

Unlock Business Growth and Individual Success with TPP World!

Business Growth:

- Achieve over 20% revenue growth and maintain profitability over 10%.
- Enhance product sales, optimize expenses, and drive new product development.
- We focus on factors like

01

Product marketing and sales from existing and new products and customers

02

Product Manufacturing

03

Product costs

04

New product development

05

Expense Management

- Reduce material consumption costs
- Streamline manufacturing expenses
- Optimize employee costs, including salary and wages
- Manage financial costs related to stocks, inventories, loans for maximum savings & efficiency

Individual Success: Making today's life better than yesterday and tomorrow better than today
 Experience 4X growth in productivity and performance. We develop people as individuals and as a team.

Individual development is focused on:

- Technical Skills
- Focused Approach
- Wisdom
- Accountability

Team development is based on:

- Commitment
- Improvement
- Leadership



Our Approach:

Based on 36 years of work experience with more than 200 manufacturing clients and developing 50000 professionals, TPP World has developed

One model -

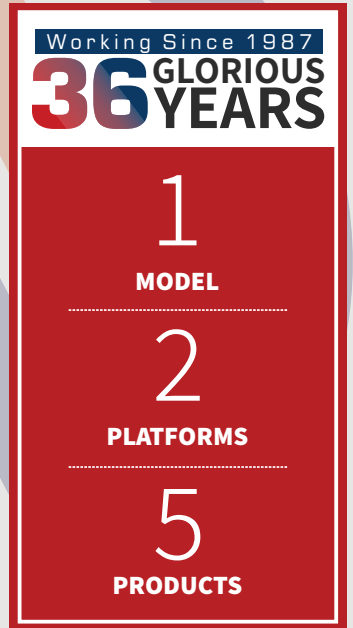
SK Total People Productivity Model, which is based on developing a responsible organisation and accountable team.

Two Platforms -

- Organisational Alignment: Based on Factors, Functions, Processes and People
- People Programming: 4Hs – connecting the Hand with the Heart, Head & Habit

Five Products -

- Target, Team, & Trust (3Ts)
- Culture of Accountability
- Leadership Development
- Individual Development
- Career Building



Process Overview:

Adaptation

1. A comprehensive review of the balance sheet by TPP World's team to grasp all elements thoroughly.
2. Engage in discussions with MD and Senior Management Team to grasp the three to five-year business plan, including vision, mission, goals, and objectives.
3. Conduct meetings with functional leaders and departments to understand products, factors, functions, processes, and teams.
4. Detailed discussions on business targets and review mechanisms.
5. Identify key interventions in three crucial areas:
Marketing & Sales | Manufacturing | Commercial Operations

Innovation

1. Initiatives start with setting and aligning targets.
2. Daily, weekly, and monthly reviews are initiated by the TPP World team with:
 - a. Introduction of formats and procedures
 - b. Review and address gap fulfilment.
3. Alignment of factors, functions, processes, & people/teams is customized to meet business requirements.
4. DDAMAIR steps are followed and reiterated quarterly, half-yearly, and monthly

Excellence

1. The process continues for three years, followed by standardization



IMPROVEMENT

Conducting periodic reviews after 30 days of the program to provide feedback and share progress.

5

1

PROFILING

Discussing the current job/work responsibilities along with educational background to identify roles and responsibilities.

REVIEW

Conducting periodic reviews after 30 days of the program to provide feedback and share progress.

4

Individual Success Process:

2

ANALYSIS

Analyzing data and information, then sharing the findings with seniors and the individuals concerned.

DEVELOPMENT

Implementing development interventions through classroom training (CRT) and on-the-job training (OJT). Offering over 30 modules for comprehensive people's development, conducted both online and in-person.

3

TPP World's Journey:

Founded by Sanjay Kumar, CEO, in 1987, TPP embarked on a journey of transformation after graduating from Tata Institute of Social Sciences, Mumbai.

With 18 years of experience in leading manufacturing companies, **Sanjay gained insights into People, Processes, Products, Factors, and Functions, with Quality Systems, TQM, Lean, and Employee Suggestion Schemes** driving change.

In 2006, TPP transitioned into training and HR consulting projects, gradually evolving to focus on leadership and culture-building processes. The emphasis shifted towards business growth, initiating people development interventions in large organizations and MSMEs. **Since 2020, TPP has collaborated with a large public limited company, achieving over 20% CAGR and exceeding 10% profitability in the last four years.** Looking ahead, TPP aims to expand its success story by serving more clients.

Join us on our journey of driving business growth and individual success.



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