



KaizenConsulting

CHARTERED ACCOUNTANTS | MANAGEMENT CONSULTANTS



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WHAT KAIZEN STANDS FOR

Sakichi Toyoda, founder of Toyota used to tell his co-workers: "Open the window; it's a big world out there". Prophetic words! With 10M vehicles per year, Toyota is the largest Auto brand today.

How can one man, a single idea transform the world? In post-war Japan, US sent help to Japan. W. Edwards Deming, a statistician was part of the team. It was his idea to make small but incremental improvements in everything we do. The concept was given a Japanese name – Kaizen - meaning continuous improvement. In 1950, Toyota implemented Kaizen. The rest is history. True to our name, we strive to bring about real and visible improvements in your business with same or lower costs.



ABOUT US

Kaizen Consulting is a Dubai based management consultancy firm offering a spectrum of services: Accounting, Auditing, Operations/Internal Audit, VAT advisory, filing returns, HR policies, business process outsourcing, etc. Our sole aim is to accelerate business performance. Through our wide network of senior professionals, we offer customised solutions to add value to your business.

WHY WE ARE DIFFERENT

Personalised, Affordable Outsourcing

We offer complete Accounting & VAT services for a fraction of a mid-level Finance/Accounts Manager's package. We will maintain fully VAT compliant accounting records on free-to-use software Tally ERP9 and will provide monthly financial statements.

In-depth Diagnosis & Insight

We do not believe in superfluous, band-aid remedies. Rather we go to the roots, recommend a course of action and walk through the plan together with the client.

Change Management

We initiate and enhance change management supported by business analytics, visualisation of benefits, gentle persuasion, and a clear road map for execution. We don't just advise; we stay with you through execution till the desired goals are achieved.





OUR SERVICES

- Grades & Scales
- Job Descriptions/KPIs
- Incentive Plan/Variable Pay Structuring
- WPS/Payroll processing
- Performance Management System

RETAIL / FURNITURE / HOME ACCESSORIES / SUPERMARKETS / FASHION RETAIL / F&B RETAIL

- Home Furniture/Home Accessories specialisation
- Supermarket operations/profitability
- Store design/layout/fitout plan
- Merchandise/category planning
- Pricing/margin strategy
- Mystery shopping
- Competition review/analysis
- Procurement systems/procedures
- Standard Operating Procedures (SOPs)

CFO SERVICES

- Outsourcing Finance Manager/CFO services
- VAT registration/return filing/Excise Tax
- Monthly financial statements/MIS reports
- Reorganise Accounts/Finance Department
- Accounting System/Manual
- Finance planning/debt restructuring
- Internal control review
- Budgetary control/cash flow planning
- Financial review/advice
- Internal/operations audit

ACCOUNTING SERVICES

- Accounts on Tally ERP9, QuickBooks, Sage, etc.
- VAT compliant accounting system
- Payroll preparation/disbursement
- Inventory System/Inventory Control/Stock Count
- Accounts Receivables – Customer Invoices/collection
- Fixed Assets records/verification

HUMAN RESOURCES

- Executive Recruitment
- Organisation Chart
- HR Policies/Best Practice/Employee Handbook





CORPORATE FINANCE

(Through Asso. Firm Zebuunite Capital)

- Bank Finance – new or renewal
- Working Capital
- Project funding
- Valuation of shares
- Business Acquisition
- Investor search/Due Diligence
- Joint Venture/Strategic Alliance

OTHER PROFESSIONAL SERVICES

- Statutory Audit – through Associate Firm
- Systems/IT Audit
- Feasibility Study/ Business Plan/Financial Projections
- Financial due diligence to back investment
- Legal due diligence through Associate Law Firm
- Partners/shareholders' entry/exit
- Company Law compliance/advice
- Forensic/other investigation

SUPERMARKET TURNAROUND

We have a highly experienced professional team having combined experience of over 70 years in retail majors. After in-depth study, we identify problems, work out solutions from our expertise and deliver results. Part of the fees can be linked to results.

RETAIL SECTOR

We specialize in retail sector and offer a wide range of solutions. We can bring retail IT specialists to produce essential data analytics/reporting, carry out detailed analysis of categories, product mix, margin spread, space planning and we can bring operations/buying/logistics specialists, all with a view to achieve higher top line, GP and bottom line. We also specialize in Furniture/Home Accessories segment.



FREE

Accounting
Software Tally
ERP9

FREE

VAT registration

FREE

Financial
Statements
review

OUR TEAM AT YOUR SERVICE



SUMIT GUPTA

Sumit is a Retail and Supply Chain expert. An MBA and a Strategic Retail Management graduate from SMU and an MBA from Indian School of Business, he has 16+ years of rich experience. As Commercial Director with KBBO CPG Investment, he headed 3 verticals including Supermarket major Fathima Group. He sat up SPAR supermarkets in Khimji Ramdas Group, Oman. Has worked with biggest retail names in India – Reliance, Future Group and Aditya Birla Group. At Fathima Group, he achieved supply chain centralization, rationalized buying and achieved big savings in buying costs.



SHAHRUKH DASTUR

Shahrukh is an Information Technology specialist with over 2 decades of leadership roles in multinational and large-scale organizations across India and the Middle East. His core competencies include Digital Transformation, Data Warehousing & Analytics and ERP Systems and he has performed large number of business system migrations. He has extensive experience in digital transformation of Human Resource & finance departments and setting up business data warehouse solutions. His role in various industries like retail, trading, pharmaceuticals and food industry makes him an industry IT expert to drive business growth.



REBECCA PAUL ANDREWS

Rebecca is a Life Coach and a Senior HR Business Partner. She trains executives to overcome challenges and to explore dreams and goals. Her interpersonal skills and understanding of local work culture make her an ideal Image & Mindset Coach. She has done senior level HR work, placed over 800 professionals globally and has delivered soft skills & behaviour training at several companies. She inculcates the idea of "great spot to be in" mindset with Neuro-Science approach. Rebecca is an MBA, has done Masters in Retail Management and is a Certified Psychometric Test Professional and Coach (ACC) from ICF.



MANISH KHILNANI

Manish is a Master in Finance from Lancaster University Management School. He has worked at Euromax Capital, London (Financial Modeling, valuations, negotiations, due diligence) and at Mata, Citibank and ING Vysya Bank in India. In UK he arranged US \$ 350M for QTIL, JV for DKNY, \$90M buyout of DyStar Germany and \$ 30M Mezzanine Finance for Binani Group. In UAE he worked with a Corporate Finance firm, raised \$150M for City Land Mall, \$200M Lombard Loan for GRE, London property mortgage for UAE education sector major, AED 250M Loan & Mez transaction for a Café chain. Manish has now his own venture Zenuunite Capital.



SHARIN D'MELLO | Associate Consultant – Kaizen Consulting

Young, energetic and enthusiastic, Sharin is a CA finalist with five years of audit/accounts/ tax related experience with a leading CA firm in Mangalore, India. She is a highly capable accounts and VAT professional, is fully conversant with accounting packages such as Tally ERP9, Winman ERP, Winman TDS, etc., has worked on GST and VAT for many clients in India and UAE. She has also carried out statutory and internal/operational audits, stock, VAT and tax audits and similar assignments. Sharin carries a pleasing personality, has positive attitude and is meticulous in her work.

OUR GROWING LIST OF HAPPY CLIENTS



VIRAF RAIMALWALA

Founder & CEO
Kaizen Consulting FZE

Viraf is a qualified Chartered Accountant (FCA- Fellow of the Institute of Chartered Accountants of India) with degrees in commerce and law. He was partner with Ratan S Mama & Co, Mumbai (affiliated with Pannell Kerr Forster - 11th largest in UK and 15th largest worldwide) before moving to Bahrain to join PWC as Audit Manager/Senior Consultant. Later joined leading FMCG and supermarket operator in Bahrain – Al Jazira Group - one of the first in GCC to launch computerised point of sale scanning in 1992. Signed Franchise with Woolworths South Africa and set up their first store in Bahrain and GCC. Joined Landmark Group Bahrain and managed territory as GM

for 8 years. In UAE he was GM/COO, Homes r Us (Lals Group) where he led expansion to 15 stores in 4 countries, took the brand to #2 position and won Superbrands award for the company twice.

His last posting was as Group GM/COO in FMCG/Supermarket major Fathima Group. Visited Portugal / Germany to review operations of Continente brand and signed franchise to set up business in UAE. Opened 6 high-end branded fashion stores from Madura Fashion (part of \$45B Aditya Birla Group) and opened Manhattan Fish Market (speciality casual dining restaurant). Took care of strategic planning, gave leadership to a team of managers, guided and improved HR practices, launched new brands for trading, planned/opened new stores and revamped existing stores. Created stronger corporate framework/internal controls by appointing 10 CAs, strengthened internal audit and introduced/ implemented SAP. Carried out a comprehensive stake sale to a leading Abu Dhabi investment house and spearheaded negotiations, big-4 financial due diligence, legal due diligence, documentation, and corporate governance.