



ALLIED CONSULTING SERVICES

CORPORATE PROFILE

July 2018

About Us

Allied Consulting Services is a professional business and management consulting firm providing multi-disciplinary services to private and public sector clients across various sectors. Guided by our underlying mission of “Enabling Shared Value”, we aim to deliver sustainable, value-added solutions to Clients that have the potential for large-scale, transformative impact across respective stakeholders and communities alike. Our collaborative approach to deliver a customized level of Client engagement is backed by our ability to provide specialist resources, having sound knowledge and wide practical experience in the appropriate work environments, as required, for executing the respective assignments in the most efficient and effective manner.

Service Lines

Advisory

- Enterprise Risk Management
- Strategic Business Planning
- Financial Modelling and Business Valuation
- Feasibility Studies
- Growth Strategy
- Market Research and Assessments
- Sector Studies and Reviews
- Transaction Advisory
- Pricing Strategy
- Change Management and Transformation

Business Process Outsourcing

- Due Diligence Services
- Monitoring and Evaluation
- Performance Analysis and Reporting
- Survey Design, Execution and Analysis
- Programme Design, Development and Contract Management
- Product Development
- Training and Development
- Tender Documentation Design, Drafting and Evaluation
- Professional Editing and Proofreading

Consultant Profile



Ahmad Raza Tahir

Designation: Managing Partner

Expertise: Project Management, Market Research, Due Diligence Exercises, Feasibility Studies, Strategic Business Plan Development, Enterprise Risk Assessments, Program Design & Development, Monitoring & Evaluation, Change Management Processes

Ahmad has an MBA degree in Strategy and Finance from the Manchester Business School, UK; a BSc. (Hons.) in Economics from the Lahore University of Management Sciences (LUMS), and has cleared two levels of the CFA qualification. Ahmad's areas of expertise include conducting comprehensive market, business, strategic and operational due diligence assessments and reviews across diverse clients and sectors; needs-based assessments for strategic interventions; designing and implementing appropriate intervention programs; as well as conducting ongoing monitoring & evaluation procedures for the respective programs. Ahmad's experience also includes conducting feasibility studies and developing strategic business plans to enable identification of the most viable business propositions for the respective clients.

Portfolio of Work

<u>Expertise/Specialties</u>	<u>Projects / Assignments Relevant to the Expertise / Specialties</u>
<p>Enterprise Risk Management</p>	<ul style="list-style-type: none"> • Corporate Entities’ Enterprise Risk Management Advisory product for prospective clients at Abacus; comprising a value proposition framework; a risk assessment framework and methodology; a methodical, step-wise enterprise risk assessment process; demonstration of risk assessment tools, outputs (rating scales, risk maps, risk registers, etc.), and risk-response strategies; and an indicative deliverable template. • Designed and implemented comprehensive risk assessment criteria, models and scorecards to enhance the efficiency and objectivity of the risk assessment processes at The Pakistan Credit Rating Agency. • Credit and Financial Risk Assessments (Qualitative and Quantitative) of various corporate entities operating across diverse business sectors. • Reviewed and analyzed credit proposals and provided appropriate recommendations to decision units at MCB Bank Limited. Monitored associated risk and control procedures to ensure compliance with policies and guidelines.
<p>Strategic Business Planning; Financial Modelling and Business Valuation; Feasibility Studies, Analysis and Recommendations</p>	<ul style="list-style-type: none"> • Business Plan projections for an established commercial bank seeking market entry into the Branchless Banking domain. Identified potential revenue generating opportunities, proposed agent network and cost structure for the business unit. Assessed project feasibility through Net Present Value (NPV) analysis and made go-to-market recommendations. • Business Plan projections for each of the seven strategic business units of a diversified public sector entity. Identified potential growth opportunities and recommended strategic realignment of the business to leverage on the respective opportunities. • Business Plan projections for a proposed hospital complex (covering its first phase of operations) whereby it could attain financial sustainability with minimal reliance on public-sector funding for its operating and financing needs. • Financial and Strategic Advisory Services for the restructuring and privatization of a large, vertically-integrated public sector steel company. • Business Consultant for a UK-based B2C start-up company seeking venture capital funding for commercial development and distribution of a new range of anti-ageing skincare products in the UK. Estimated the potential value of the business opportunity using scenario modelling and recommended optimal routes to market based on extensive primary and secondary data analysis. • Consultancy project for a Manchester-based charity engaged in promoting ‘green energy’ practices to identify potential revenue-generating avenues. Delivered a comprehensive business plan, including financial feasibility, for the provision of renewable energy products to targeted communities.

Expertise/Specialties	Projects / Assignments Relevant to the Expertise / Specialties
Market Research, Sector Studies and Reviews	<ul style="list-style-type: none"> • Comprehensive B2B marketing and business development plan to drive future growth for a core product line of an aircraft components manufacturer based on extensive stakeholder research and feedback across Western Europe and the USA. • Needs-based Identification and Assessment of high-demand vocational skills for designing innovative, high-impact skills training programs as well as for reviewing existing programs in light of the observed needs and formal empirical evidence at the Punjab Skills Development Fund. • Abacus Sector Studies: "Healthcare Sector in Pakistan" Research Report. • Abacus Sector Studies: "Sugar & Allied Sector in Pakistan" Research Report. • Abacus Sector Studies: "Steel Sector in Pakistan" Research Report. • Abacus Sector Studies: "Seed Sector in Pakistan" Research Report. • Abacus Sector Studies: "Road Freight Transport Sector of Pakistan" Research Report. • Sector reviews on the E&P (Oil & Gas), Financial Services, Real Estate, and Media industries to facilitate the credit risk assessment decisions at The Pakistan Credit Rating Agency Limited.
Concept Development / Policy Briefs	<ul style="list-style-type: none"> • White Paper on the conceptual framework and policy interventions for design and launch of an integrated skills training programme for fresh graduate engineers (civil, electrical and mechanical) in Pakistan. • White Paper on the conceptual framework and policy interventions for improving the quality and accreditation standards of engineering programmes offered in Pakistan's universities. • Concept Paper for the Government of Pakistan to offer conditional, performance-based incentives to local companies to facilitate them in establishing and/or expanding their operations globally. • Concept Paper on the imposition of a Banking Transaction Tax as a measure to generate a significant proportion of tax revenues for the Government of Pakistan.
Transaction Advisory / Pricing Strategy	<ul style="list-style-type: none"> • Transaction advisory and pricing strategy for a trading firm to participate in a competitive bidding process for import and supply of coal-tar based products to a large, national-level public sector entity, enabling the trading firm to secure a procurement contract worth ~ PKR 20 million.
Due Diligence Services	<ul style="list-style-type: none"> • Formulation and presentation of business and financial insights on the U.S. Home Services Franchise market for a multi-national, multi-specialty service-based franchise holding company based in Texas, USA. • HR Due Diligence and Manpower Assessment for the restructuring and privatization of a large, vertically-integrated public sector steel company.
Product Development	<ul style="list-style-type: none"> • Designed an "Operating Performance Survey" for potential clients at Abacus. • Developed and implemented three new rating products at The Pakistan Credit Rating Agency that generated additional annual revenues of around PKR 10mln.

<u>Expertise/Specialties</u>	<u>Projects / Assignments Relevant to the Expertise / Specialties</u>
Change Management	<ul style="list-style-type: none"> • Conceptualized, established and implemented a strategic change management initiative to improve the business process turn-around time at The Pakistan Credit Rating Agency by two months, resulting in additional revenues of around PKR 8mIn over three months. • Restructuring of a consulting firm’s knowledge resource management infrastructure to streamline the firm's knowledge management processes.
Training and Development	<ul style="list-style-type: none"> • Conducted training and orientation sessions on the business processes for new hires at The Pakistan Credit Rating Agency Limited. • Certified Instructor for Risk and Ratings at The Pakistan Credit Rating Agency Limited (Nov 2013).
Program Development and Contract Management (for Public Sector Procurement)	<ul style="list-style-type: none"> • Designing Tender Documents (EOIs and RFPs) for procurement of technical skills training services. • Evaluating tender documents to shortlist vendors and finalizing the respective contracts. • Post-contract Monitoring & Evaluation of the respective training programs. • Familiarity with PPRA rules.
Branchless Banking	<ul style="list-style-type: none"> • Business Plan projections for an established commercial bank seeking market entry into the Branchless Banking domain. Identified potential revenue generating opportunities, proposed agent network and cost structure for the business unit. Assessed project feasibility through Net Present Value (NPV) analysis and made go-to-market recommendations.
Mutual Funds	<ul style="list-style-type: none"> • Developed and implemented performance analysis & reporting tools for various mutual fund categories at The Pakistan Credit Rating Agency Limited.
Professional Editing	<ul style="list-style-type: none"> • Researching, proof-reading and editing academic manuscripts to ensure compliance with specific guidelines on behalf of academic researchers for presentation in international conferences and publication in international academic journals (including the American Economic Review, Journal of South-East Asian Studies, etc.)

Strategic Collaborations

- **Gerson Lehrman Group (GLG) - New York, USA**
- **International Field & Tab, Pakistan**
- **The Source Guide (Pvt.) Limited, Pakistan**
- **The Knowledge Factory, Pakistan**
- **Oben Consulting, Pakistan**



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