCY

Trust builds bonds. Bonds build brands.  
Brands build the future.

In an era of endless choices and digital noise, trust is what sets great companies apart. It drives loyalty, fuels growth, attracts talent, and creates long-term value that no competitor can easily replicate.



**81%**

of consumers say trust is a deciding factor in their buying decisions.

Source: Edelman 2025



**2.6x**

Trusted companies outperform the market by 2.6x over time.

Source: Harvard Business Review



**94%**

of employees say they stay longer at companies they trust.

Source: PwC 2025



**3.7x**

High-trust companies report 3.3x higher innovation capability.

Source: Deloitte 2025



**Long-Term Value**

Trust creates sustainable value that compounds over time.

## THE 7 WAYS TRUST POWERS BUSINESS GROWTH

**01**



### BUILDS STRONGER CUSTOMER LOYALTY

Trust turns customers into loyal advocates who choose you, recommend you, and stay with you.

#### Business Impact

Higher retention, repeat business, and lower acquisition costs.

**02**



### ENHANCES BRAND REPUTATION

A trustworthy brand earns respect, stands out in the market, and attracts more opportunities.

#### Business Impact

Stronger brand equity and premium positioning.

**03**



### ATTRACTS & RETAINS TOP TALENT

People want to work for leaders and companies they believe in and trust.

#### Business Impact

Higher engagement, lower turnover, stronger culture.

**04**



### DRIVES PARTNERSHIPS & COLLABORATION

Trust opens doors to meaningful partnerships, better collaborations, and shared innovation.

#### Business Impact

Stronger alliances, innovation acceleration, joint growth.

**05**



### IMPROVES DECISION MAKING

In a culture of trust, information flows freely and decisions are faster, smarter, and aligned.

#### Business Impact

Better outcomes, agility, and operational excellence.

**06**



### INCREASES RESILIENCE IN UNCERTAINTY

Trust helps teams stay united, adapt faster, and bounce back stronger in tough times.

#### Business Impact

Greater stability, confidence, and long-term survival.

**07**



### CREATES LONG-TERM SUSTAINABLE VALUE

Trust compounds over time, creating value that competitors cannot easily replicate.

#### Business Impact

Sustainable growth, investor confidence, enduring legacy.

## “ CEO TAKEAWAY

In the future, the most trusted companies will lead the most successful businesses. Invest in trust today. Reap value forever.

”

## HOW TO BUILD TRUST EVERY DAY



Be transparent in communication.



Deliver on promises.



Act with integrity.



Put people first.



Be consistent over time.



Own mistakes, learn, and improve.



Show empathy and build genuine relationships.



# 5 REASONS DATA QUALITY MATTERS MORE IN THE AI AGE

*Better data. Smarter AI. Stronger results.*

AI is only as intelligent as the data behind it. Poor-quality data leads to poor decisions, biased outcomes, and lost opportunities. High-quality data builds trust, drives accuracy, and unlocks the true power of AI.



**\$15.6T**

Poor data quality costs the global economy \$15.6 trillion annually.

Source: Gartner



**2.5x**

Organizations with high-quality data are 2.5x more likely to outperform.

Source: McKimay



**90%**

Executives say data quality is critical to their AI and analytics success.

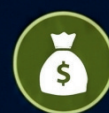
Source: Dekorte



**70%**

AI projects fail due to poor data quality or governance.

Source: IBM



**3-8%**

Companies lose 3-8% of revenue due to bad data quality.

Source: Harvard Business Review

## THE 5 REASONS DATA QUALITY MATTERS MORE IN THE AI AGE

01



### IMPROVES AI ACCURACY

High-quality data ensures AI models produce accurate, reliable, and consistent results you can trust.



#### Business Impact:

Better production, smarter decisions, stronger outcomes.

02



### REDUCES BIAS AND RISK

Clean, unbiased data helps AI make fair decisions and reduces compliance and ethical risks.



#### Business Impact:

Lower risk, greater trust, and stronger governance.

03



### ENHANCES EFFICIENCY AND PRODUCTIVITY

Good data eliminates rework, manual fixes, and delays—fueling faster AI-driven automations.



#### Business Impact:

Higher productivity, lower costs, and faster execution.

04



### DRIVES BETTER INSIGHTS

Quality data uncovers patterns and insights AI can turn into real business value.



#### Business Impact:

Deeper insights, innovation, and competitive edge.

05



### BUILDS TRUST AND LONG-TERM VALUE

Reliable data builds confidence with customers, partners, and stakeholders—today and in the future.



#### Business Impact:

Stronger relationships, brand trust, and sustainable growth.

## CEO TAKEAWAY



In the AI age, data is your greatest asset—but only if it's high quality. Invest in data quality today to unlock AI's full potential tomorrow.

## HOW LEADERS CAN IMPROVE DATA QUALITY



Define clear data standards and ownership.



Clean, validate, and monitor data continuously.



Build strong data governance and quality controls.



Empower teams through data literacy.



Use the right tools to measure data quality.



Make data quality a strategic business priority.



# 10 LEADERSHIP SKILLS EVERY MODERN CEO NEEDS NOW

## Strong Leadership. Future Ready. Built for Impact.

The role of a CEO has never been more complex—or more important. Today's leaders must go beyond strategy and drive culture, innovation, and trust in an ever-changing world. These 10 leadership skills will help you lead with clarity, inspire your teams, and create lasting value.



## 10 LEADERSHIP SKILLS EVERY MODERN CEO NEEDS NOW

- 01 STRATEGIC THINKING**  
See the big picture, anticipate trends, and make decisions that drive long-term value.  
**Why It Matters:** Helps you stay ahead and build future-ready strategies.
- 02 EMOTIONAL INTELLIGENCE**  
Understand emotions—yours and others'—to build stronger relationships and teams.  
**Why It Matters:** Builds trust, improves collaboration, and resolves conflicts effectively.
- 03 DECISION-MAKING UNDER UNCERTAINTY**  
Make confident, data-informed decisions even with incomplete information.  
**Why It Matters:** Enables agility and keeps your organization resilient.
- 04 PEOPLE DEVELOPMENT**  
Mentor, coach, and empower your people to unlock their full potential.  
**Why It Matters:** Stronger leaders build stronger organizations.
- 05 INNOVATION LEADERSHIP**  
Foster a culture of curiosity, creativity, and continuous improvement.  
**Why It Matters:** Drives growth and keeps you ahead of competitors.
- 06 EFFECTIVE COMMUNICATION**  
Communicate with clarity, transparency, and impact across all levels.  
**Why It Matters:** Aligns teams, builds trust, and inspires action.
- 07 ETHICAL LEADERSHIP**  
Lead with integrity, fairness, and a strong moral compass.  
**Why It Matters:** Builds credibility and strengthens your reputation.
- 08 ADAPTABILITY & AGILITY**  
Embrace change quickly and lead your team through transitions.  
**Why It Matters:** Helps you navigate disruption and seize new opportunities.
- 09 FINANCIAL ACUMEN**  
Understand numbers, drive profitability, and create sustainable growth.  
**Why It Matters:** Stronger financial insight leads to better outcomes.
- 10 GLOBAL MINDSET & INCLUSION**  
Embrace diverse perspectives and lead with inclusivity in a global world.  
**Why It Matters:** Builds stronger teams and unlocks global opportunities.



### CEO TAKEAWAY

Leadership is not just about position—it's about impact. Invest in these skills consistently, lead with purpose, and create a legacy that inspires generations.

### DAILY HABITS OF HIGH-IMPACT CEOs



Plan your day with purpose.



Keep learning every day.



Connect with your team.



Focus on what truly matters.



Reflect, learn, and improve.



Lead with empathy.



# 10 AI-POWERED STARTUP IDEAS

## FOR FIRST-TIME ENTREPRENEURS

Smart Ideas. AI Edge. Real Impact.

AI is no longer just a buzzword—it's the great equalizer for new entrepreneurs. These 10 AI-powered startup ideas are low to moderate investment, high on impact, and built for the future.



**77%**

of startups plan to integrate AI in their core offerings.

Source: CB Insights



**3.5X**

AI startups grow 3.5x faster than non-AI startups.

Source: Stanford AI Index



**\$200B+**

AI market expected to reach \$200B+ by 2030.

Source: Statista



**60%**

of small businesses are actively exploring AI solutions.

Source: Deloitte



AI-first startups attract 2x more investor interest in early stages.

Source: PitchBook

## 10 AI-POWERED STARTUP IDEAS

01



### AI CONTENT GENERATOR

Create high quality blogs, ads, emails, and social media content using AI.

**Best For:** Marketers, Agencies, Small Businesses

02



### AI-POWERED E-COMMERCE ASSISTANT

Personalized product recommendations, chatbots, and customer support.

**Best For:** E-commerce Stores, D2C Brands

03



### AI TUTOR & LEARNING PLATFORM

Provide personalized learning, quizzes, and doubt-solving using AI.

**Best For:** Students, EdTech Startups

04



### AI IMAGE & DESIGN GENERATION TOOL

Generate logos, banners, product images, and creative designs using AI.

**Best For:** Designers, Entrepreneurs, Agencies

05



### AI FINANCIAL ANALYTICS TOOL

Automate financial reporting, cash flow prediction, and expense tracking.

**Best For:** Startups, Freelancers, SMBs

06



### AI CHATBOT BUILDER

Build custom AI chatbots for websites, WhatsApp, and customer support.

**Best For:** Businesses, SaaS Startups

07



### AI-VOICEOVER & SPEECH TOOL

Convert text to natural voiceovers in multiple languages.

**Best For:** YouTubers, Podcasters, Creators

08



### AI CYBERSECURITY ASSISTANT

Detect threats, prevent fraud, and monitor systems using AI algorithms.

**Best For:** Businesses, IT & Security Firms

09



### AI RECRUITMENT PLATFORM

Automate resume screening, candidate matching, and interview scheduling.

**Best For:** HR Teams, Recruitment Agencies

10



### AI HEALTH & WELLNESS TRACKER

Personalized health insights, diet plans, and mental wellness recommendations.

**Best For:** Health Tech Startups, Individuals

### TIPS FOR FIRST-TIME ENTREPRENEURS

- ✓ Start small, validate fast, and solve a real problem.
- ✓ Use AI to automate, personalize, and scale.
- ✓ Focus on user experience and simplicity.
- ✓ Leverage no-code AI tools to build quickly.
- ✓ Stay updated and keep iterating.



Solve a Real Problem



Know Your Audience



Choose the Right AI Tools



Build, Test & Optimize



Scale with Strategy

### AI STARTUP ESSENTIALS



# 10 LEADERSHIP LESSONS FROM COMPANIES THAT SURVIVED CRISIS

— Strong Leaders. Stronger Through Crisis. —

Every crisis tests a company. Only strong leadership turns it into a comeback story. Here are 10 timeless leadership lessons from companies that didn't just survive—they emerged stronger.



**69%**

of companies say leadership quality determines how well they manage crises.

Source: PwC



**2.7x**

More likely for companies with strong leadership to recover faster.

Source: McKinsey



**84%**

of employees stay loyal to companies that lead with transparency.

Source: Edelman



**51%**

of executives say crises have strengthened their long-term strategy.

Source: Deloitte



**3.1x**

Higher shareholder returns for companies that handled crises well.

Source: Harvard Business Review

## 10 LEADERSHIP LESSONS THAT CREATE RESILIENT COMPANIES

01



### COMMUNICATE WITH CLARITY

Transparent and timely communication builds trust and reduces uncertainty.

02



### STAY CALM AND DECISIVE

Calm leaders make better decisions under pressure and give confidence to the entire organization.

03



### FOCUS ON WHAT YOU CAN CONTROL

Prioritize the right things, act fast, and don't waste energy on what you cannot change.

04



### EMPOWER YOUR PEOPLE

Trust your team, delegate clearly, and bring out the best in people during tough times.

05



### INNOVATE AND ADAPT FAST

Crisis rewards agility. Innovate, adapt, and find new ways to create value.

06



### LEAD WITH EMPATHY AND HUMANITY

Show you care. Empathy strengthens relationships and builds a resilient company culture.

07



### BUILD A STRONG COMPANY CULTURE

A strong culture keeps people united, motivated, and committed even in the hardest times.

08



### THINK LONG TERM NOT SHORT TERM

Don't just fix the problem. Build a stronger future that makes your company crisis-proof.

09



### PARTNER AND COLLABORATE

Strong partnerships and collaboration create opportunities when resources are limited.

10



### NEVER LOSE THE PURPOSE

Revisit your purpose. It inspires your team and guides you through uncertain times.



### CEO TAKEAWAY

Crisis doesn't define a company—leadership does. The best leaders don't just react to change, they lead through it and come out stronger.

Lead with courage. Lead with purpose. Lead for the future.

### LEADERSHIP ACTION TOOLKIT



Review your crisis plan every quarter.



Communicate openly and often.



Invest in your people and their growth.



Monitor risks and stay prepared.



Learn, adapt and improve continuously.



# 5 AI MISTAKES THAT CAN DESTROY BUSINESS TRUST

AI is powerful. But trust is fragile.

One wrong move with AI can damage your reputation, lose customers, and set your business back for years. Avoid these five critical mistakes to build AI systems that earn trust and create lasting value.



**62%**

of customers less trust in companies after experiencing AI-driven failures.

Source: PwC 2025



**70%**

of consumers worry about how companies use AI to make decisions.

Source: Deloitte 2025



**\$4.7M**

Average loss from a single AI ethics or data breach incident.

Source: IBM 2025



**85%**

of executives say AI trust and safety is a top board level priority.

Source: Gartner 2025



**3X**

Businesses with high trust grow 3x faster than low-trust peers.

Source: Edelman 2025

## THE 5 AI MISTAKES THAT CAN DESTROY BUSINESS TRUST

01



### USING POOR-QUALITY OR BIASED DATA

Bad data leads to flawed AI outputs, unfair decisions, and angry customers.

#### Business Impact



Loss of credibility, legal risks, and unreliable results.

#### What to Do Instead



Invest in clean, diverse, and well-governed data.

02



### LACK OF TRANSPARENCY

When AI decisions are opaque, people lose confidence and control.

#### Business Impact



Customers feel manipulated and disengaged.

#### What to Do Instead



Be transparent about how AI is used and decisions are made.

03



### IGNORING DATA PRIVACY & SECURITY

Weak safeguards can lead to leaks, breaches, and massive trust erosion.

#### Business Impact



Financial losses, regulatory penalties, and brand damage.

#### What to Do Instead



Build strong privacy by design and follow industry best practices.

04



### OVER-AUTOMATING WITHOUT HUMAN OVERSIGHT

Relying 100% on AI can cause errors, missed context, and poor experiences.

#### Business Impact



Wrong decisions, customer frustration, and revenue loss.

#### What to Do Instead



Keep humans in the loop for judgment and accountability.

05



### NOT HAVING AN ETHICAL AI STRATEGY

Using AI without ethics in mind can lead to misuse and backlash.

#### Business Impact



Reputational harm, public backlash, and lost partnerships.

#### What to Do Instead



Create clear AI ethics guidelines and review them regularly.

## CEO TAKEAWAY



AI isn't just a technology decision—it's a trust decision. Companies that prioritise ethics, transparency, and accountability will win customer trust and long-term competitive advantage.

## BUILD TRUST WITH RESPONSIBLE AI



Put ethics at the center of every AI decision.



Engage stakeholders and listen to customer concerns.



Test AI systems regularly for fairness and safety.



Ensure compliance with privacy regulations.



Measure impact, learn, and improve.



Earn trust today, build loyalty for tomorrow.



# 5 WAYS FOUNDERS CAN BUILD PERSONAL BRANDS

Be Known. Be Trusted. Build What Lasts.



People don't just invest in ideas—they invest in people. A strong personal brand helps founders gain trust, attract opportunities, and create a lasting impact that goes beyond their company.



**90%**

of people are more likely to invest in people with high EQ than in ideas.

Source: TalentSmart



**71%**

of employers lead connected to EQ over IQ

World Economic Forum



**40%**

of performance is strong perrenth driven by EQ

Source: Harvard Business Review



**2.5x**

Key steps to career, decision-making

Source: Hay Group



**DATA**

Key indicators to long-term success

Source: Deloitte

## THE 5 REASONS EQ IS YOUR CAREER SUPERPOWER

01



### BUILDS STRONGER RELATIONSHIPS

EQ helps you understand others better, communicate clearly, and build trust that drives collaboration.

#### Impact:

Stronger teams, lasting partnerships, greater influence.

02



### IMPROVES LEADERSHIP EFFECTIVENESS

Leaders with high EQ inspire, motivate, and empower people to achieve more.

#### Impact:

Higher engagement, better retention, stronger results.

03



### ENHANCES DECISION-MAKING

EQ keeps emotions in check, helps you use different perspectives, and make wiser choices.

#### Impact:

Better judgment, fewer mistakes, confident decisions.

04



### BOOSTS ADAPTABILITY & RESILIENCE

EQ helps you manage stress, handle change, and stay focused in uncertain situations.

#### Impact:

Stay calm, bounce back faster, and keep respond, forward.

05



### DRIVES CAREER GROWTH

People with high EQ stand out, earn promotions faster, and become future ready leaders.

#### Impact:

More opportunities, faster growth, greater impact.



## FOUNDER TAKEAWAY

Your personal brand is your leadership leverage. Build it with purpose, share it with authenticity, and let it amplify your impact.

## PERSONAL BRAND QUICK CHECKLIST



Know your story and your values



Create value solutions, and audience



Create value, solutions, not just self-promotion



Target the right platforms and audience



Build your relationships, not just networking



# 7 CAREER MOVES STUDENTS SHOULD MAKE BEFORE GRADUATION

Plan Today. Thrive Tomorrow.

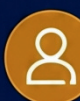
The right moves before graduation can shape your career for years to come. Take action now to build skills, experience, and clarity that set you apart.



85%

Employers look for skills beyond degrees.

Source: NACE



60%

Students feel unprepared for the real world.

Source: Deloitte



70%

Hiring decisions are based on practical skills.

Source: LinkedIn



2x

Students with internships are 2x more likely to get a job.

Source: Internshala



75%

Employers value attitude, adaptability & learning agility.

Source: World Economic Forum

## THE 7 CAREER MOVES EVERY STUDENT SHOULD MAKE

01



### KNOW YOUR STRENGTHS & INTERESTS

Understand what you enjoy and where your natural talents lie.

**Why It Matters:**  
Helps you choose the right path and stay motivated.

02



### BUILD RELEVANT SKILLS

Focus on in-demand technical, digital, and soft skills in your field.

**Why It Matters:**  
Makes you more employable and future ready.

03



### GAIN REAL-WORLD EXPERIENCE

Intern, freelance, volunteer, or work on live projects.

**Why It Matters:**  
Experience sets you apart from other candidates.

04



### BUILD YOUR NETWORK

Connect with mentors, alumni, professionals, and industry peers.

**Why It Matters:**  
Opens doors to opportunities and guidance.

05



### CREATE A STRONG PERSONAL BRAND

Build your LinkedIn profile, portfolio, and online presence.

**Why It Matters:**  
Shows who you are and what you stand for.

06



### STAY CURIOUS & KEEP LEARNING

Read, take online courses, and stay updated with industry trends.

**Why It Matters:**  
Continuous learning keeps you relevant and adaptable.

07



### PLAN YOUR CAREER PATH

Set short-term goals and a clear roadmap to achieve them.

**Why It Matters:**  
Clarity today creates success tomorrow.

## CAREER READINESS CHECKLIST

- ☒ I know my strengths and career interests
- ☒ I have developed key skills for my industry
- ☒ I have real-world experience (internships/projects)
- ☒ I actively network with professionals
- ☒ My LinkedIn profile and resume are updated
- ☒ I keep learning and upskilling
- ☒ I have a clear career plan and goals



## STUDENT TAKEAWAY

“

Your degree is a ticket to the door, but your skills, experience, and mindset will determine how far you go. Start building your future today.







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