



HINDU CONSULTING GROUP

ANNUAL REPORT 2020-21



ABOUT US



OUR MISSION

We are a pro-bono consulting group aspiring to fill the opportunity gap of our socially conscious clients with the same professional, result-oriented and highly efficient operational assistance regarding strategic marketing and business planning that only well-established, resourceful organizations can afford.

Our vision for Hindu Consulting Group regards it as an **inclusive, supportive, and value-driven** group where every consultant is encouraged to uphold responsibility, is provided professional development, and empowered to do work that will make a true difference in society. With the aim of maximizing our individual earning capacity, cohesive internal communication and reciprocity with our clients, we are hopeful of this endeavour as one of constant improvement.

OUR VISION

FOUNDER'S NOTE

"There are 9000+ startups and NFPs in Delhi-NCR, running thin on cash-flow which cannot afford high-end management consulting assistance. On the other hand, there are college students looking for real-world consulting opportunities to nurture themselves for the workplace, explore different sectors, cultivate career-oriented skills and get more experience in research and social development.

What pushed me more to pursue this initiative was the fact that in Hindu College, the major recruiters were consulting firms and it boasts of a diverse crowd of students. I was keen on building a nexus where I could not only tie these threads together but also engage students in creating tangible impact extending beyond the regular culture of weekly meetings, social media management, and annual events."



KESHAV SARAF

HIGHLIGHTS

18

Sessions

9

Projects

2

Events

3

Series

4

Collabs

48K

**Social Media
Impressions**

Indian Consulting Network

Launched HCG's Website

PROJECTS

We are proud to have completed 9 Projects in the year 2020-21.
For further information on past projects and services - [click here.](#)



PROJECT CYCLE



CLIENT ACQUIRED

by the HCG team after crucial introspection and scrutinisation

WEEK 1-2



PRELIMINARY MEETING

with the client to ascertain needs; requirements and expectations; defining objectives

WEEK 3-4



EXECUTION

of desired activities within a particular time-frame

WEEK 5-8



CLIENT FEEDBACK

to compare progress with set parameters and collect contributions

WEEK 8-9

OUR PAST CLIENTS



CLIENT TESTIMONIALS



KINEER

“ The content and graphics presented by HCG team in the completion of this project are truly commendable.



TEACH FOR INDIA

“ The team assisted in guiding the efforts of Teach For India towards building a more gender-balanced fellowship.



EICASH

“ The team executed tasks with composure & paid meticulous attention to detail.



HALDIVITA

“ The team worked with dedication and commitment in preparing growth strategy for Haldivita.



EL DIABLO

“ The team worked with enthusiasm and dedication throughout the expedition



SESSIONS

18

Total sessions

550+

Total Participants

Consulting jobs, Career Planning, study abroad, Case studies including market entry, profitability and solving guesstimates, FIT interviews, resume building and much more



Vishesh Advani
Senior Analyst, PwC
Advanced level Case Solver

100+

Participants

10 sessions on various consulting-related topics, career planning, placement preparation through resume building, case solving and interview tips.



Sandeep Das
Director at PwC
IIM-B & INSEAD Alumnus

45+

Participants

Being an author of bestsellers and a columnist at Fortune, Sandeep sir shared insights on "**Making a long term Successful Career in Consulting**"

SESSIONS



Priyank Ahuja
Product Leader, Accenture
ISB Alumnus

90+

Participants

2 sessions on
"How to Apply for
Management
Consulting Jobs"
and
"Solving Cases &
Problem Statements"



Soumyo Duttagupta
CEO, Jamboree
IIM-B Alumnus

120+

Participants

"Career venues through
Education Abroad"

Session covered details
on top universities,
criteria for admission and
various programs offered



Sushant Pandita
Analyst, Bain & Co.
Hindu Alumnus

50+

Participants

"How to crack a
Consulting Job"
Skills, Leadership
abilities, academic
prowess and brand
names required in
consulting CVs

SESSIONS



Ayushmn Sikka
Founder, Grad Partners
Associate, Bain & Co.
NMIMS Alumnus



Ameer Iqbal
Founder, Grad Partners
Program Manager, Amazon
IIM B Alumnus



Ayushmn Sikka
Associate, Strategy & (Middle East)
IIM A Alumnus



Dr. Dhairya Shrivastava
Junior Consultant, Bain & Co.
IIM A Alumnus

30+

Participants



our Knowledge
Partners

45+

Participants



AceTheCase Workshop

- Grad partners' **First workshop for UG** college
- Importance of case competitions
- Key frameworks, go-to marketing strategies
- Conducting Primary and Secondary Research
- Financials and QnA explained through **winning PPT solutions**

"Acing Case Interviews"

- What are case interviews?
- Consulting Recruitment Process
- The frameworks and the approaches used for cases
- Solved a live case on profitability with the participants
- Both of the speakers have an exceptional record in case competitions

KNOW YOUR COMPANY

KEARNEY

Established in **1926**

~3500 employees worldwide

Overview
Kearney is an American global management consulting firm with two practices - General Practice (GP) and Procurement and Analytics Solutions (PAS).

Strategy, procurement and analytics consulting services offered

Headquartered in Chicago, Illinois, US

Founders Andrew Thomas Kearney

Offices present in ~40+ countries

ZS Associates

Established in **1983**

7000+ employees worldwide

Overview
ZS Associates is a global management consulting firm specializing in using data driven strategies to provide sales and marketing solutions.

Consulting, outsourcing, technology and software based services offered

Headquartered in Evanston, Illinois, US

Founders Andris Zaltners and Prabhakant (Prabha) Sinha

28 offices worldwide

Dalberg

Established in **2001**

~3000+ employees worldwide

Overview
Dalberg Global Development Advisors provide consulting services in the development space. Typical clients include international governments, NGOs, impact funds and private companies.

23 global offices

Primarily strategy, along with implementation consulting services provided

Specializes in global development

Founder Henrik Skovby

Roland Berger

Established in **1967**

50 offices globally

Overview
Roland Berger is a global strategy consulting firm based in Munich and provides strategy, management and operations consulting.

Strategy Operations Technology Sales consulting services offered

Headquarters in Munich, Germany

Present in 35 countries

~2400 employees globally

Deloitte

Established in **1845**

312,000 employees worldwide

Overview
Deloitte is one of the "Big Four" accounting firms and the largest professional services network in the world by revenue and number of professionals.

Strategy consulting services offered

Headquarters in London, Great Britain

Present in 100+ locations

Founders William Deloitte, George Touche and Nobuzo Tohmatsu

EY

Building a better working world

Established in **1989**

~300,000 employees worldwide

Overview
EY is one of the "Big Four" accounting firms and offers a variety of consulting services, including strategy, finance, supply chain, customer and organization.

Primarily implementation, alongside strategy consulting services offered

Headquartered in London, United Kingdom

Offices present in 700+ locations

Founders Arthur Young and Alwin Charles Ernst

KPMG

Established in **1987**

200,000+ employees worldwide

Overview
KPMG is one of the "Big Four" accounting firms and offers operations, strategy and management consulting services under its advisory wing.

Both strategy and implementation consulting services offered

Headquarters in Amstelveen, the Netherlands

Present in 147 countries

Practice areas include Audit, Tax and Advisory

Bain & Company

Established in **1973**

Strategy consulting services offered

Overview
Bain and Company is an American global management consulting firm providing advisory services to businesses, non profit organizations and governments.

Present in 37 countries

~8000+ employees worldwide

Headquarters in Boston, US

Founder William W. Bain Jr.

59 offices across the globe

accenture

Established in **1989**

~200 offices globally

Overview
Accenture Strategy operates at the intersection of business and technology. It has been ranked by *Forbes* as the fifth best strategy consulting firm.

Strategy Operations Technology HR consulting services offered

Headquarters in Dublin, Ireland

Present in 54 countries

Formerly known as Anderson Consulting




Know Your Company is a series of posts on **9 major consulting companies** sharing **key facts** about them and also explaining their **recruitment processes** so it becomes a **handy resource** for consulting enthusiasts. It also covered the **career path** of the firm so that students can decide which company to target based on their future expectations and career plans.

INNOVATIVE INSIGHTS

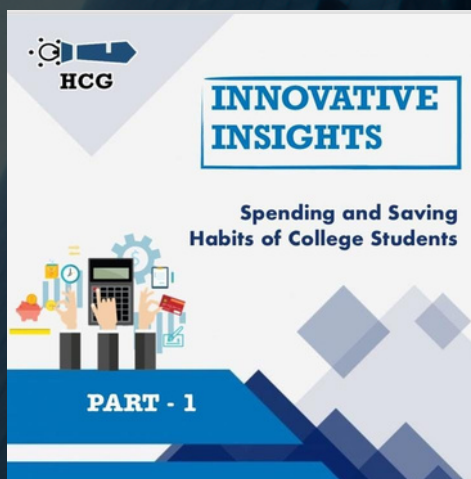


Innovative Insights
Book Reading #1

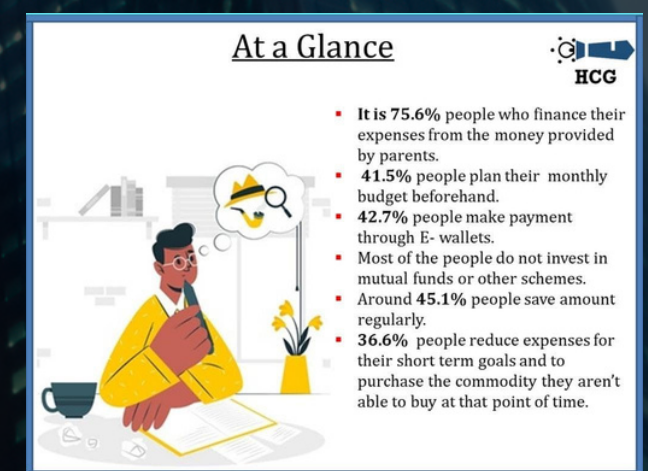



At a Glance

- 24% people spend 2 hours and less every week on reading books
- 23.4% of people read one book in every three months
- Genre is the most important factor in deciding a book
- 61.7% of the people prefer reading of books from the printed version (hard copy)
- Mystery is the most preferred genre
- 26.6% people spend less than Rs 200 every three months on books.



INNOVATIVE INSIGHTS
Spending and Saving Habits of College Students
PART - 1

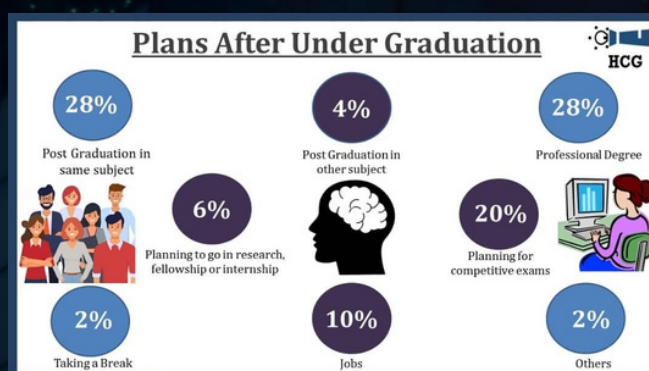
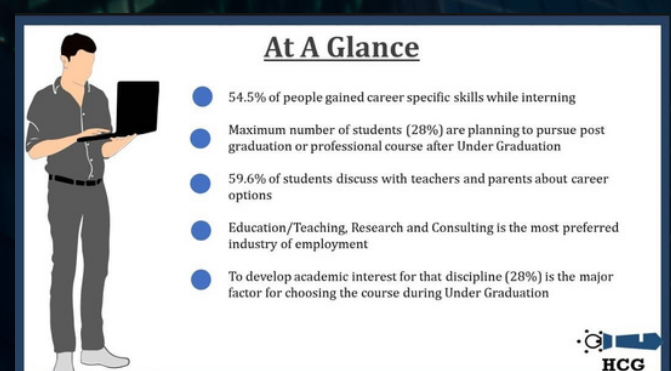



At a Glance

- It is 75.6% people who finance their expenses from the money provided by parents.
- 41.5% people plan their monthly budget beforehand.
- 42.7% people make payment through E- wallets.
- Most of the people do not invest in mutual funds or other schemes.
- Around 45.1% people save amount regularly.
- 36.6% people reduce expenses for their short term goals and to purchase the commodity they aren't able to buy at that point of time.



INNOVATIVE INSIGHTS
#3
SURVEY ON CAREER OPTIONS OF UNDERGRADUATE STUDENTS
PART - 1

At A Glance

- 54.5% of people gained career specific skills while interning
- Maximum number of students (28%) are planning to pursue post graduation or professional course after Under Graduation
- 59.6% of students discuss with teachers and parents about career options
- Education/Teaching, Research and Consulting is the most preferred industry of employment
- To develop academic interest for that discipline (28%) is the major factor for choosing the course during Under Graduation

Innovative Insights is a **data-driven project**, first of its kind undertaken by Hindu Consulting Group which consisted of **data visualization and analysis** on various aspects of college life like **reading habits, career choices, spending habits**. This initiative involved more than **500 participants** cumulatively and we released the results on our social media handles in 2 parts.

CONSULTING DICTIONARY

CONSULTING DICTIONARY #7

Pipeline

Typically used to reference the current and upcoming list of client engagements.



CONSULTING DICTIONARY #6

Double Click

This means a thorough in-depth exploration of a particular topic.



CONSULTING DICTIONARY #3

Bottom up

Expression meaning to look at the smallest units possible to initiate analysis.



CONSULTING DICTIONARY #5

Granular

A detailed level of abstraction; often used in the context of increasing the fineness of the analysis, as in: "We need to get more granular here"



CONSULTING DICTIONARY #4

Fact Pack

Typically a "pack" of information that provides the essential "facts" on a project/industry/company.



CONSULTING DICTIONARY #1

20,000 foot view

Looking at the bigger picture, similar to "having a bird's eyeview". Consultants use this when they omit the details and see things in perspective.



CONSULTING DICTIONARY #2

Boil the ocean

To get a cup of hot water, it is sensible to heat one cup than to boil the ocean for it. The phrase is derived from this idea and refers to putting unnecessary effort into solving a problem.



Consulting Dictionary consisted of various jargon used in consulting for those who are interested in Consulting. The series initially started as posts covering **7 consulting terms** but to make the process more interactive, we shifted to stories later.

OUR ACHIEVEMENTS

PLACEMENTS AND MASTERS

- Our Founder, **Keshav Saraf** got placed at **D.E. Shaw & Co.** as an Associate
- **Rhiteek Agarwal**, our Advisory Board Member got placed at **Accenture Strategy and Consulting** as an Associate
- **Kriti Mittal**, our Advisory Board Member got into **Indian School of Business**
- **Kanika Chugh**, our Advisory Board Member got into
- **IIM Calcutta**
- **Rahim Siddiqui**, our Advisory Board Member got into **IIM Kashipur**
- **Manjubhargavi Pandiri**, our Advisory Board Member is currently an associate content strategist **UpGrad Campus**

COMPETITIONS

- Keshav Saraf's team was among the **top 10** in the national **ZS Campus Beats Challenge 2020**
- Keshav Saraf also won **Hult Prize Challenge 2021 (Campus Round)** and **The Curious Case**, an annual Case Study Competition hosted by **180 DC Hansraj College**
- **Shreshtha Gupta**, our Project Director, was among the **top 10** teams in the **national ZS Campus Beats Challenge 2021**

COMPETITIONS

- Keshav Saraf got **2nd Position** in **Entheos 2.0**, an annual national case study competition by **Delhi Technological University (DSM)** and **2nd Position** in Paper Presentation organized by the **NUS and Hindu College**
- Deepanshi Jindal got **1st position** in **Sportsshark - Marketing Case Competition** organised by **IIM Lucknow**
- Raghav Yadav and Kirti Yadav, as a team, got **1st position** in **Ranneeti** - a National level Case Study Competition organized by **E-cell, IIM Lucknow**
- Medhaavi Didi secured **1st position** in **Business Tangent Case Study Competition** by **St. Stephens College**
- Priyanshu Shekhar and Amandeep, as a team, finished **Top 6 (finalist)** in **Nitikar** By Vittshala, **SRCC**
- Amandeep Singh Bhutani's team, secured **1st position** in **Shri Ram Marketing Summit** by Mark Soc **SRCC** and also **1st position** in **Power Play** by **Eco Soc Hansraj**
- Amandeep also secured **2nd position** in **Quizzard** by Eco soc **KMC**, and **AIR 16** in **ICAI commerce quiz 2020**
- Khushi Jain's team got to **Top 8** in **Case-Cad - National Case Study Competition** by **SRMIST Chennai**

SOCIAL MEDIA



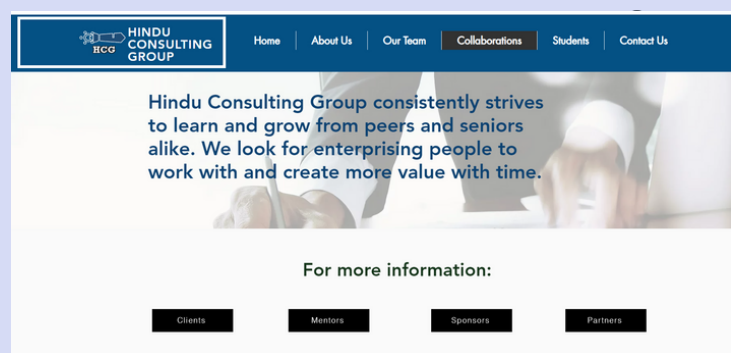
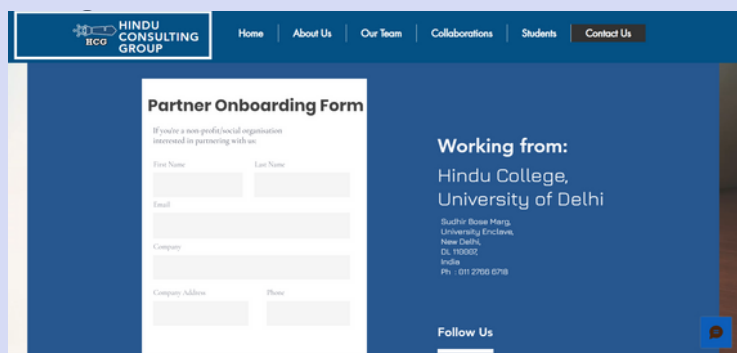
FOLLOWERS - 500+
CONTENT INTERACTION - 2500+
ACCOUNTS REACHED - 8900+
IMPRESSIONS - 16000+

HCG has been maintaining an active presence on various social media platforms and this year, to extend our reach, we also launched our own website.



SITE SESSIONS - 250+
PAGE VIEWS - 800+
UNIQUE VISITORS - 160+

GLIMPSES OF WEBSITE



SOCIAL MEDIA



FOLLOWERS - 650+
CONTENT IMPRESSIONS- 32000+
PAGE VIEWS - 700+



We established **Indian Consulting Network** that acts as the connecting link amongst more than **10 consulting clubs** from various universities or colleges in India

COLLABORATIONS



RECRUITMENT

200+

REGISTRATIONS

30

SELECTED

In order to provide an opportunity to freshers, HCG organised **Campus Case Challenge** - a case study competition. Only 2023 batch students took part in the 2-day long competition and top 2 teams were awarded direct entry to HCG.

Arup Majumdar is presenting

DIVYA BANSIWAL and 26 more

6:30 PM

Entering the world of management consulting

Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
Novice	Apprentice	Practician	Expert	Natural
You are bad at case interviews and you know it.	You are good at case interviews but need to memorize	You have a standard framework that you apply to all cases	You progress to a real consultant & not a Robot. You add creative & adaptable approaches and come up with a new framework	Handling real life situations become as natural as breathing. You apply creativity & challenge the status quo

HCG Webinar with Mr. Arup Majumdar

Turn on captions

Arup Majumdar is presenting



Arup Majumdar
CEO, Trariti Consulting Group
IIT K & IIM A Alumnus

70+

Participants

"Planning Your Career and Entry into Management Consulting"

Insights into consulting as a career along with tips to stand out from the crowd



EVENTS



250+
REGISTRATIONS

2 LAKH+
worth of prizes



A PAN India case competition
exclusively for **Undergraduate Students**

Sponsored By



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Website



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