



Blue Consulting Pvt. Ltd.

Doing common things, *uncommonly well.*

Corporate Profile

Finance & Accounts
Outsourcing services

Facing the following challenges?

We're here to help.



Decision making

Are you struggling to make right business decisions due to delay in MIS?

Inaccuracy

Are MIS data and reports not reliable?

Higher costs

Has your cost of F&A team become higher as compared to the value delivered by it?

01



02



03



04



05



Incompetent team

Is your existing team change averse and not competent as business scales?

Attrition

Are you dealing with high attrition in Accounting and Compliance process?



Let's introduce ourselves.



Served more than
135 clients since
2005



Strong team of
140+ energetic
people



100% data security
and confidentiality



Impressive client
retention
period : **>7 years**



10 million+
transactions per year



99.87% adherence
to SLA's

Finance & Accounts Outsourcing Experts since 2005

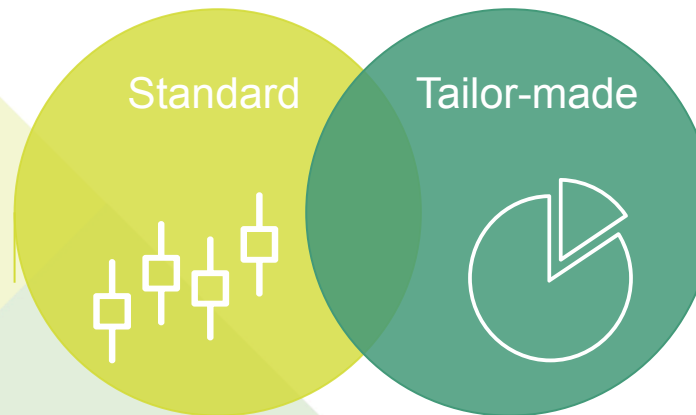


We customize our service offerings as per your requirements

End to end F&A outsourcing services

Going by standard protocol, our service offering covers the entire spectrum of your Accounting and Compliance processes.

Our responsibility includes dealing with all types of auditors.



Standalone F&A outsourcing services

Here you can pick and choose different services as per your specific business requirement i.e. P2P, O2C, R2R etc.



End-to-end outsourcing

Scope of services



Revenue

No leakages, everything accounted for



Expenses

No excess or wrong payment with excellent working capital management



Compliances

Covers pan India compliances of all types



MIS & Reporting

Any reports you ask for...
On time, every time



Audit handling

We face all kind of auditors

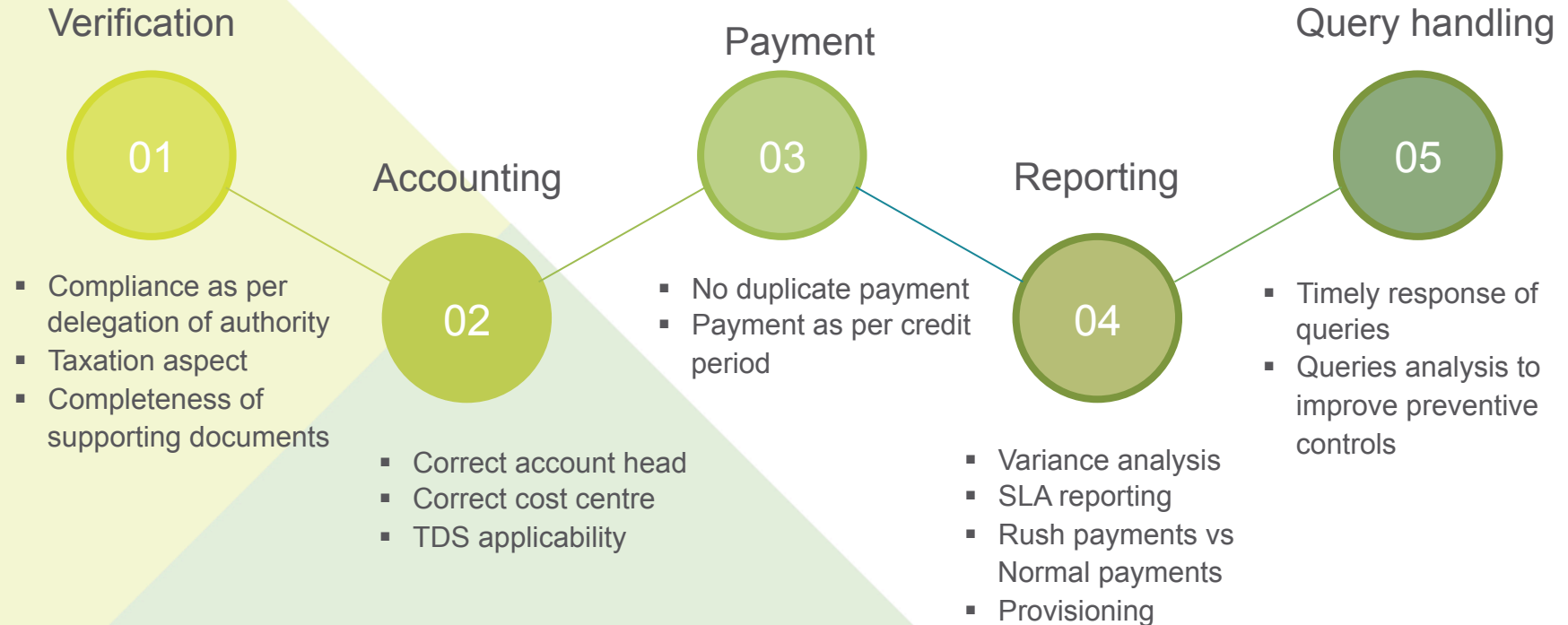


Standalone outsourcing services

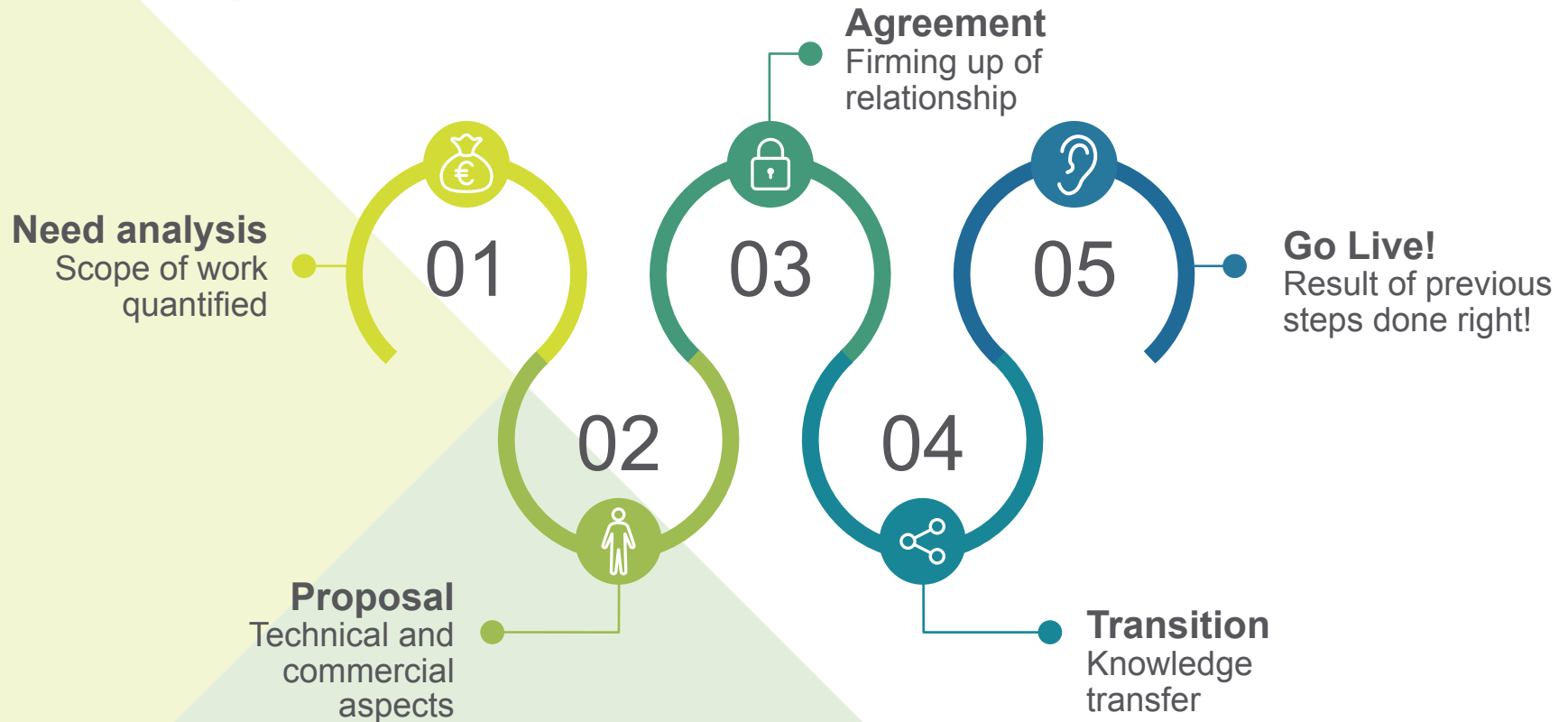
Scope of services

We provide a variety of services like Accounts Payable, Accounts Receivable, Compliance Management etc.

Here's an example of the process for **Accounts Payable service (Procure-to-pay)**.



How outsourcing works?



Case study- Building Solutions



Client : India's largest and fastest growing complete building solutions providers

Challenges

- De-centralized processing of Invoices, Payments, Compliances & Release Orders.
- In-efficiency in transaction processing and bigger than required team size.
- Cost of Finance & Accounts team became higher as compared to the value delivered by the team.
- Processing of transactions without specified rules and SLA's.
- Delay in closing of books of account leading to delay in release of MIS on time.

Solution

- Deeper understanding of business operations to know the roles and expectations of processes being outsourced.
- Documentation of as-is processes and path for should be processes.
- Deployment of additional resources at our cost to absorb any unseen challenges.
- Review meetings with client religiously.

Results

- Reduction in team size by 30%.
- Monthly compliance tracker for all the 19 States.
- Transaction MIS of vendor invoices processed by us.
- Smooth transition to SAP.
- Faceless processing of vendor's invoices.
- Rule based and SLA based processing of transactions.
- Timely closing of books of account.
- Documented systems and processes

Case study- Powering achievements



Client : India's leading battery manufacturer with pan-India sales network

Challenges

- Significant delays in book closing process on a monthly basis.
- Poor visibility on actual working capital and cash profit.

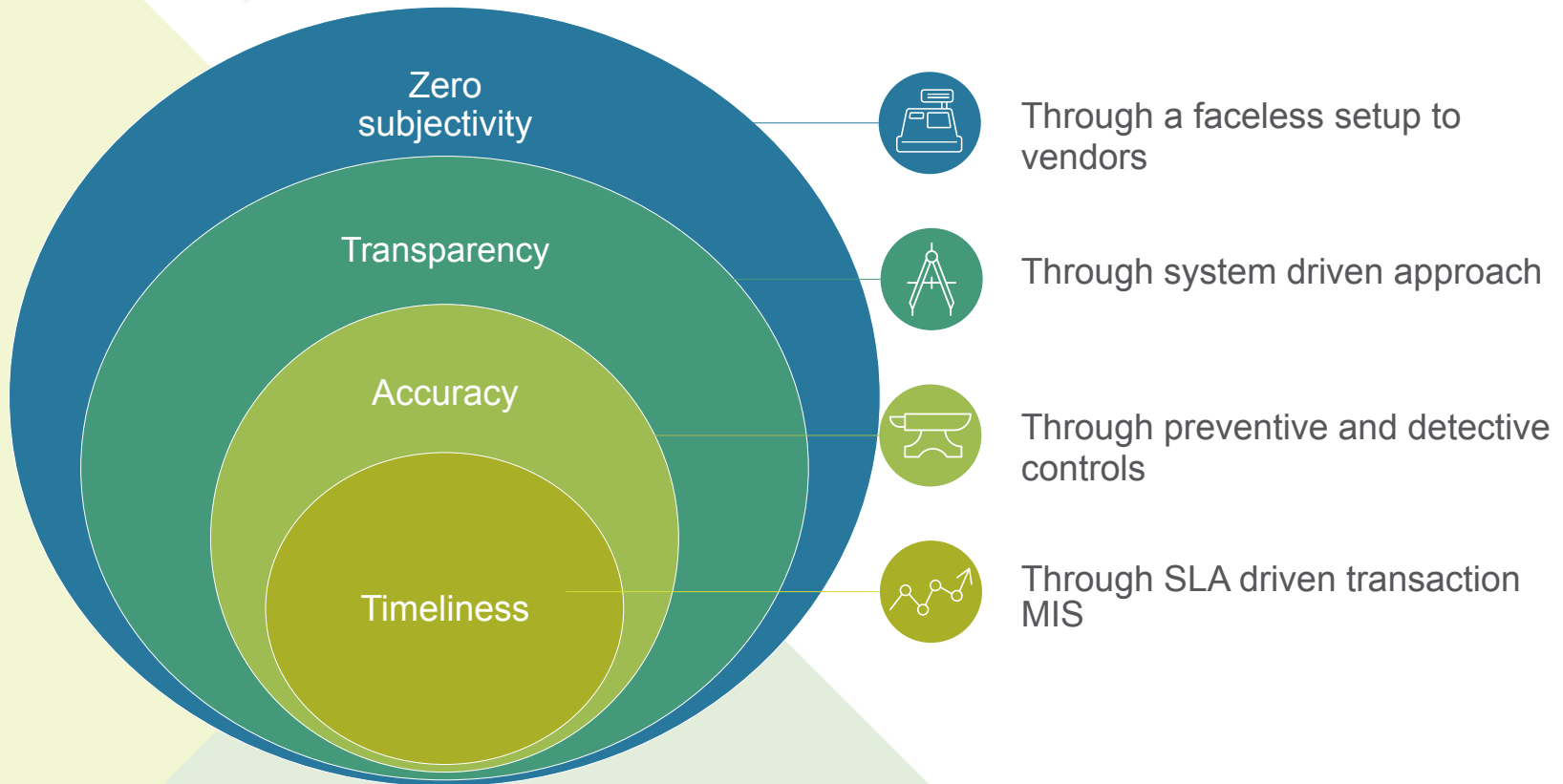
Solution

- Created an execution strategy after doing a detailed need analysis and created two teams.
- The first team of 5 resources was assigned the work to complete the backlog and also to review the quality of work done so far as we were given the work in the middle of a Financial Year.
- The second team of 20 resources was initially deployed at the client's office for 2 months to gain the understanding of work culture, expectations and nuances of the various processes.

Results

- Detailed MIS with variance analysis which strengthened and expedited the decision making process at management level.
- Gap between book profit and cash profit led to major shift in controls related to inventory and COGS (Cost of goods Sold).
- Vendor satisfaction due to transparent and predictable communication, which resulted in priority delivery of goods and service at better terms and conditions.

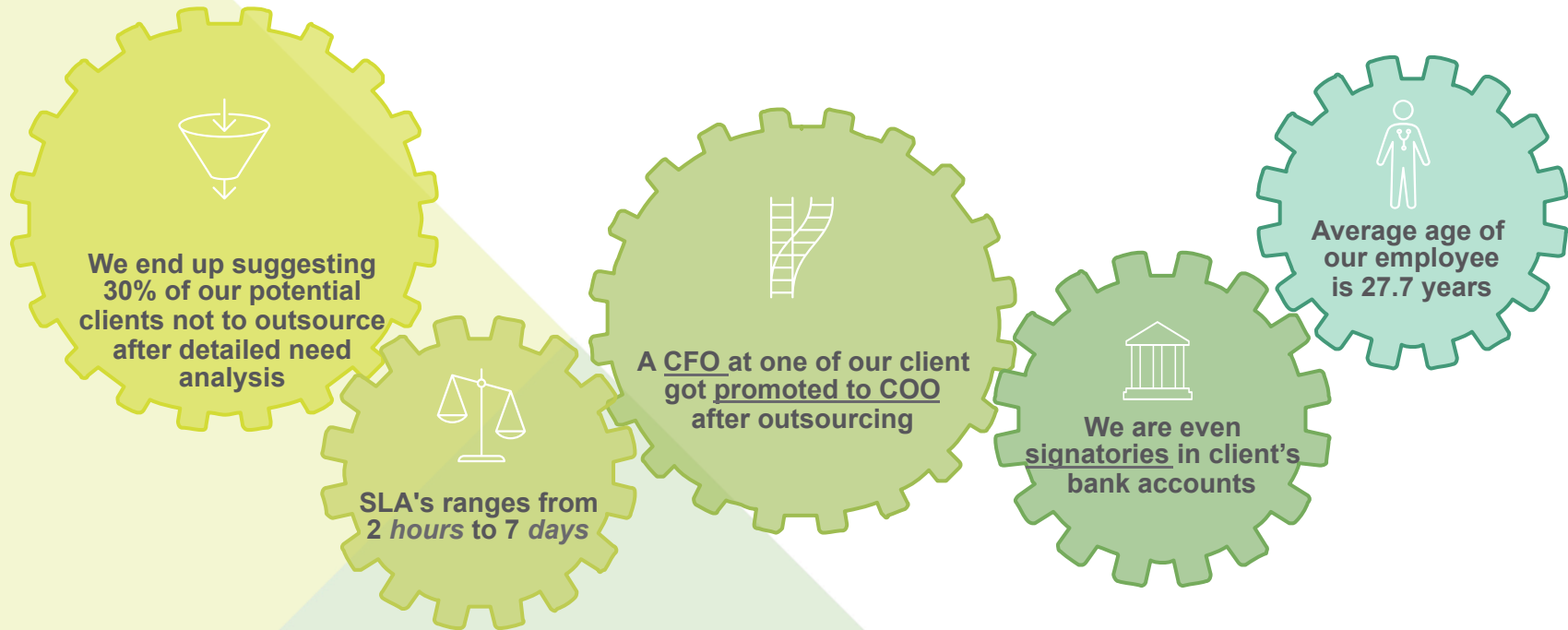
Key deliverables of outsourcing



Benefits experienced by our clients



The Blue Consulting Edge

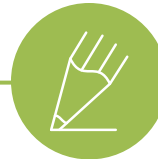


Frequently answered questions



How do the documents move?

Documents are sent to our processing centre either through courier or by hand.



How is the audit handled?

We face your auditors at our office and answer all their queries.



Do I get a dedicated team?

Yes, we always deploy a dedicated team for a particular client.



What type of compliances are covered?

We cover all types of compliances applicable to a company i.e. GST, TDS, Income Tax, PF, ESI, FEMA, Companies Act etc.

Got more queries? Feel free to ask.

Ensuring Confidentiality the Blue Consulting way...



Preventive controls

- ✓ No USB access in workstations
- ✓ Biometric access
- ✓ 24 hour security guard
- ✓ Confidentiality agreement with each employees
- ✓ Regular training to employees about safeguarding of information
- ✓ IP based access control

Detective controls

- ✓ Monitoring of all incoming and outgoing mails
- ✓ CCTV coverage of entire office
- ✓ Screen mirroring for surprise check by the IT Department
- ✓ Regular audit by an expert team

The Show Runners



Chandan Goyal
Co-Founder

An ultra positive person who always focuses on something good about any situation in life.

A Chartered Accountant, qualified in 2001 and alumnus of Kirori Mal College, Delhi University.

Before starting Blue Consulting in 2005, he headed the Finance & Accounts Function of HLS Asia Limited (a Joint Venture of Halliburton Logging Services, Inc.- a Fortune 500 company)



Gaurav Mehrotra
Co-Founder

An amazing listener who understands the perspective of other person's point of view.

A Chartered Accountant, qualified in 2004, co-founded the Blue Consulting in 2005. Gaurav leads the Operations at Blue Consulting and has been instrumental in setting up systems and processes. He believes in progress over perfection.



Kumar Nitin
Business Head- South

He is a seeker, engaged in exploring the Vedic text, which keeps him ever motivated.

A Chartered Accountant, qualified in 2004, started the Hyderabad office of Blue Consulting in 2017.

He has worked with HAL, Infosys, NTT Data, Lumeris and CtrlS Datacenters in his earlier stints as CFO, VP & Director.

Our valued clients



Our valued clients



Our valued clients



Client Testimonials



Rahul Singh
Founder & CEO, Beer Cafe

“

At the Beer Café, we partner with the best in any sector and we chose to be with Blue Consulting for our F&A function.

It's been two years of a stellar association where our 1 outlet startup moved into the scale up mode to be a 35 outlet chain nationwide, across 10 cities. Blue consulting kept their bandwidth in pace in a highly complex and regulated product and service industry of ours. With multiple taxation and cumbersome book keeping to a disciplined MIS process, they customized their workflow to our operational nuances.

A very humble management team at Blue consulting believes in the philosophy that the biggest room in the world is the room for improvement. With their “can do” attitude I get to sleep easy, knowing that they are watching my back.

”

Client Testimonials



Nitin Saluja
Founder & CEO, Chaayos

“

Blue Consulting was introduced to us by a common friend, who has been working with them for a long time. Met Chandan and was super convinced about their capabilities.

They quickly put together a team and we got going. Soon enough, we hit a rough patch, and had seconds thoughts about the engagement. We called for a joint meeting and I was super impressed with BCs assessment of the real problems, which if we could get behind our back, would have us rolling once again, for good.

And today is the day – When BC is an integral part of our ecosystem. They have helped us establish certain best practices and enabled us to be on top of our day to day accounts, which was earlier challenging. They have been able to hire capable people in their team to work on our assignment. Moreover, involvement and grip of the sharp management of BC is something I personally admire.

I shall not hesitate to recommend them to my fellow entrepreneurs.

”

Client Testimonials



Prakash Sharma
CFO, Cygnus Hospitals

“

“I know Blue Consulting (BC) for three years now and people at BC are highly energetic, motivated and dedicated to work with.

I appreciate the professional growth of BC in past 3-4 years. I call them Mr. Dependable for any situation when organization need their support. I would highly recommend their services to any CFO who wish to focus on their core role and business growth.”

”

Client Testimonials



Mohit Ralhan
Managing Partner, TIW Equity

“

Blue Consulting has been assisting TIW private equity and some of our investee companies with their complete suit of Accounting Services, Payroll and Taxation Compliances. Ownership towards work and quality of supervision is delightful.

The team invested a good amount of time in understanding our business and customizing their service offering around it.

”

Let us help you.



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Get
in
touch



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