



**KVR
SOLUTIONS**

SECURITY TECHNOLOGY.
DEFENCE TECHNOLOGY.
START UP MENTORING.
RESEARCH AND DEVELOPMENT
PROPOSALS.
PROPOSALS FOR CUTTING EDGE
TECHNOLOGY DEVELOPMENT.
AI/ML SOLUTIONS.
SATELLITE BASED SOLUTIONS.

Service Offering

Invested in the sector

- Vocal advocates of sectoral liberalization
- The team (in its personal capacity) has been part of various forums & has actively contributed towards indigenisation of manufacturing



ENTRY STRATEGY

- Identification, profiling and selection of target products/ services
- Assistance in the identification of key resources and capabilities
- Overall development of a strategy roadmap
- Identification of the right business model for entry e.g. offset, JV with another OEM



CUSTOMER STRATEGY

- Identification, profiling and selection of the target customer
- Identification of critical success factors for customer acquisition



JOINT VENTURE PARTNER SEARCH

- Identification and selection of suitable joint venture partner
- Assistance in negotiations
- Assistance in review and closure of the transaction



HAND HOLDING DURING CONTRACT EXECUTION

- Assist in formulation of DPR
- Review of progress to match timelines for project execution
- Provide support during evaluation and acceptance trials
- Assistance in formulation of trial and acceptance protocols

Team Proposition

Multi-faceted team

The professionals within the team bring in critical expertise and more importantly experience in having undertaken projects aimed at development of the sector



DEFENCE MANAGEMENT EXPERIENCE

- The team includes former defence officers who have held various command & staff appointments and bring in a deep understanding of the Indian defence ecosystems
- They bring in rich experience of having worked with various acquisition arms
- They have also been extensively involved with the indigenisation effort within the armed forces as well as the MoD



OFFSET MANAGEMENT

- Substantive experience in management of offsets for and on behalf of global OEMs
- The team is also experience in working with Indian IOPs towards offset realisation



ENGINEERING/ MANUFACTURING EXPERIENCE

- The SMEs have worked with Indian engineering and or manufacturing entities within the defence milieu
- Team members have been part of marquee projects undertaken within space, aviation & defence sub-sectors
- They have also garnered rich experience in working with governments (Central & State) towards establishment of defence manufacturing parks/ nodes



DEVELOPMENT OF MSMEs, START-UPS & INDUSTRIAL CLUSTERS

- The team also includes SMEs who have worked towards development of over 1300 clusters across the country
- They have been instrumental in the development of MSMEs and Start-Ups in the core manufacturing sector
- The team brings in extensive know-how of developing state of the art technology centers across the country



ENTRY STRATEGY

- Identification, profiling and selection of target products/ services
- Approach Methodology and understanding of Market
- Assistance in the identification of key resources and capabilities
- Overall development of a strategy roadmap
- Identification of the right business model for entry e.g. offset, JV with another OEM

Project Management

- Setting up of Manufacturing facility
- Assistance in technical bid formulation and project cost analysis
- Contract formulation and Negotiation
- Conduct of trials and user requirements
- Supply Chain Management and Delivery
- Repeat Orders and Option Clauses



UKDMSA

KVR SOLUTIONS

Services

Industry

- Consulting
- Infrastructure Support

Space Tech

- Defence
- Agriculture

Tech

- AI/ML Solutions
- Transfer of Tech

Start Ups

- Mentoring
- Project Identification



GOVERNMENT OF UTTARAKHAND

Blessings of the State Government

TEAM: KVR SOLUTIONS



Col Shashank Kaushal

20 plus years' served in elite Mechanised Infantry, Indian Army. Experience in project management, public policy, defence procurement, creating innovative solutions for defence problems, Corporate experience in Project Management & business development. Opportunities identification, mentoring defence technology start up.



Ms Mamta Rawat

Member Biotechnology in Uttarakhand. Owner and partner in companies working in Solar power projects, waste management and consultancy services. Image management professional and member IMPA, Soft skill trainer and extensive experience as educationist.



Mr Sudhir Arora

20 plus years in Automotive industry as IT Domain Expert, Innovation Product Design and Prototyping. Head of IT domain for Motherson Sumi. Tech Expert and Partner. Expert on shop automation and robotic projects.

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**Suveer Srivastava(USA, California)
(Collaboration Expert)**

20 plus years' in Defence Industry. Expert in making sustainable collaboration, partnerships and Joint Ventures. Maintains Opportunities identification for US based companies in India. Government relations and lobbying in USA.

He has been successful in Identification of new technology development in silicon valley and collaborations in India for a Joint Venture.

10 Years experience in start up mentoring and supporting R&D facilities in elite institutions including IIT Delhi.



Deepak Kumar, Sensor & Opto Electronics Expert

Deepak is an Electronics Engineer from IIT Delhi. Expertise: Sensor network development for multiple of government offices. Traffic Simulation real-time traffic assessment for better planning of roads, intersections, Metros and BRT. Evacuation Planning for Metro Station, Government offices and Stadiums Worked in the file of Mobile Banking and Specifically in the field of domestic money remittance.

Ecom and website and product development for Amazon, Flipkart and Inhouse ecom setup of Finolex Cables. Growth plan and execution of IIFL home loans.

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Dr OP Wali

Professor at Indian Institute of Foreign Trade since 2001.

More than 30 years of corporate and academic experience. He is an alumnus of German Development Institute, Bonn, a leading global think tank in global governance. He served as Member Secretary, Sectoral Innovation Council, Department of Commerce, Government of India. He has been consulting various organizations, private as well public, in the domain of digital technology adoption, insight management and transformation. He has worked with DST on R& D indicators for technology sectors. He teachings and research interests include analytics, IT application, digital transformation and technology trade.



Dr Pankaj Sharma(National University of Singapore) (Collaborations and Technology)

22 years of experience in the Defence supply chain Management. He completed his Masters from IIT Delhi and Doctorate in the field of Supply Chain Management from IIT Mumbai. He is leading research in "Simulation and Modelling of Supply Chain Networks" at the National University of Singapore. He is a subject- matter expert in Warehouse Optimization, Process Improvement and Supply Chain Network Design. He is a black belt in Lean Six Sigma program.

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Mr Amit Mishra(Financial & Tax)

Post qualification Experience of 17 years.

Worked with a wide range of organizations engaged in various industry, such as SI, IT & ITeS, Construction, POS Machines (Trading), Chemicals, Services, Finance & Accounts, Audit etc.

Leading/Advising the F&A function of various organizations for more than 10 years.

Controlling the Compliance, Finance & Accounts.

Arranging Finance & credit control. Engaging with Management on Financial strategy, Budgetary & Cost controls. Creating/Reviewing MIS, analysis, future planning and monitoring the Cash Flows.

Direct & Indirect Taxation. Statutory compliances such as ROC, RBI, STPI, PF, ESI. Liaising with statutory authorities. Reviewing and finalizing vendor and client Agreements, MSA, SOW.

Controlling and tracking the receivables and payables.



Mr Ajay Rao (Legal and IPR)

Intellectual Property, Corporate and Commercial laws and Dispute Resolution.

Experience of more than 16 years in representing clients on brand adoption and selection, prosecution and registration of trademarks, Intellectual Property Appellate Board and litigation in Courts of India. Prior to starting his counsel practice, he was working with British Petroleum (on the rolls of Castrol India Ltd.) for nearly six years.