



Quantum  
Leap

*Pegging You Ahead*

# 12 YEARS ON & GOING STRONG

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Welcome to Quantum Leap Management Consulting!  
Established in 2012, we're a premier firm dedicated  
to empower the Manufacturing Industry. With a  
strong track record of boosting revenue and profits,  
we're your trusted partner for sustainable growth.

# About Us

Qltc is a Management Consulting & Training firm providing a portfolio of Structured Services for the Manufacturing Industry across diverse Verticals. Established in 2012 with a Vision of Transcending the Best Practises, we have been successful in Pegging our Customers firmly in their Growth Trajectory.

We always engage with an exit plan and endeavour to ensure our Clients gain a self energising momentum that constantly drives them to achieve & sustain customer-focused competitive advantage. Quantum increase in Revenue & Profits are given results.

Over the years Qltc has grown to be a Valued Partner for Small, Medium & the Large Industries alike, providing World Class Solutions at Optimal Cost. Backed by a formidable Team of Seasoned Professionals who Build and Deploy Solutions, Qltc is your pillar of support at all times. Our portfolio of Clients across industries is a testimony of our Services.



## OUR SERVICES

1. THE BALANCED SCORECARD : Translating Strategy into Action
  2. ENTERPRISE RISK MANAGEMENT : ISO Systems
  3. SAP B1 and SAP S/4 HANA
  4. AMAZON WEB SERVICES
  5. OPERATIONAL EXCELLENCE
  6. COMPETENCY DEVELOPMENT
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# Approach

## The Maturity Roadmap

Having worked with several Organisations in understanding their requirements and providing Solutions, Qlhc has developed a scientific approach for identifying the right tools to be deployed at appropriate points in time. We call it The Maturity Roadmap. This roadmap positions the relevant Solution based on a Gap Assessment.

Gap Assessment is a systematic process of Data Collection & Needs Evaluation in order to provide a timeline and commitment required. Hence Gap Assessment is naturally the first step of our engagement model.

This exercise is typically completed within two working days and the Roadmap is presented within a week. Qlhc has sector specific experts who will conduct a comprehensive assessment starting with a Sr. Management Review, Data Collection, Observation of Activities, Conducting Interviews with Functional Heads, compiling a Report and finally presenting the Roadmap. Get in touch with us for starting this exciting Journey.

### GAP ASSESSMENT

Leadership

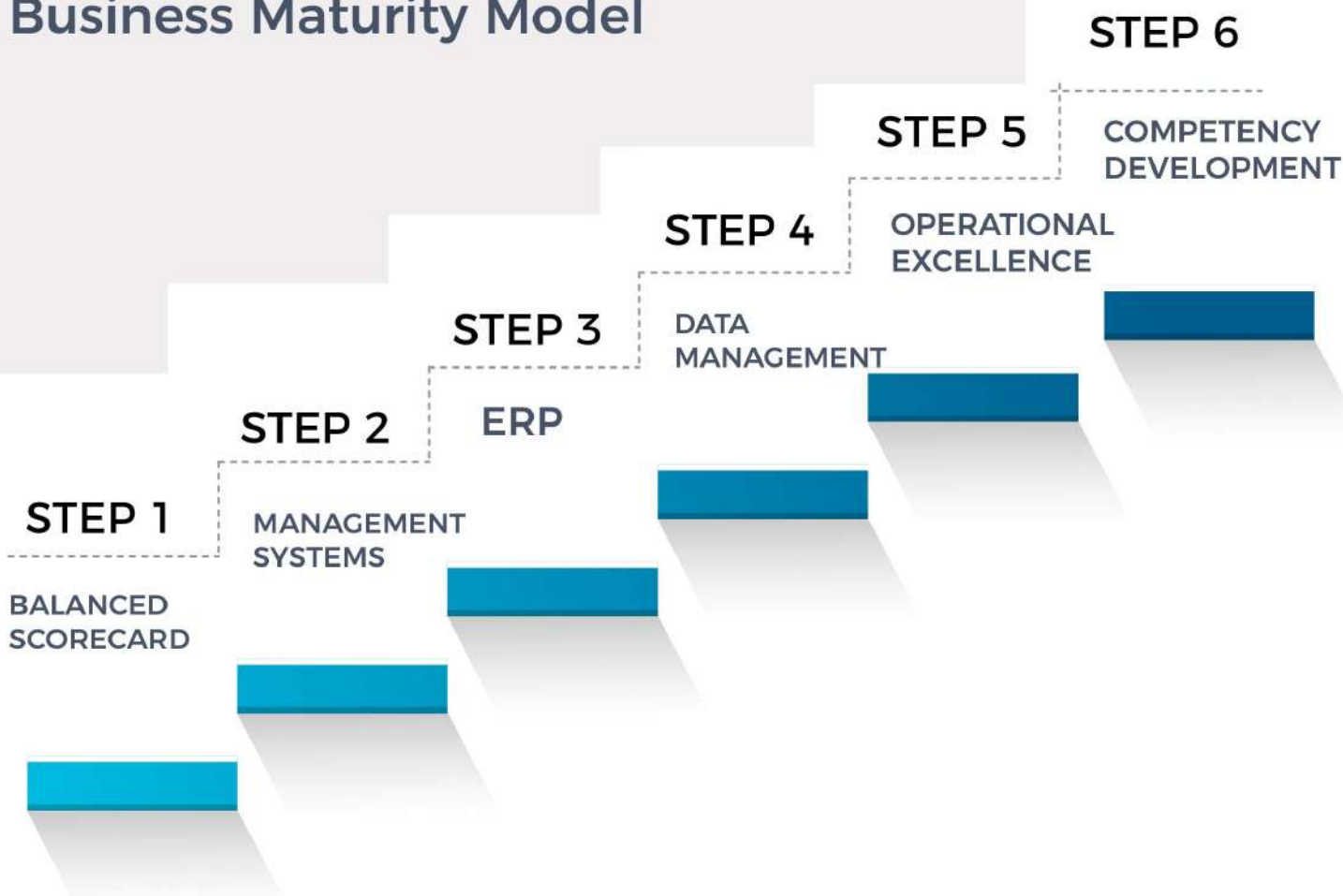
Financial Health

Organisational Structure  
Business Processes

Infrastructure

Competency of  
Team Members

## Quantum Leap Business Maturity Model



## BALANCED SCORECARD - TRANSLATING STRATEGY INTO ACTION

A Balanced Scorecard is a Comprehensive Strategic Planning & Performance Review mechanism which when effectively deployed facilitates in aligning the Operational Initiatives towards the Organisation's Vision & Goals

Robert S Kaplan, in one of his articles explains how to effectively manage Strategy and Operations. This wonderful work chalks out a **Five Stage System Deployment of the Balanced Scorecard**. Each of the stages has crystal clear deliverables, while connecting ends beautifully. Visionaries start with a loud bang, however many whimper down when they face operational barriers & conflicting short term goals. This leads to a Strategic Dilemma in forging ahead the Balanced Scorecard. The Strategic Dilemma occurs when Visionaries falter by moving ahead with an inadequate & opaque plan, thereby disturbing the apple cart and attracting ire of the executing teams. Operational Barriers do occur during the implementation. What is important is to be prepared with and activating the Mitigation plans. At Qltc we have the experience of Successful implementations across Industry. Over the years we have lived & overcome the hurdles that come along the way and take Organisations to a Sustainable Growth Trajectory.

### KEY FEATURES

Strategy Development  
Objectives & Programs  
Planning Deployment  
Review & Actions

## MANAGEMENT SYSTEMS - INTEGRATED AND RISK BASED APPROACH

Organisations, irrespective of their size, type or the stage they are in, face multiple Internal and External challenges. These challenges, when not approached systematically, consumes Key Resources for dousing fires. This in turn leads to inefficiency, attention, diversion and thereby bringing uncertainty in achieving the Core Objectives, the very purpose an Organisation Exists. The effect of this uncertainty is the Risk the Organisation continues to carry, pulling it away from its Growth Trajectory.

Integrated and Risk Based Approach to Management Systems is the order of the day. A five Step Structured Methodology based on ISO 31000 Guidelines, starting with Establishing the Context of the Organisation (The Very Purpose it exists) to Identification, Assessment, Treatment & Review provides a comprehensive Assurance & Confidence in Addressing its Risks & converting Opportunities. The Team at Qltc has deployed the Standard Requirements in several Organisations with Comprehensive Documentation & Training, guiding them not only towards successful certification but imbibing the Standards Methodology as a way of life in their Businesses.

### INDUSTRY STANDARDS

ISO 9001 | ISO 14001  
ISO 45001 | ISO 50001  
SA 8000 | FSSC 22000  
BRC

## SAP BUSINESS ONE - THE ERP BACKBONE AS A DECISION SUPPORT SYSTEM

The very Purpose an Organisation considers ERP is to ease its Operations, in anticipation of releasing its resources from Mundane Repetitive Tasks and moving them to Value Added work. Unfortunately though at many times, this intent ends up as an Accounting System due to wrong choice of software & poor implementation. The Operations People tend to be pulled into a Post Mortem effort of regularising the Trans- actions. An Enterprise Resource Planning Tool or ERP as popularly called is a system that is expected to enable an Organisation to manage its Resources efficiently by maintaining an integral Database, Process Input Real Time Data, and Provide timely Information for Objective Decision Making through Trend Analysis & Reports.

SAP Business One does just that by being Affordable, Quick & Easy to Implement and at the same time being Comprehensive & Powerful. It is specifically designed for Small & Medium Enterprises across Business verticals providing a host of Features to manage their Key Businesses Processes like Master Data Management, Marketing to Opportunity, Order to Cash, Procure to Pay & Demand to Supply. Qltc is the right choice as your ERP Partner. Our Domain Knowledge in the Business Processes and Management Systems make us an enviable player in the Market.

### KEY FEATURES

Financial Control Sales  
& Marketing  
Supply Chain &  
Inventory Control  
Production Planning  
Quality Control  
Management Reports  
& Dashboards

## AMAZON WEB SERVICES - CLOUD HOSTING AND SECURITY MANAGEMENT

Qltc is Proud to Partner with you for AWS Cloud Managed Services. With already Over 50 Sites under our preview, we are one of the preferred Partners for Managed Services. We have a Team of AWS Solutions Architects and AWS DevOps who are Qualified and Experienced in Providing Complete Cloud Managed Services.

The Uniqueness of AWS Cloud Services while providing High Security and Flexibility is the huge cost savings when it comes to the Overall Cost of Ownership. Our Customers are Experiencing Seamless Connectivity and tension-free Service Management while they focus on their Core area of Production and Development.

With the host of Services as mentioned beside, we at Qltc will dynamically Study, Monitor and Manage the Cost to ensure the Optimum usage. We have been Successful in providing Cost reduction to the range of 50% to 75%. Do Connect with us for your Complete Cloud Based Managed Services

### SERVICES

EC2  
S3  
RDS  
VPC  
Cloud Watch  
IAM

## OPERATIONAL EXCELLENCE - BENCHMARKING PERFORMANCE

Encyclopedia Britannica defines Philosophy as “the rational, abstract, and methodical consideration of reality as a whole or of fundamental dimensions of human existence and experience”. An Organisational Philosophy is the similar with just the word Human replaced with Organisation. Operations Excellence is all about living up to this Philosophy

The Organisational Leadership has to encourage a paradigm shift from the run-of-the-mill work attitude towards Benchmarking Performance in every activity it's Team Members are engaged in. An Organisation has to reach a certain level of Maturity to deploy the Operational Excellence Tools. Over the Years, these Tools have evolved and are well tested for its purpose. However, the challenge lies in the identification of the right Tool and the Right Time for Deployment.. Organisations rush to implement on an adhoc basis and loose steam quite early, ending this initiative prematurely or at most painfully drag due to Customer insistence. We help you to put together this Program in an Structured Order for Sustenance and Measurable Success. The Team at Qltc has expertise in conducting Operational Excellence Studies, Select the appropriate Tool, Prepare a Project Charter, Guide the Team Members and arrive at Root Cause with recommended Solutions. Contact us to hear our Success Stories.

### KEY TOOLS

Lean  
Six Sigma  
VSM | MSA  
SPC | TQM  
TPM

## COMPETENCY & PROFICIENCY - THE RIGHT SKILLS TO DEVELOP PEOPLE

A formal education lays the foundation for an aspiring Student to orient herself or himself into the domain she or he wants to Develop and Excel. An Organisation sets its Vision and strives to Achieve its Goals for Economical & Sustainable Growth through its Core Business Processes like Sales and Operations

Both, the individual and the Organisation start on different paths to reach, however a common goal which is in essence Continual Improvement.

While the fundamental actions as above, do support the aspirations to an extent, it is the incremental knowledge gained along the way that differentiates from an ordinary performer to a Star Performer be it an Organisation or an Individual.

Recognising the challenges in Adult Learning, Qltc has developed an exclusive online portal for Skill Development. Specific and Customised Learning Modules are designed to guide in acquiring the required Competencies and develop Proficiency. Contact us to enroll for the Courses.

### COMPETENCIES

Leadership  
Functional  
Cross-Functional  
Technical

# OUR CORE TEAM

With Due Respects to Sri. PK Venkat Rao, legendary English professor at St. Josephs College who has been the inspiration behind our organisation.



**Krishna Praveen Rao**

KP Rao is a passionate professional with over 25 years of industry experience in diverse business verticals. He holds a Mechanical Engineering Degree, is a bachelor of computer applications and an Executive Post Graduate from the Indian Institute of Management (IIM), Kozhikode. His expertise are in the areas of Operational Excellence, Finance, ERP and Management Systems.

His extensive experience and skill set encompasses a wide range of domains, making him a versatile asset in the corporate world. This multidisciplinary background allows him to approach complex challenges from various angles and develop innovative yet simple solutions.



**LINGARAJU M S**

He is a Management System Professional in Consulting and Auditing industries on Quality, Environment, Occupational Health and Safety



**RAJASEKHAR**

Rajasekhar is a qualified Financial Consultant in ERP Systems, a Commerce graduate with over 25 years of focused experience in setting up the Finance & Control in various Organisations.



**ANIRUDH**

Anirudh is a versatile SAP consultant with expertise in diverse industries, skilled in programming and AWS solutions, leading the AWS practice at QItc.



**RAJAGOPAL R**

Rajagopal, a certified electrical engineer and NEBOSH professional, excels in establishing safety-focused management systems while being highly skilled in electrical installations and ISO 9001, 14001, and 45001 certifications.



**DIKSHITH GOWDA**

Dikshith, a skilled engineer, leads innovative IT application development, enhancing user experience and reputation through technology exploration.



**RESHMA KOTHARI**

Reshma excels in people development, crafting interactive training materials, and simplifying complex ideas through simple and effective Training Modules.

# TESTIMONIALS

QLTC receives glowing testimonials for its exceptional services and unwavering commitment to client satisfaction.



## **SURRYA KARRIAPA, GENERAL MANAGER - OPERATIONS, TATA GLOBAL BEVERAGES**

“ Qltc has been our knowledge partner in deploying Management Systems, Solving Customer Complaints through Six Sigma Studies & developing Competencies across all our Manufacturing Units in India. Their structured & modular approach is simple yet effective in implementing & sustaining the solutions. We continue to engage them for all our Operational Improvements ”

## **KESHAVA BABU, VICE PRESIDENT - QUALITY, UNITED SPIRITS**

“ Praveen has a formidable team who have conducted Integrated Audits for Quality, Food Safety, Environment, Health and Safety requirements across our Processing Units. The uniqueness of Qltc is that while conducting the Audits and providing timely reports is a given, it is the knowledge sharing along the way that resonates with us forever ”

## **MURALIDHAR PUNDLA, GENERAL MANAGER - PROJECTS AND QUALITY, THE AKSHAYA PATRA FOUNDATION**

“ At every opportunity we engage the services of Qltc for our Operational Initiatives. Their undivided support till the Project Completion be it for ISO Certification or a Training, despite hurdles & delays makes them our preferred Solution Partner ”

## **D.S.CHANDRASHEKAR, MANAGING DIRECTOR, SHANTHALA GROUP OF FOUNDRIES AND MACHINING**

“ Krishna Praveen Rao and Team Qltc have been engaged with us for Developing The Balanced Scorecard, Deploying Management Systems, Implementing SAP and introducing Management by Objective in our Group of Companies. Their Gap Assessment identified the right areas for improvement & we have marched on from there. Our Customers are Happy. They are a pillar of support for our Growth Journey ”

Scan for Enquiries



## Contact Us

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+91 8147135973



Web: [www.qltc.in](http://www.qltc.in)  
Email: [Info@qltc.in](mailto:Info@qltc.in)



Shree Durga Arcade  
#578, 2<sup>nd</sup> Floor, 18<sup>th</sup> Cross, 6<sup>th</sup> Block  
Banashankari III Stage, Bangalore 560085

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