

Focus On.....

Member: PIVOT Management Consulting Location: Mumbai, India

Overview: PIVOT was launched in January 2015. PIVOT is a specialist consulting firm based in Navi Mumbai, India, serving Capital Markets and Financial Markets. PIVOT provides a unique blend of deep knowledge, expertise and experience focussed on the Securities Services space, specializing in Advisory and non-Advisory(re-engineering/implementation) Services, providing end-to-end Integrated solutions, market advocacy and thought leadership, Client Centric Technology driven Solutions. PIVOT also advises in Private Equity, Broking, Foreign Portfolio Investors, Capital Market Infrastructure development and Training space. We cover amongst other areas:

Securities Services

- Business set up/ Transformation aimed at growing franchise
- Integrated Client centric technology driver solutions
- Thought leadership and Cross border solutions
- Workshops and training, Surveys

Broking

- Setting up FPI (Foreign Portfolio Investors) desk
- Assessment and build of the franchise
- Strategic Tie-ups
- Benchmarking/Due Diligence

Foreign Portfolio Investors

- Devising structures that enables ease of access
- Competitive, Complete integrated offer
- Carrying out Assessment of the ecosystem; providing best fit solutions

Capital Market Infrastructure development

- Devising framework and implementation
- Improving attractiveness, competitiveness, effectiveness in wealth creation
- Strategic cross border alliances and visibility

Business Transformation

- Strategic/Structural Re-engineering in PE, Corporate space
- Training

Meet the Principal: Viraj Kulkarni: Was Securities Services Country Manager for over 12 years in Emerging/Advanced Markets with renowned Global Banks, besides being on ASPAC management Board. He also worked for a leading Stock Exchange as well as set up and managed the India Operations of a Global Broking entity. A fellow of the Institute of Company Secretaries of India, he was recognised in 2013 by global Custodian amongst leaders of Asia. He is an independent Director with leading Corporates in India and overseas, serves on multiple committees. Viraj writes, speaks and moderates on Capital Market development, risk management, ease of doing business, best practices and wealth Creation topics.

Did you know? Viraj, an avid photographer and once upon time into competitive sports believes his career became a passion and is married to it! He loves travelling.

Contact? Please drop a line at Viraj@pivotmgmt.com