

Growth Strategy for Building a Large Training Organization

Client Objective

The client is looking to build a training behemoth which has operations across multiple countries. The vision of the organization is to grow via organic and inorganic route.

Our Engagement

As part of the engagement we are involved in multiple activities

1. Market Assessment –
 - a. Analysed the market across multiple countries to assess demand for training services. Based on the analysis country and region prioritization done for entry.
 - b. For Wave I and II countries, COVID impact on future growth was analysed. In addition, regional & global impacts of COVID across multiple axis's were analysed
 - c. An in-depth competition assessment to understand local and regional players as prospects tend to travel away from home countries to do their training.
2. Based on the future market potential we worked with the client to build a business model and operating model to support the future development
3. Developed a financial model to help the investors and top leaders understand the following
 - a. Revenue potential
 - b. Working capital requirements
 - c. Profit and Loss and Cash flow requirements
 - d. Capital Expenditure requirement
4. We also helped the client identify and profile various organizations across the globe which could be targeted for acquisitions as the growth strategy was a combination of inorganic and organic growth.
5. As part of the approach we build all the investments required on a timescale based on capacity growth to help management understand in which regions the investment will be required.