

Trusted Origination and Execution Platform for Business Solutions

www.SMEValueAdvisors.com

SME Value Advisors
Business Solutions. Unleashed.



Are You a Business Leader with Vision for Growth?

Do You Aspire to Take Your Business to the Next Level?



You are not alone.

Every giant enterprise was once an emerging corporate!

**Growing a business is like a
marathon.**

**Many begin, but only a few make
it to the finish line...**





Today, we will share with you the **time-tested recipe** used by enterprises all over the world to propel their business to the next orbit.

Key Ingredients for Stepping Up Your Business to the Next Level

Fund Raise



Growth & Marketing Strategy



Governance, Legal & Compliance



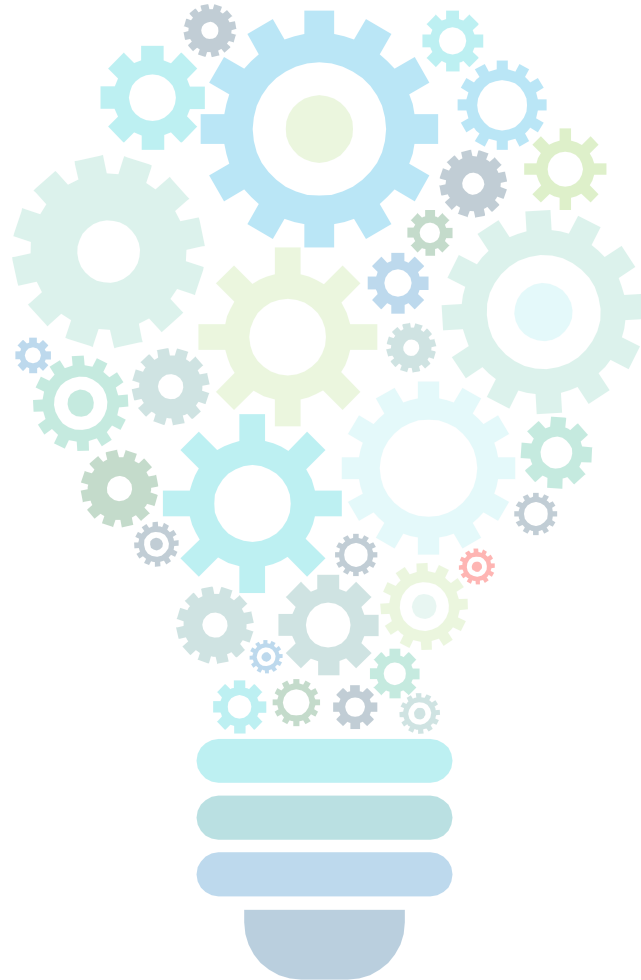
Building a Team



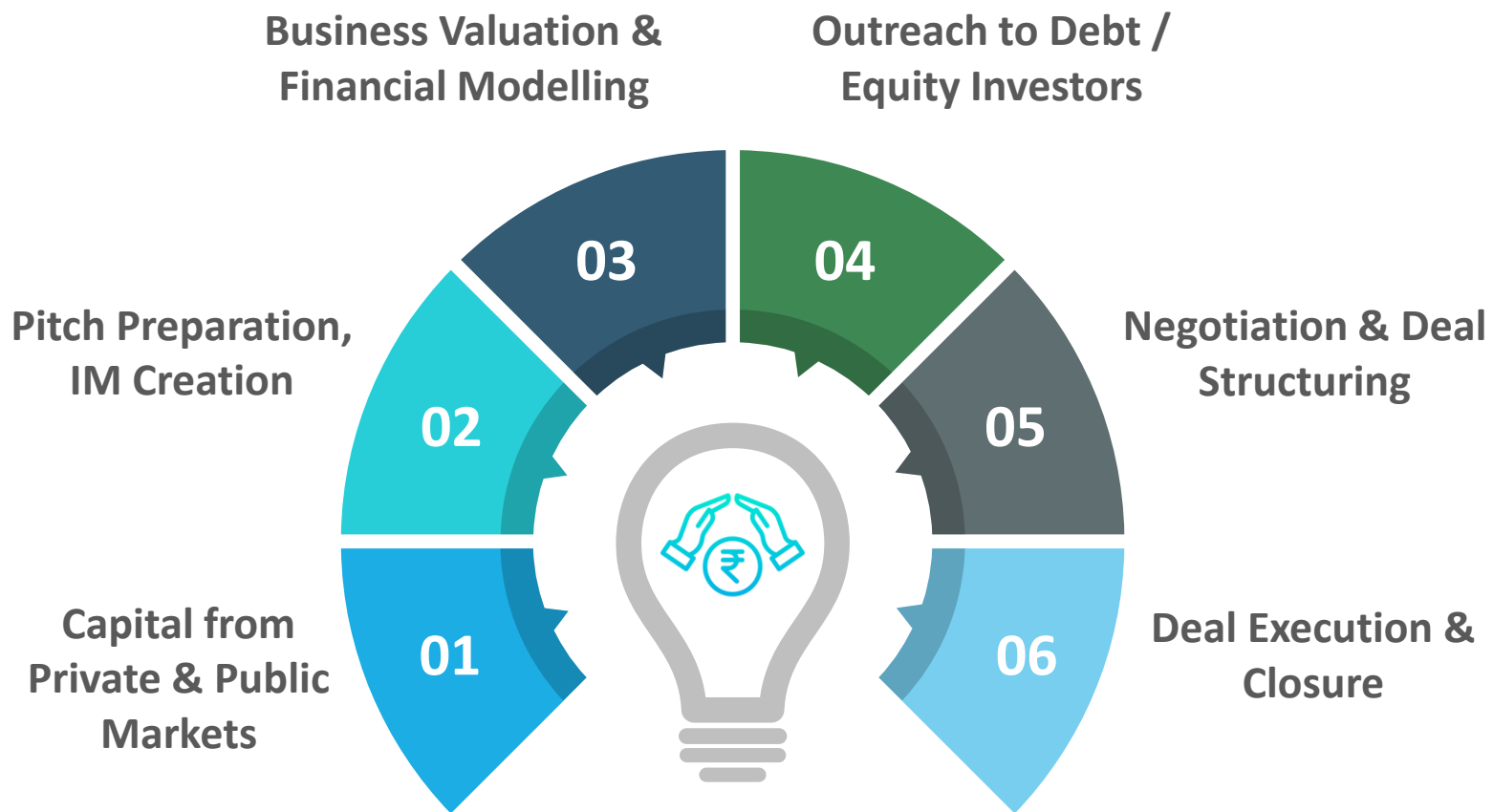
Inorganic Growth Opportunities



Market Research



Fund Raise – Key Steps and Challenges



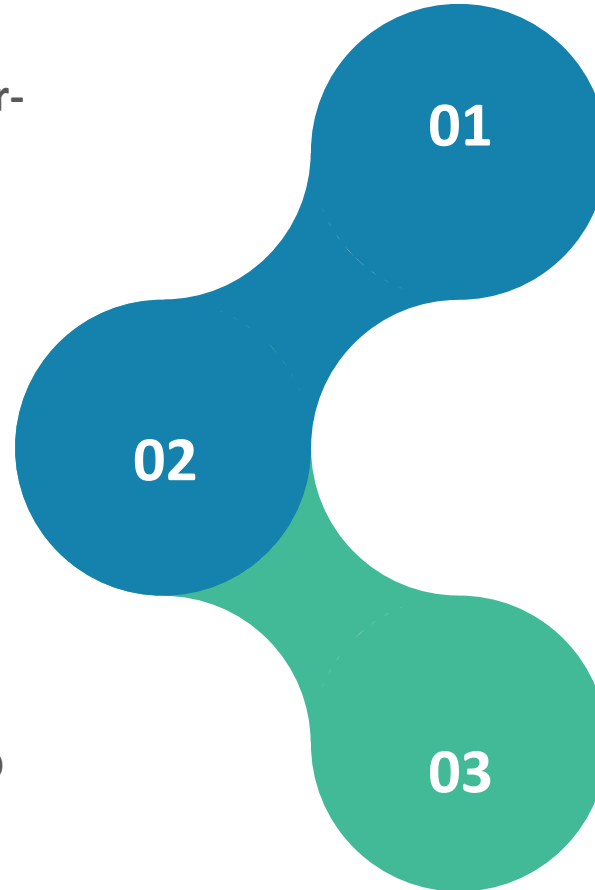
- While there is no scarcity of capital, businesses are often not investor-ready
- Businesses might not know what investors expect, how to choose between debt & equity, or how to value their business
- It also happens that entrepreneurs are not well-connected to investors

Growth & Marketing Strategy – Key Steps and Challenges

Understanding Customers & Creating Customer-Centric Value Proposition

Branding, Positioning and Customer Outreach

Identifying Growth Opportunities & Scaling Up Sustainably



- There is no one-size-fits-all approach for cracking enterprise growth
- Growth strategy for each business is unique & entrepreneurs often lack a systematic growth framework & growth mindset
- Entrepreneurs often have too much on the plate in managing day-to-day affairs. Growth often remains neglected

Legal & Compliance – Key Steps and Challenges

1
Legal &
Compliance
Checklist

2
Timely Execution
&
Implementation

3
Monitoring
&
Control

4
Understanding
Business
Governance

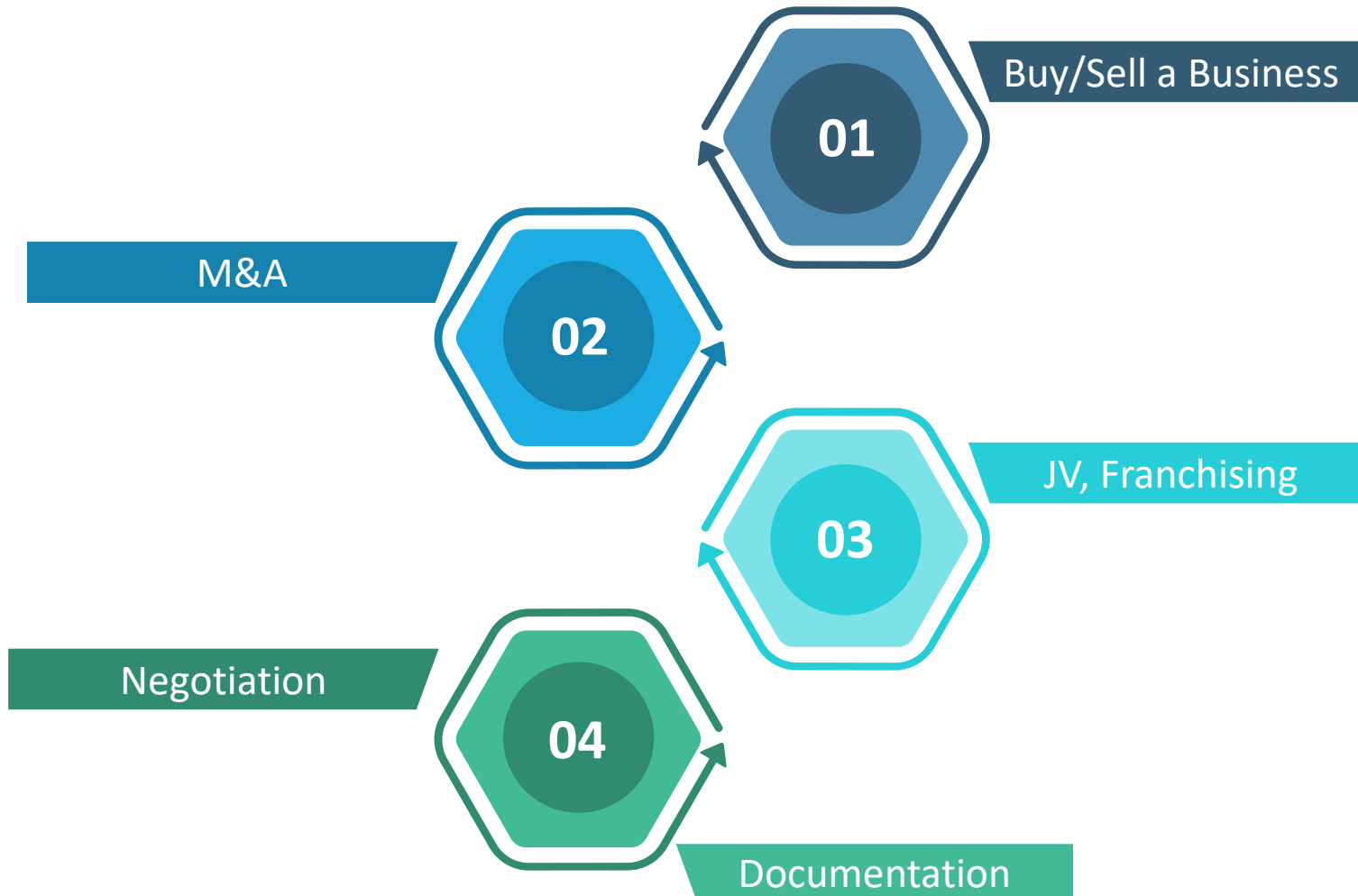
- Compliance is not only a necessary evil but also an opportunity for growth. Compliance is expensive, but non-compliance is enormously expensive
- Lack of awareness about the benefits of governance & legal/compliance – such as rise in business valuation, securing investor confidence, better chances of IPO, becoming attractive investment opportunity for foreign investors and so on
- Businesses often lack access to certified, qualified professionals with proven track record, who can manage legal & compliance matters in an end-to-end manner

Team, Knowledge & Skills – Key Steps and Challenges



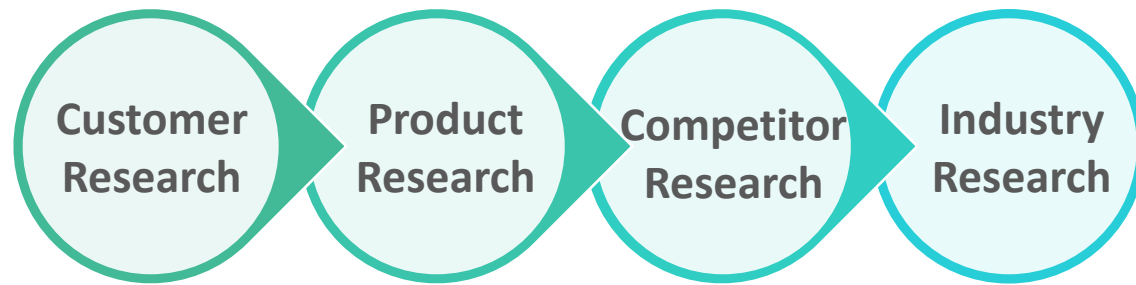
- To build a sustainable & scalable business, entrepreneur needs to fire himself from role to role
- Team members need to be sourced, acquired, managed, trained & retained in a sustainable manner
- Emerging corporates are often challenged by their inability to trust people and delegate jobs. They are often surrounded by yes-men & not independent advisors, who can add real value

Inorganic Growth Opportunities – Key Steps & Challenges



- Inorganic growth options require specialized knowledge, which might not be accessible to all corporates
- Professional experts are not always available to mobilize such opportunities for corporates in a location-specific manner
- Trust and confidentiality is a major issue – business leaders are often fearful to engage strangers as consultants

Market Research – Key Steps & Challenges



- Research is the cornerstone for any major business strategy, be it growth, marketing, expansion, acquisition, product launch, or fund-raise
- There is a lack of experienced research professionals, who can deliver seamless research insights on demand
- It is difficult for entrepreneurs to manage business & also conduct extensive research

But, there's a catch...

Access of corporates to multiple service providers for multiple problems is severely constrained.



Accessing multiple solution providers is challenging, time-consuming & uneconomical.

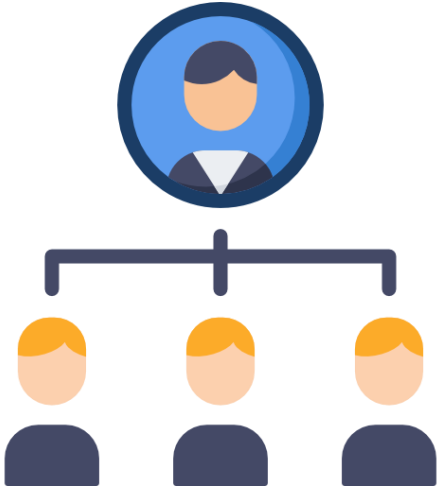


Question mark on competence, credibility & pricing of solution providers.

How About a Trusted Platform for Business Solutions?

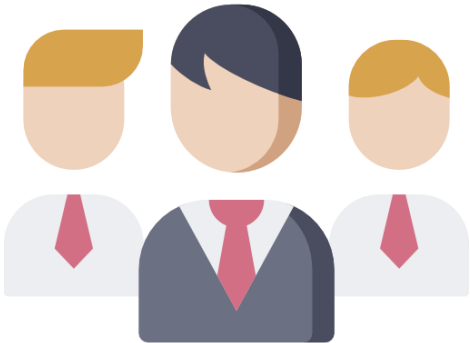


**Platform is the
Missing Link**



Corporates

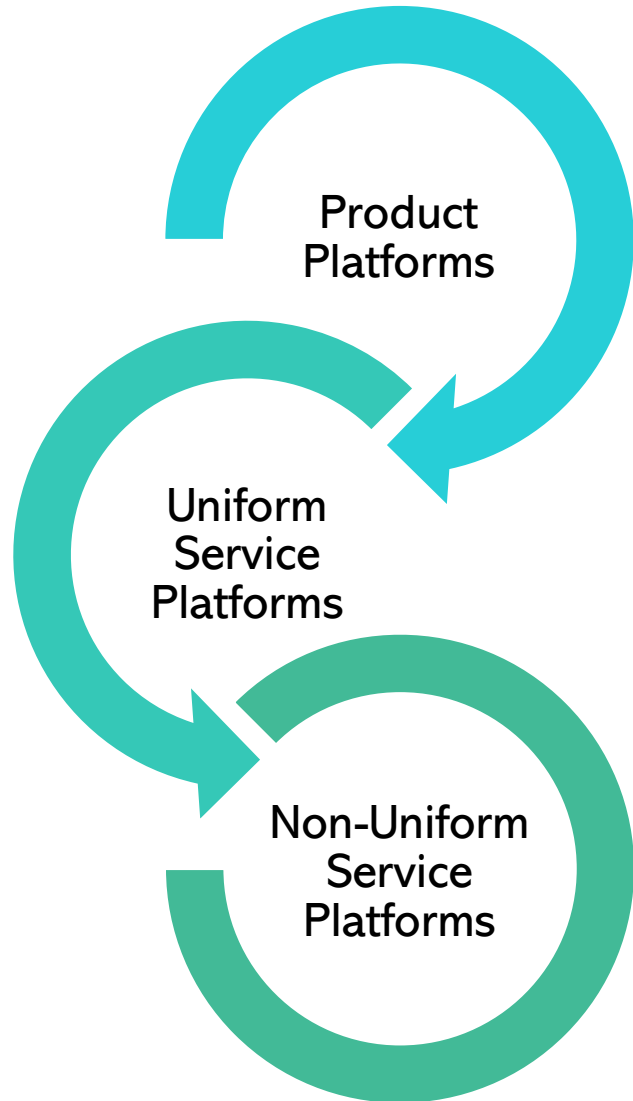
SERVICE SEEKERS



Professionals or Firms
Who Deliver One or
More Services to
Corporates

SERVICE PROVIDERS

Platform Revolution is Already Transforming Many Segments – A Few Popular Examples



...

amazon

Flipkart



...

Uber



OLA

...



SMEValueAdvisors Brings the Critical Services Sought by Businesses into a Single, Curated Origination & Execution Platform



[1]

Private/Public Fund Raise,
Investor Presentation



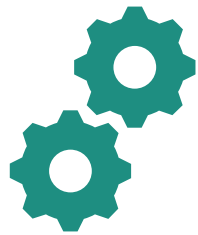
[2]

Growth and Scalability
Solutions



[3]

Training & Learning
Solutions



[4]

Dematerialization of
Company Shares



[5]

Financial Reporting
Services



[6]

Financial Modelling,
Business Valuation

How SMEValueAdvisors Works

Leveraging Technology

Simple registration and onboarding, post requirements anytime, anywhere



Dashboard for customers, documentation of all interactions

Meticulous Curation

Identify requirements of customers
Curate service partners by area of competence



We match requirements with curated service providers

Responsible Execution

Team of experts focusing on execution
A few services warehoused internally



Full responsibility for execution of transaction & payment to partners

Simple 5-Step Process for All Your Business Solution Needs



Success Story – A Real Life Example

- Omya Healthcare, a company based in Bangalore originated a requirement on the platform for preparation of Financial Statements in Ind AS format.
- Our Execution Team mapped the exact needs of the customer and curated the top service provider with good track record for the requirement – CA Ramanujam Narayan from Mumbai.
- Under our supervision, the execution was completed with proper quality adherence and on time.
- We have many more success stories that validate our model.

What Our Customers Say



KALIM SHAIKH

MD & CEO
TRUKONS HOUSING PVT. LTD.
NASIK



ADITYA GOENKA

Director, Warewell India Corporation Pvt Ltd., Guwahati



SME Value Advisors has helped us raise private equity capital. In addition, their team has been helping us in multiple areas like Growth consulting, Legal and compliance, Valuation, Investor presentation and Research.



SME Value Advisors have an ethical, reliable and competent team to provide business solutions on multiple needs of corporates.

Why SMEValueAdvisors?

- We are an execution-oriented super-market – we connect you with the most appropriate and trusted service providers and save yourself from the pain of physical search, price bargains, lack of transparency and poor quality of services.
- Customer service is our focus - we own full responsibility of execution.
- We curate service providers extensively to ensure seamless execution of customers' requirements.
- We ensure Transparency, Open Communication & Mutual Respect among all stakeholders.

Robust Data Architecture



Data Sharing with
High Security &
Confidentiality



Scalable System
Strong Back-end
Intuitive Front-end



Query-enabled
Database with
Relevant Filters



SME Value Advisors

Business Solutions. Unleashed.

A Network of 400+ Service Providers Across 45+ Cities Is Here for You

Post Your Requirement on Our Platform Today



www.SMEValueAdvisors.com

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