



We help our clients to maintain the overall performance efficiency within the company and make them more competitive to cope with changing market dynamics.

A graph on the left shows a bell-shaped curve representing performance. The y-axis is labeled "Performance" and the x-axis is labeled "Activity". The curve is divided into three regions: "Underutilized" on the left, "Efficient" in the middle, and "Overloaded" on the right. The peak of the curve is labeled "Optimum". To the right of the graph is a cluster of mushrooms, with one large, prominent mushroom having a red cap with white spots, and several smaller grey mushrooms around it.

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## About Us

GRS is a company with the objective of rendering management/financial consulting solutions primarily to local establishments in strategy formulation, innovation, restructuring, problem-solving and successful implementation of programs. Our dedicated team formulates strategy for international clients as well by leveraging our extensive knowledge in the local context, and gives proper insight, strategic and modern management approach for achieving excellence. GRS helps our clientele becoming innovative in all the enterprise, making strategic planning and implementing it successfully across the organization hierarchy to cope with changing business environment. We have seen window of opportunities here to render management consulting service where we could employ our talent and competence to redefine the conventional management approach, giving strategic direction to our clients, solving their most critical business problems, helping them take appropriate decision and translate the actions into figure. GRS envisions nurturing a long-term relationship with clients ensuring Growth, Resilience and Success.

- **Growth**
- **Resilience**
- **Success**

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GRS provides Management and Compliance Consultancy services primarily to the local establishments such as the Media, Private/Public equity companies along with NGOs/INGOs and representation service to local and foreign entities.

## Our Team

A team of experienced professionals in different spheres of management having a phenomenal career achievement runs the company backed by a team of consulting experts with outstanding achievement in various branches of management science. An efficient professional team in the middle and lower level management supports the operation. Our members are groomed and oriented to translate the company's Vision, Mission and Objective into a reality. We have made a strategic partnership with different renowned companies having core expertise and specialization in various branches of management science in order to facilitate our core team with their expert services in pursuit of delivering intended results to our valued clientele.

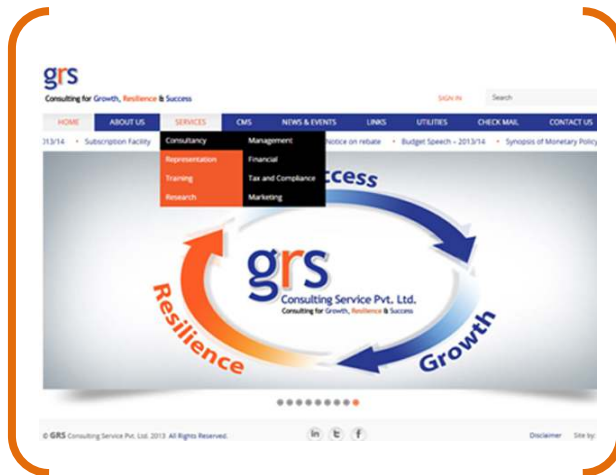
- **Management Team**
- **Consulting Board**
- **Strategic Partners**

## Services

### Consultancy

### Management Consultancy

GRS specializes in providing management consulting solutions to the Media, Public Equity and Private Equity companies in strategy formulation and implementation of strategic decisions, product/service innovation, solving most critical business problems and exploring the opportunities in business transformation. GRS begins with scanning overall business health of its clients, identifying key areas of improvements and helping them to take strategic decisions with result-oriented approach.



Since Nepalese business environment is not very favourable and one has to perform under various business limitations, GRS assists its clients to plan their business realistically, ensuring consistent growth, protecting from vulnerability and achieving intended success metrics by mitigating potential risks of failure. We help our clients to maintain the overall performance efficiency within the company and make them more competitive to cope with changing market dynamics. A performance benchmark would be quantifying planned actions into intended results enhancing

overall organizational capabilities with good corporate governance. The prime objective of our consultancy is to give strategic direction to our clients with pragmatic approach suitable for our type of business environment.

Quite a large number of NGOs and INGOs are registered and operating in Nepal, carrying out diverse nature of activities. Regardless of the nature of activities or initiatives of such NGOs and INGOs to their areas of engagement, each of them needs an in-depth information and pertinent database on geographic, demographic, cultural and social environment. They also need expert services in the areas of planning social media campaign, proposal writing, report writing, editing, carrying out impact assessment, monitoring and evaluation of programmes and projects, translation of documents, documentary production and so on.

#### **GRS Specializes in:**

- *Media*
- *Private Equity Company*
- *Public Equity Company*
- *NGO/INGO*

GRS assists such clientele to plan and implement social media campaign targeting defined audience. It could offer the services on writing a report and translating documents, editing, carrying out impact assessment, monitoring and evaluation of programmes and projects. GRS offers them producing public announcement, infomercials, advertorial and documentary production. Besides NGOs and INGOs, GRS offers same range of services to diplomatic missions, bi- and multilateral organizations and other agencies of the UN system in Nepal.

## Financial Consultancy

Another area of GRS expertise is Financial Consultancy. It primarily concentrates on providing financial consultancy service to private equity company (PE Company). GRS starts with scanning overall financial practices of the company and establish a prudent accounting practice within the company in accordance with the provision of the existing laws of Nepal.

GRS identifies key areas of improvements within the company and helps its client in devising a right strategy and implementing it successfully to achieve the intended result.

GRS focuses on finding operating parameters of business and changes in operational procedures that might increase the ROI of the business. We pursue the assignment by identifying goals and strengths of a company. We offer right strategies to execute plan into action through exhaustive analysis of information.

This consulting firm supports its clients to establish a periodic reporting system within the company, review the entire financial operation on a periodic basis to ensure better financial health of the company. GRS helps its client translating the action into results with intended success metrics to ensure performance improvement. GRS guides their vision and ideas to give a strategic direction to the company.

- *Scanning of overall financial practices*
- *Establishment of prudent financial practice*
- *Change in operational procedures to increase the ROI*
- *Conduction of financial feasibility and commercial viability study*
- *Preparation of Bank Loan proposal*

Besides that GRS conducts financial feasibility and commercial viability study for our clients in order to support them taking an appropriate business decision. GRS also specializes in preparing Bank Loan proposal for our client.

## Tax and Compliance Consultancy

Tax and Compliance Consultancy in addition to regular management consulting solutions is another core area of GRS. Tax and other compliance-related issues under different regulatory framework are one of the emerging and most critical business problems across private equity companies/firms in Nepal. The regulatory authorities are becoming more stringent on timely compliance these days where the private companies in general are yet to accustom themselves to adhere to the requirements. Whatever may be the reasons, every company has to mandatorily comply with the tax and other regulatory requirements to avoid possible negative repercussion on business.

- *Caters general and specific needs on Tax and Compliance*
- *Get firms accustomed to comply with latest tax regulation*
- *Updates on the latest regulatory environment*
- *Bridges the gap between expectation and delivery*

GRS could help its clients serving a dedicated and expert service to cater their general as well as specific requirements. It can assist clients in two ways; one, getting accustomed to their system with latest tax regulation, its proper accounting and subsequent compliance to be made on a timely basis. Another is outsourcing an expert and dependable service from GRS in a cost-effective manner. Besides that GRS updates its clients in time on the enactment of new law, amendment to existing law, introduction of new policies, changed procedures, directives and relevant public notices and subsequent compliance in pursuant to such changes through its newsletter services.

The whole idea is to bridge the gap between growing expectations of tax and other government authorities and delivery of the private sector companies on tax and other compliance-related matters to establish a culture of prudent practices across an organization. GRS's online software - The Compliance Manager - is believed to be very supportive for timely compliance of tax and other compliance requirements.

## Marketing Consultancy

This company also offers marketing consulting service to clients to make them more competitive and abler to cope with changing market dynamics. GRS supports client to establish a competitive edge over the rest of the players to remain competitive in the arena.

GRS wants to become a change agent in Nepal for growth initiatives continuously propagating its vision, proper insight and strategic direction to support clientele to achieve their goal. The company helps them prepare a sustainable business model to cope with dynamic business environment, devising right marketing strategies. GRS helps its clients strive for innovative ideas to cater the growing needs and expectations of defined target market. GRS assists its clients in enhancing the overall competencies to ensure the improved performance that could be quantified into figures.

- *Make competitive to cope with changing market dynamics*
- *Help preparing sustainable business model*
- *Support for performance*
- *Improved MIS*

The firm ensures an efficient marketing system within the organization, making them IT friendly by establishing a proper MIS in order to measure the set performance benchmark. The company exclusively offers an access to comprehensive online CMS and its back-end resource to devise the right marketing strategy to promote their product/services. GRS caters a generic or specific need of private equity companies providing expert marketing consultancy in order to ensure their growth, make them resilient and finally lead to success.

## Representation

### Local

Since most of the government authorities are Kathmandu-centred, it is not always feasible for clients traveling to Kathmandu every time to comply with various government authorities considering country's complex landscape. GRS could offer local representation services to any domicile company for representing various government and other relevant authorities on their behalf.

GRS can serve client spread across the country to comply with local and other service requirements in a timely and cost-effective manner. In addition to serving regular compliance-related matters, GRS also offers services like documentation, company incorporation, proposal writing, preparing feasibility study, preliminary due diligence report and different research solutions for established entities and new entrants.

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Our motto is to assist clients by inducing them to outsource a cost-effective solution with wide range of services through a single platform.

### International

This firm offers international representation or liaison service to any potential companies based in foreign countries which already have commercial interest in Nepal or those planning to expand their

- *Representation in government authorities*
- *Outsourcing of bouquet of services through single window*
- *Cost effective solutions in comparison to given cost structure*

services to Nepal. It caters from specific or niche type of services to dedicated and single-window services to clients, keeping their business interest intact. This company specializes in providing local compliance and other service requirements to established entities. GRS makes a financial feasibility study and commercial viability report or preliminary due diligence report for those clients exploring potential business opportunities and helps them taking a right business decision with

valid justifications and rationale on the proposed venture.

GRS maintains and updates all relevant information and data on overall business environment, required documentation checklist for FDI clearance from concerned authorities,

company incorporation and other regulatory requirements of different government authorities before starting financial transactions in Nepal.

## Training and Development

GRS conducts training and development services in customer care, human resource, management, finance, tax and compliance, marketing, professional development and sales across organizations based on the customized requirement. It aims to understand clients and nurture of long-term relationships with them so that it could provide tailor-made training and development solutions to meet their specific needs through our outcome-based courses. A diversified course structures have been prepared to keep pace with industry demands and emerging trends of world using learning and development approach.

Our bouquet of services provides an environment that stimulates learning and exhaustive knowledge transfers. GRS brings excellence in education, training and skill development, making them environmentally adaptable in order to enhance the overall efficiency of human capital. This company helps clients to train their human capital to keep them motivated and enthusiastic to ensure environment conducive to coexist both entrepreneurs and professionals. The firm is committed to provide outstanding and professional training services and ensures that our training remains relevant and maximizes return on investment. It offers services at executive and operational levels.

- Independent research with direct involvement of top level executives
- Conducts research on government agencies, international and local organizations
- Research is compatible for advanced planning system

## Research

The consulting firm independently conducts research under the direct involvement of top level executives. It provides different research solutions to various business spheres in commensurate with the actual requirement of clientele to take appropriate business decisions.

- Conducts training in various disciplines
- An outcome-based courses
- Environmentally adaptable human resource
- Train HR in a way to co-exist entrepreneur and professional

Since the business phenomenon is becoming more complex and competitive, regular research is a must to have the competitive advantage over the rest of the competitors. The company has a dedicated research professional to support its clients taking better decisions. It conducts research projects of industry, government agencies, national and international organizations along with local stakeholders. GRS commissions high level research projects with multi-disciplinary expertise backed by a trained team of researchers. In specific

cases, GRS collaborates with local consultants and human resource expertise of Nepali universities.

A model is adopted in our research project that is an abstract of the real world situation which is detailed enough to support the decision that must be implementable. GRS develops a custom model within its domain of professional research to support client which is compatible in an advanced planning system.

## GRS's Clientele

### 1. SoftNep Pvt. Ltd.

- One of the leading website developers of Nepal
- Scope of Work: Development of internal management system
- A yearly Scope of Work completed successfully
- Term: 2013 to 2014

### 2. Trekking Agencies Association of Nepal (TAAN)

- An umbrella organization of trekking entrepreneurs of Nepal
- Scope of Work: Internal policy documentation and implementation
- Scope of Work based responsibility completed in one year
- Term: 2013 to 2014

### 3. Makalu Media Pvt. Ltd. (Makalu Television)

- Nepal's No. 1 region-based national television operated from Biratnagar
- Scope of Work: Complete restructuring of overall management
- Scope of Work successfully completed in two year time frame and pursued general management consultancy thereafter
- Term: 2014 March to 2016 February end for operational restructuring
- General Management Consultancy: 2016 to 2018

### 4. DG Group of Companies

- One of the leading cable television operator in Nepal based in Biratnagar
  - o Company: TV Net Pvt. Ltd., V Cable and Prince Cable
- Group invests in tree plantation, animal husbandry and agro farming with altogether five business units
- Scope of Work: General management consultancy
- External consultancy managing and bringing all the companies having the investment of DG Group into reporting framework
- Conducted business feasibility study for digital CATV and internet business, arranged bank financing
- Developing professional management setup for all business units
- Term: 2014 to 2017

### 5. Digital Optical Entertainment Network Pvt. Ltd. (DOEN)

- The biggest MSO (Multi System Operator) of Nepal based in Itahari, Sunsari
- Scope of Work: Policy and business strategy documentation and development of internal management system and implementation
- Portfolio development of DOEN's digital CATV and preparation of guideline for LCO (Local Cable Operator)



- Assumed consulting Scope of Work for one year from February 2016 till January 2017 and contract renewed for another one year.

**6. Plus Communications Pvt. Ltd.**

- One of the biggest optical fiber network service providers from amongst PLC company based in Itahari, Sunsari
- Scope of Work: Operational and financial restructuring and consolidation
- Term: February 2016 to January 2017
- Contract extended for another one year

**7. Digital Investment Pvt. Ltd.**

- One of the major promoters of Digital Optical Entertainment Network Pvt. Ltd. (DoEN) based in Itahari, Sunsari
- Scope of Work: Policy and business strategy documentation and implementation, MIS development, portfolio development of digital CATV and internet business through FTTH (Fiber to the home) eco-system
- Term: February 2016 to January 2017
- Contract extended for another one year

**8. Digital Optical Trading Pvt. Ltd.**

- A consortium of cable television entrepreneurs for acquiring ground cable network primarily from eastern Nepal
- Scope of Work: Policy and business strategy documentation for parent company and management system development for its three subsidiary units
- Term: April 2016 to March 2017

**9. A-one Communications Pvt. Ltd.**

- A Pay TV content distribution company under DOEN group of companies
- Scope of Work: Policy and business strategy documentation and development of internal management system and implementation
- Devised growth and recovery strategy for company
- Assumed consulting Scope of Work for one year from February 2016 to January 2017
- Contract extended for another one year

**10. DOEN Net Pvt. Ltd.**

- An ISP licensed company promoted by DOEN Team
- Scope of Work: Policy and business strategy documentation and development of internal management system and implementation
- Devising growth and recovery strategy for company
- Assumed consulting Scope of Work for one year from February 2017 till January 2018

**11. Mega Max TV Pvt. Ltd.**

- A MSO (Multi-System Operator) company promoted by a big time player from Media and Communications Industry along with other leading business entrepreneurs from various business spheres
- Assumed consulting Scope of Work for one year from January 2018 for one year

## **12. Other Consulting Scope of Works**

- Participated in arbitration proceeding in corporate dispute in Biratnagar
- Conducted financial feasibility and commercial viability study in the sphere of manufacturing, service, trading, housing and agriculture Project for more than 15 companies
- Assumed consulting assignment for chronic loan negotiation and settlement for few clients
- Conducted different level refresher and skill enhancement trainings for different PLC Companies
- Provided consultancy to Advertising Agency of Nepal on Clean Feed Policy
- Successfully arbitrated in labor dispute of Makalu Television
- Provided consultancy to various PLC companies on specific requirement