



# A Compendium of Testimonials from Wadhvani Advantage SMEs



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The Discovery and Transformation Reports are 95% accurate and captured exactly where we were and where we wanted to go. The Wadhvani Advantage team understood my business closely and was completely aligned with what we needed to do to achieve our company vision



**Nikhil Dhand**

Managing Director, Dhand Steels

Industry: Automotive & Industrial Products  
Company Website URL: <https://dhandsteels.com/>



“

The Wadhvani Advantage program connected me to different advisors and used customized tools on revenue forecasting, digital marketing performance tracking etc. to address the day-to-day challenges



**Umesh Jagwani**

Founder, Nature Rich Food and Xinng Foods

Industry: Agriculture and Food & Beverages

Company Website URL: <https://xinngfoods.com/>



“

The Wadhvani Advantage Discovery Process helped us identify two data related improvement areas; first was the timely collection and integrity of data and second was the effective use of data for improving our operating and net margins. As a result, we have identified areas of cost-cutting and improving efficiencies



**Chaitanya Agrawal**

Director, Cranex Ltd

Industry: Automotive & Industrial Products

Company Website URL: <https://www.cranexltd.com/>



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Our interactions with Wadhvani Advantage were an eye-opener, especially the discovery call with the consultant and the resultant in-depth analysis of my business which made me realize that we need to come out of the transactional mode and go in for expansion. And now we have defined targets and specific goals to multiply our business



**Krishna Shukla**

Founder & Co-owner, Hind Global Exim LLP

Industry: Transportation & Warehousing  
Company Website URL: <https://hge.co.in/>



“

The Wadhvani Advantage Discovery Process made us understand the huge potential of Sales & Marketing. As a result, we are targeting a 40% annual growth as against 10%-15% planned earlier



**Kunal Pandit**

MD, Eureka Industrial Equipment Pvt. Ltd.

Industry: Automotive & Industrial Products

Company Website URL: <https://www.eurekaflow.com/>



“

I find the Wadhvani Advantage program to be very useful. Their team gets to know exactly how we operate, what our problems are and then works to provide us with solutions to our satisfaction



**Nandlal Khatan**

Managing Director, Pune Techtrol Pvt. Ltd.

Industry: Manufacturing

Company Website URL: <https://www.punetechtrol.com/>



“

The Wadhvani Advantage team provided us with a renewed export strategy focus towards our big markets of Africa and Middle East. They actually found a coach who's worked in Africa for a long time who helped in converting our plans into actual results



**Raghunandan Jagdish**

MD and CEO, Nandan GSE

Industry: Auto, Aero & Ship Manufacturing  
Company Website URL: <https://nandan.co.in/>





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Three support elements of Wadhvani Advantage program stood out; First was the immense learning from experts, second was the network of connects, and third was vendor development support. As a result, we are able to add new customers, penetrate into new geographies, undertake new product development and invest in more manpower



**Varun Gupta**

Founder and CEO, Pro Nature Organic Foods

Industry: Agriculture and Food & Beverages

Company Website URL: <https://www.pronatureorganic.com/>



“

The Wadhvani Advantage team identified pain areas where our internal team couldn't have done much. They gave assignments, coached and followed-up. This really helped and we saw an increase in profitability and productivity per person



**Sadanand Deshpande**

Director, RVC Supply Chain Solutions Pvt. Ltd.

Industry: Transportation & Warehousing

Company Website URL: <https://www.rvcsupplychain.com/>



“

The Wadhvani Advantage Discovery Tool was extremely helpful and the Discovery Report is excellent work enabling us continuously monitor our KPIs at regular intervals



**Sandesh Salian**

Director, Dali & Samir Engineering

Industry: Automotive & Industrial Products

Company Website URL: <http://www.dalisamir.com/>



“

The Wadhvani Advantage Discovery Process helped us identify 4 key areas of improvement – HR, Recruitment, User Experience and Testing. The Wadhvani PMO and its monitoring really helped and we increased our hiring from 120 to 175



**Sriram Kanuri**

CEO & Director, Arteria Technologies Pvt Ltd.

Industry: Software & Programming

Company Website URL: <https://www.arteriatech.in/>



“

Wadhvani Advantage has wonderful programs at different levels to scale organizations. The program can be helpful to SMEs in growing their business



**Pradeep Narkhede**

M.D, Shalya - XcellLance Medical Technologies Pvt. Ltd.

Industry: Pharma & Healthcare

Company Website URL: <https://www.xcellancetech.com/>



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SMEs are like mini-corporates and need to run business in a sustainable manner. This is where Wadhvani Advantage adds value by helping SMEs to grow and scale



**Sahasranam Krishnan**

Managing Director, Cimtrix Systems

Industry: Automotive & Industrial Products

Company Website URL: <https://www.cimtrix.com/>



“

Wadhvani Advantage did a thorough 360-degree analysis and identified two improvement areas for us i.e. the performance management system and process documentation



**Ram Kumar**  
CEO, TSR Rice Mill

Industry: Agriculture and Food & Beverages  
Company Website URL: <https://www.tsrricemill.com/>



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Wadhvani Advantage gives you access to talent and wisdom. Every SME should take advantage of Wadhvani Advantage



**Pankaj Navani**

Founder & CEO, Binsar Farms

Industry: Agriculture and Food & Beverages

Company Website URL: <https://www.binsarfarms.com/>





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I am amazed at how sincerely the Wadhvani Advantage team addressed our issues. I couldn't believe they would spend that kind of time and take utmost interest in somebody else's problem



**Nazeem Abdulla**

Chairman, Naico ITS

Industry: IT and IT Enabled Services

Company Website URL: <https://naicoits.com/>



“

The Wadhvani Advantage team is very prompt and proactive in collecting the necessary data from us. I liked the way the report was presented. It was quite comprehensive. If we can implement the report, it will result in a lot of benefits and can improve the bottom line by 1-2%.



**Saurabh Poddar**

Managing Director, Sellowrap Industries

Industry: Automotive & Industrial Products

Company Website URL: <http://www.sk-group.in/>



“

The Wadhvani Advantage team is committed to the success of SMEs. They have improved our customer relationship



**Jeyaprakash Srinivasan**

General Manager, Rathinam Super Store

Industry: Agriculture and Food & Beverages

Company Website URL: <https://www.rathinamsmart.com/>



“

The business growth and consulting sessions of Wadhvani Advantage are great. Thanks to the Wadhvani team for making me a part of this



**Tushar Satkar**

M.D., Moraya Packaging

Industry: Paper & Printing Manufacturing

Company Website URL: <https://morayapackaging.com/>



“

The Wadhvani Foundation and Advantage program is doing such a great job by supporting SMEs like us. I am amazed with the kind of effort being put in. It has added tremendous value to me and my business. Recommendations and insights provided are very useful and I have passed them to my team for implementation



**Sabu John**

Flexiapps Solutions Pvt Ltd,

Industry: Software & Programming

Company Website URL: <https://flexiapps.co.in/>



“

As part of their extensive involvement and engagement, the consultants at Wadhvani Advantage came up with a comprehensive report covering all aspects of the challenges we faced as a company



**Nazeer Peerumohammed**

Chief Executive Officer, Naico ITS

Industry: IT and IT Enabled Services

Company Website URL: <https://naicoits.com/>



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The MSME sector is facing a variety of issues and we are struggling especially when it comes to making the right decisions. The transformation process with which Wadhvani Advantage is trying to help us is useful in data-led decision making



**Ranjot Singh**

MD, Emdet Jamshedpur Pvt. Ltd.

Industry: Manufacturing

Company Website URL: <https://www.emdetjsr.com/>



“

Our goal is aligned with Wadhvani to generate employment. Our goal is to generate 400 employees to 1000 within 2 to 3 years. We appreciate the care and support received from Wadhvani to reach the next level of growth



**Muralibabu & Ravishankar**

Directors, Microtech CNC

Industry: Manufacturing

Company Website URL: <https://www.microtechcnc.in/>





“

The handholding support and constant support through the program is what we attached to it. The questionnaire gave us the outside perspective and helped us plan our growth. WA program helped us focus on problem and get insights. The questions and discussions were navigated excellently and better revelation of problem area



**George Abaro**

CEO, Omega Shipping

Industry: Transportation & Warehousing

Company Website URL: <http://www.omegaship.com/>



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The program help tackle the issue of how to scale up an SMEs to larger size company. The CEO oriented session were Extremely helpful



**Arvind Adhi**

CEO, Elkayem Auto Ancillaries

Industry: Automotive & Industrial Products

Company Website URL: <https://www.elkayem.co.in/>



“

Wadhvani Advantage gave us great input and direction regarding our marketing strategies and digital presence. We have implemented their suggestions



**Sameer Mehta**

CEO & MD, Multiplier Brand Solutions Pvt Ltd

Industry: Business Services

Company Website URL: <https://multiplier.co.in/>



“

The Wadhvani Advantage consultant was extremely receptive and understood the issues our business was facing. They were then able to provide an appropriate solution for the same



**Vaibhav Gogate**

CEO, Gadre Infotech Pvt. Ltd.

Industry: Software & Programming

Company Website URL: <https://www.gadreinfectech.com/>



“

Thanks to the Wadhvani Advantage program, we got to know the correct valuation of our business, which can help us get funding and grow



**Sandeep Tandon**  
CEO, DST Tech Pvt. Ltd.

Industry: Manufacturing

Company Website URL: <https://www.dst-industries.com/>



“

Wadhvani Advantage's KPI Index was a good indicator of what we should focus on, how cash flow needs to be monitored, and so on



**Manikandan Thilagaraj**

M.D, Ajanta Fireworks

Industry: Manufacturing

Company Website URL: <https://ajantafireworks.co.in/>



“

I appreciate the work done by the Wadhvani Advantage team and the feedback they provided. Their mission is to help businesses. Being part of the program gives you an external perspective on your business and helps you find out what you are doing right and where you are going wrong



**Aditya Vikram Gupta**

Founder, B.D. Wire

Industry: Automotive & Industrial Products

Company Website URL: <http://bdwire.com/>



“

I joined the Wadhvani Advantage program to learn how I could improve my business. The team gave us a detailed 20-page report about our business, which identified key areas where we could make changes and improvements. I would give it a NPS rating of 10/10 and would recommend my peers to join and benefit from the program



**Nikhil Parikh**

M.D, Bonus Plastics Pvt. Ltd.

Industry: Manufacturing

Company Website URL: <https://www.bonusplastics.net/>





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While I was aware of the financial metrics and issues related to my business, I got a better idea when I saw the KPIs and numbers in the report created by Wadhvani Advantage. Our accounts manager is also getting trained and motivated by being involved in the process



**Rajavel Kandasamy**

Malligha Asafoetida Company

Industry: Agriculture and Food & Beverages  
Company Website URL: <https://asafoetida.in/>



“

I really appreciate the Wadhvani Advantage's Discovery process and the detailed report and insights it gave me.  
The KPI tool is also great



**Avinash Chabukswar**  
C-Tech Engineers Pvt.Ltd.

Industry: Automotive & Industrial Products  
Company Website URL: <http://ctechengineers.com/>



“

Wadhvani Advantage can add tremendous value to SMEs. The process is tech-enabled, which is great. There's a lot of exchange of ideas and peer-learning in this program



**Amit Sarda**

MD, PT Invent India Private Limited

Industry: Business Services

Company Website URL: <http://soulflower.biz/>



“

The Discovery process by Wadhvani Advantage helped me identify the weaknesses in my business. The recommendations I received were realistic and I plan to turn my company into a process-driven organization instead of a person-driven organization



**Vikram Walvekar**

MD, Seri Prints

Industry: Paper & Printing

Company Website URL: <http://seriprints.com/>



“

I found the Wadhvani Advantage program extremely useful in learning about my firm's strengths and weaknesses.



**Ritesh Doshi**

CEO, Tara Paints & Chemicals

Industry: Pharma, Chemicals & Materials

Company Website URL: <https://www.taralac.com/>



“

Wadhvani Advantage highlighted key factors about our company that we may not have been aware of. The team was proactive and the competitor analysis presented was helpful



**Nimish Sanghvi**

Shanghvi Founders & Engineers Private Limited

Industry: Manufacturing

Company Website URL: <https://www.shanghvi.com/>



“

Wadhvani Advantage helped us in setting KPIs and explaining our company's weaknesses and areas of improvement



**Vikram Surana**

Ajanta Electric Industries

Industry: Electrical & Electronics

Company Website URL: <http://www.ajantacables.com/>



“

The Wadhvani Advantage program highlighted the deficiencies in the company, which is very useful



**Surinder Kumar Goyal**

Goyal Knitwears Pvt. Ltd.

Industry: Textiles, Apparels & Accessories

Company Website URL: NA





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We were facing challenges of stagnating revenue, profitability, and increased overhead costs. The Discovery phase of Wadhvani Advantage program helped us identify bottlenecks while the Transformation phase is helping us address the issues. I recommend to all growth-oriented SMEs to take advantage of Wadhvani Advantage



**Praviin Biche**

MD, Orbital Electromech Engineering Projects Pvt. Ltd

Industry: Manufacturing

Company Website URL: <https://www.orbital.com/>



## ...some more testimonials

The best part about Wadhvani Advantage was the interaction with the other cohort members.

I learned how to pitch to a VC. Earlier, the pitches used to look like an emotional appeal for money.

Wadhvani Advantage is an excellent program. The biggest positive is the connects with experts. I would highly recommend this program to fellow entrepreneurs.

It's inspiring that Wadhvani Advantage is a pro-bono program and that Wadhvani Foundation does not have any vested interest.

It's great to be in a cohort with other good companies at a similar stage of their journey and also of a similar domain.

Being part of the Wadhvani Advantage program helped us grow.

I really appreciated the concept of capacity building.

We upgraded our HR policy after being part of Wadhvani Advantage.

Had we not been part of the Wadhvani Advantage program, we would not have been able to accelerate our company's growth. It would have taken us 3 years instead of 3 months.

It's very useful to have a mentor with whom you can have continuous interactions. The Wadhwnai Advantage team is great at following up and pushing you to take action.

The Wadhvani Advantage team is always available to help.

The sessions organized by Wadhvani Advantage are outstanding. The program features great mentors and great cohorts.



## ...some more testimonials

After being part of the Wadhvani Advantage program, I gained clarity on the retail segment and products. Before this, my firm's packaging was retail-friendly and we didn't have connects to suppliers. Now, I've received inputs on the packaging, product mix, and how to find the right market segments. It has helped me make decisions. For instance, without Wadhvani Advantage, I would have continued operating in the wholesale market. I also learned not to change directions too often or too quickly.

Being part of the Wadhvani Advantage program, I would have been just a manufacturer, not an entrepreneur. Wadhvani Advantage program helped us grow.

The Wadhvani Advantage team and consultants took the time to really understand our company's needs & created solutions that were best suited for our situation. They were also swift in their responses

The Wadhvani Advantage program was very helpful. We have been able to clock a 5% month-on-month growth rate and will touch about 6.5% by the year-end.

I joined the Wadhvani Advantage program as I wanted clarity on many concepts, understand the risks associated with entrepreneurship, mingle with others, and learn to react to situations. Overall, I liked the sessions and they have helped me.

Thanks to Wadhvani Advantage, we have been able to raise funds. The sessions organized, especially with the financial mentor, helped us immensely.

After participating in the Wadhvani Advantage program, I approach the retail segment with a new perspective.

The Wadhvani Advantage program validated my company's areas of weakness. I've had a great interaction with the TM

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Don't sit down and wait for  
the opportunities to come.  
Get up and make them.

- Madam C.J. Walker



## Why Wadhvani Advantage?

- Only pioneering program in the world that blends empowerment, consulting and practical hand-holding support
- Only program that selects SMEs with a capitalist lens and executes with social lens of creating employment
- Only program that offers talent as an extension of SME Founder/CEO/ MD office, focused on 'Implementation and Outcome', with 100 hours of WA PMO support given to SMEs, pro bono, until outcomes are delivered
- Only program that catalyses SME ecosystems, not just conducts consulting mandates with the offering of the state-of-the-art tech enable community platform allowing you to access your customers, prospects, peers, funding entities etc.
- Only program that productises consulting advice for SMEs with 60+ tools such as the on-line diagnostic tool that SMEs can take in 30 minutes, followed by 1-2 hours of conversation with WA Experts, hand-picked from top notch professional service firms, validating the top 3 problem statements known to SMEs, that need to be focused on, in transforming their enterprises.
- Only program that has curated network of over 150 Advisors working seamlessly with WA team to address the problem statements of SMEs cocreating value, blending learning and empowerment for SMEs, while implementing transformations to deliver SME outcomes
- Only program that offers a subsidy of Rs 3.75 Lac for paying the curated external advisor fees for SMEs > Rs 75 Cr Revenue as (s)he implements the transformations to deliver SME outcomes
- Only program with a high Net Promoter Score (NPS) of 73 (Global benchmark for excellence in consulting is 50).



#TakeAdvantage



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