

# Business Growth Solutions

Unlocking Potential: Tailored Solutions for Enterprises in India



# Business Growth Solutions



## Tailored Solutions for Enterprises in India

India's dynamic business environment provides unique opportunities and challenges for enterprises operating in this market. The rapidly evolving market landscape, complex regulatory environment, and diverse consumer base require businesses to be agile and strategic.

To achieve accelerated growth, it is imperative to invest in financial, human, and other resources wisely, ensuring that operating systems and processes align seamlessly with a well-thought-out Business Plan.

Our team of experts provides customized solutions that address the specific needs of your business. From market analysis and strategic planning to financial management and HR solutions, we offer a full spectrum of services to support your enterprise's growth. Our insights enable businesses to identify opportunities, mitigate risks, and make informed decisions that drive success.

## Our Global Reach

Our international corporate clients and partners receive our highest focus. Beyond Asia, we have offices in the United States, Germany, and Italy, and as a key member of leading accounting, tax, and legal professional alliances, we are able to provide clients and partners with one-stop services in 155 countries around the world.

For enterprises looking to expand globally, we offer comprehensive support in market entry strategies, regulatory compliance, and cross border transactions. Our global network and local expertise ensure a smooth and successful expansion.

## How We Can Help Your Business



Market Strategy



Financial Management



Human Resources Management



Technology



Manufacturing and Operation Consulting



Global Expansion Facilitation

## Our Firm

**30+**

Years' experience

**40+**

Offices

**600+**

Professionals

**10,000+**

Entities managed



# Business Growth Solutions

At Dezan Shira & Associates, we offer strategic insights and tailored solutions for business growth. We help businesses identify opportunities, mitigate risks, and enhance efficiency to drive success and maintain competitiveness. From market entry strategies to planning supply chains efficiently and global expansion plans – we are your partner for growth in Asia.



## MARKET STRATEGY SERVICES

- Market Entry Strategy
- Strategy for Penetrating Target Market
- Strategy for Mergers and Acquisitions



## TECHNOLOGY SERVICES

- ERP and Information Systems
- Digital Expense Management
- Digital Personal Data Protection



## MANUFACTURING AND OPERATIONS CONSULTING SERVICES

- Preparation of manufacturing plan
- Review of existing manufacturing systems and processes



## FINANCIAL MANAGEMENT SERVICES

- Translation of Business Plan into a Financial Plan
- Internal Financial Review and Recommendations
- Tax and Regulatory Compliances



## HUMAN RESOURCES MANAGEMENT SERVICES

- Organization Structure
- Salary Structures and Levels
- HR Policies, Procedures and Practices
- Compliance with Labor Laws
- Manpower Optimization Concerning the Business Plan



## GLOBAL EXPANSION FACILITATION SERVICES

- Certifications for Target Country Compliance
- Legal and Sustainability Services
- Equal Opportunity Record Compliance
- Human Rights Track Record Compliance
- Assistance with Evaluation of Free Trade Agreements, Double Taxation Avoidance Agreement and Tax Benefits In Target Countries
- Advise on Suitable Bilateral Expansion Opportunities
- Evaluation and Advise for Business Presence in Special Economic Zones, Free Trade Warehousing Zones



## Client Success Stories

“ We have always received quality service in any country we have had the opportunity to work with them, particularly in China and India. All the cases we have handled together on behalf of our international clients have concluded positively and we manage to provide the required consultancy. The DSA team consistently offers comprehensive and detailed options for every request. They provide valuable advice, clarify doubts promptly, and support us until the goal is achieved. Their polite and supportive approach is commendable.



**Andrea Benvenga**  
Junior Immigration Consultant

“ Bloomsbury Institute, a UK higher education provider, engaged Dezan Shira to incorporate their company in India and assist with employment and payroll. They efficiently handled the complex process, enabling them to set up the company, including a bank account, and employ 7 staff members in Hyderabad. Their multi-disciplinary team is a pleasure to work with and provided comprehensive services in-house.



**John Fairhurst**  
Principal and CEO at Bloomsbury Institute

“ ACA intended to establish a liaison office in India to study the Indian market for future business prospect. Dezan Shira helped us chose an ideal office for our needs and provided complete support for set up and regulatory compliances associated with the process. The knowledgeable team ensured smooth communication - always providing clear and prompt responses to our questions. Client service and support has been excellent.



**Dhawal Unune**  
Polymer Chemist, Lab & Quality Manager

## Our Clients



MARY KAY



MARCUMASIA



PING





## About Dezan Shira & Associates

Dezan Shira & Associates is a pan-Asia, multi-disciplinary professional services firm with 30 years on-the-ground experience, 35 offices, and 600 professionals providing legal, tax, and operational advisory services to international businesses and investors.

Operational across Asia, the Middle East, Europe and North America, we guide companies through diverse market entry, business enablement and regulatory environments, and assist with all aspects of establishing, maintaining, and growing businesses in these regions.

## Business Growth Solution Experts



### Ankur Munjal

Country Director, India

T: +91 99990 27161  
E: [ankur.munjal@dezshira.com](mailto:ankur.munjal@dezshira.com)



### Krishan Aggarwal

Operations Director, India

T: +91 11 4003 8908 ext. 908  
E: [krishan.aggarwal@dezshira.com](mailto:krishan.aggarwal@dezshira.com)



### Naina Bhardwaj

Assistant Manager  
International Business Advisory

T: +91 11 4003 8905 ext. 905  
E: [naina.bhardwaj@dezshira.com](mailto:naina.bhardwaj@dezshira.com)



### Umair Ul Haque

Assistant Manager  
International Business Advisory

T: +91 11 4003 8908 ext. 908  
E: [umair.haque@dezshira.com](mailto:umair.haque@dezshira.com)



### Neeraj Khatri

Manager  
Business Advisory Services

T: +91 95 8278 9528  
E: [neeraj.khatri@dezshira.com](mailto:neeraj.khatri@dezshira.com)



### Lalitha Rao

Manager  
Corporate Accounting Services

T: +91 01 2440 01785  
E: [lalitha.rao@dezshira.com](mailto:lalitha.rao@dezshira.com)



**DEZAN SHIRA & ASSOCIATES**

Your Partner for Growth in Asia



# DEZAN SHIRA & ASSOCIATES

Your Partner for Growth in Asia

## Are you making changes to your operations in Asia?

Get started by speaking to our professionals today

China	<b>Beijing</b> beijing@dezshira.com	<b>Dalian</b> dalian@dezshira.com	<b>Guangzhou</b> guangzhou@dezshira.com	<b>Qingdao</b> qingdao@dezshira.com
	<b>Hangzhou</b> hangzhou@dezshira.com	<b>Ningbo</b> ningbo@dezshira.com	<b>Suzhou</b> suzhou@dezshira.com	<b>Shanghai</b> shanghai@dezshira.com
	<b>Shenzhen</b> shenzhen@dezshira.com	<b>Haikou</b> hainan@dezshira.com	<b>Tianjin</b> tianjin@dezshira.com	<b>Zhongshan</b> zhongshan@dezshira.com
Vietnam	<b>Hanoi</b> hanoi@dezshira.com	<b>Ho Chi Minh City</b> hcmc@dezshira.com	<b>Da Nang</b> danang@dezshira.com	
India	<b>Delhi</b> delhi@dezshira.com	<b>Mumbai</b> mumbai@dezshira.com	<b>Bengaluru</b> bengaluru@dezshira.com	
Indonesia	<b>Hong Kong SAR</b> hongkong@dezshira.com	<b>Mongolia</b> mongolia@dezshira.com	<b>Singapore</b> singapore@dezshira.com	<b>Dubai UAE</b> dubai@dezshira.com
Australia	<b>Bangladesh</b> bangladesh@dezshira.com	<b>Cambodia</b> cambodia@dezshira.com	<b>Japan</b> japan@dezshira.com	<b>Laos</b> laos@dezshira.com
Malaysia	<b>Myanmar</b> myanmar@dezshira.com	<b>Nepal</b> nepal@dezshira.com	<b>The Philippines</b> philippines@dezshira.com	<b>South Korea</b> southkorea@dezshira.com
Sri Lanka	<b>Thailand</b> thailand@dezshira.com	<b>Turkiye</b> turkiye@dezshira.com		
Germany	<b>Italy</b> italy@dezshira.com	<b>United States</b> usa@dezshira.com		

Accounting and Audit | Corporate Advisory | Business Intelligence | Corporate Governance  
HR and Payroll | Intellectual Property | M&A and Due Diligence | Risk Management  
and Compliance | Tax | Technology

[www.dezshira.com](http://www.dezshira.com)

