

# DeltaEta Cost Reduction Consultants Private Limited

**10 +**  
Years  
in Existence

**20 +**  
Successful  
Projects

**50 +**  
Satisfied  
Clients

**100 +**  
Years' Experience  
for Consultants

**100 +**  
Training  
Sessions

**2**  
Services  
**Training &  
Consulting**

**1**  
Focus  
**Unit Cost  
Reduction**

**2,000 +**  
Individuals  
Trained

*Delta Eta means Change & Efficiency in Greek...*

DeltaEta was founded in 2013, leveraging the experience gained in turning around a company, with the vision to share the proven methodology.



[www.deltaeta.in](http://www.deltaeta.in)



***Profit, the prime Objective or Purpose for Existence of a Business can be enhanced chiefly by:***

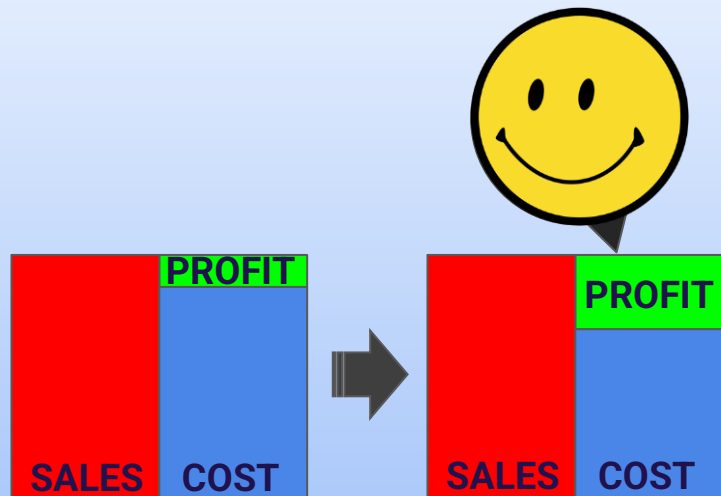
***1.Reducing Consumption***

***2.Eliminating Constraints***

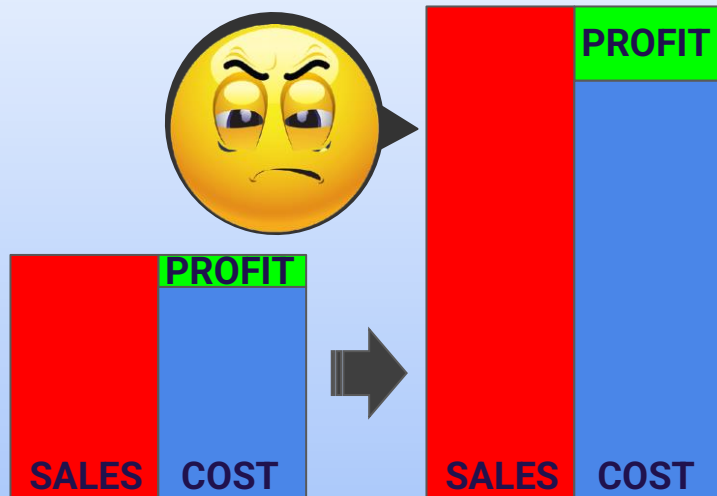
***3.Optimizing Inventory***

# Why Improve Internally & Not Increase Sales ?

Doubling of Profit to 16 crores can be done in the following two ways :



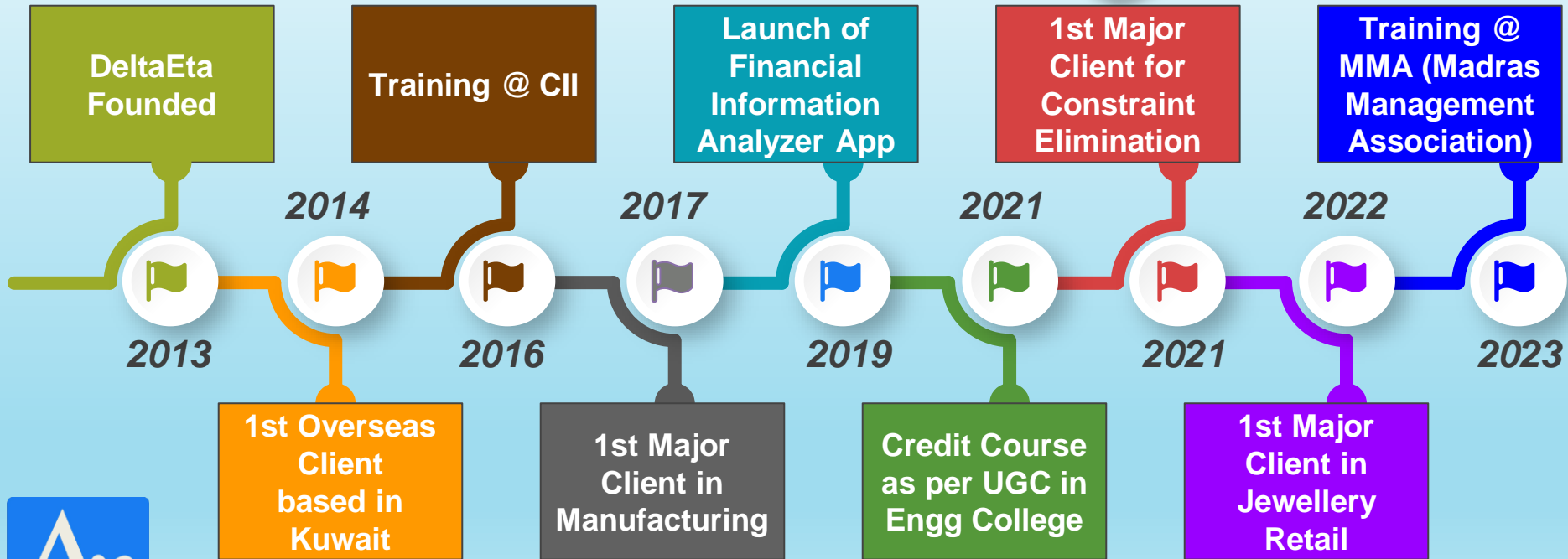
Reduce Cost from Rs. 92 Crores to Rs. 84 Crores, a Reduction of 8.7 %



Double Sales from Rs. 100 Crores to Rs. 200 Crores.

**Which of the above is Easily Doable?**

# Timeline of DeltaEta



**SERVICES by DeltaEta**

# **PROJECT CONSULTING**

*Manufacturing / Jewelry Showrooms*

# **CUSTOMISED TRAINING**

*Corporates / Trade Associations (CII, MMA etc) | Colleges*



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# BI SOFTWARE PRODUCT FROM DELTAETA



## FIA - FINANCIAL INFORMATION ANALYZER - from DeltaEta

Calculates monthly profits as on date and forecasts month's P&L. Provides real-time data insights and analytics allowing decision makers to take informed business decisions. Simulate changes in costs and view results.

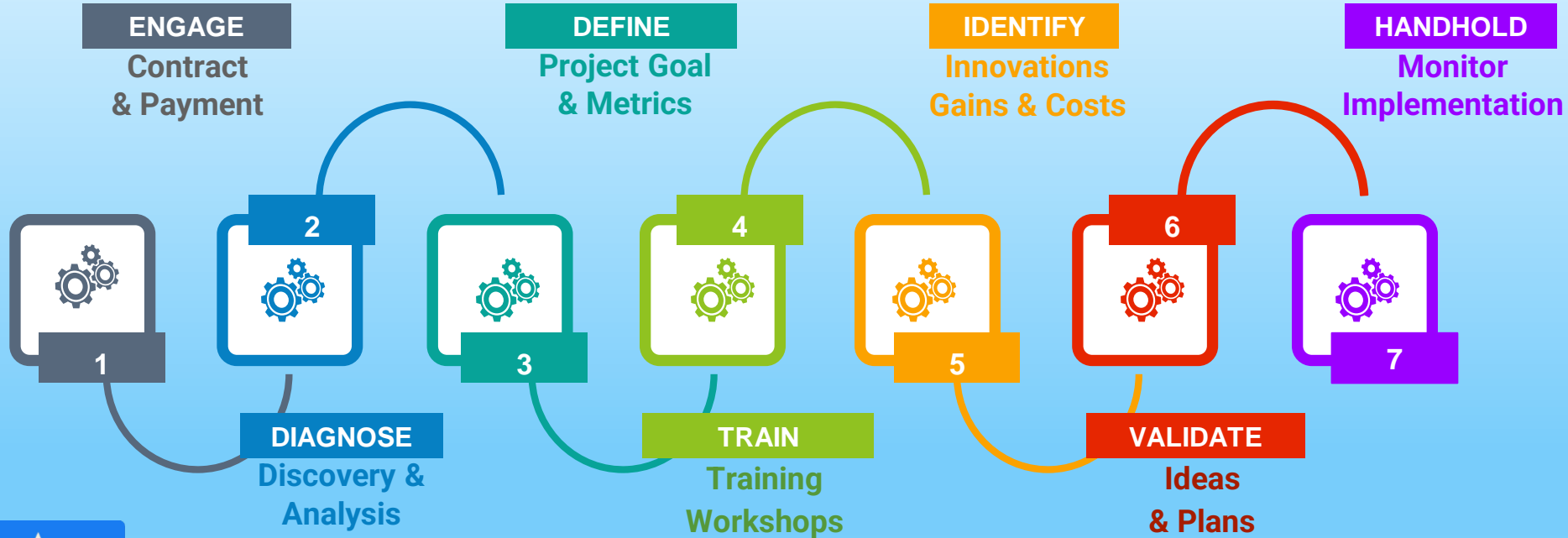
Different Algorithms serving Manufacturing, Retail, Service Industries.



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# DeltaEta's PROJECT CONSULTING PROCESS

Stages of the DELTAETA's Project Consulting Process are as follow:





# ***WHAT MAKES DELTAETA UNIQUE?***

*10 Years + in Existence.*

*Focuses and Trains on Innovations @Operational Level*

*Specialized to Manufacturing & Retail Industry*

*Experienced Engineers as Consultants*

*Expertise gained from First Hand Experience*

*Based on Proven Methodology*

*Quantifies gains in advance*

*Pan India Service , Project in phases of six months*



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# CLIENT SUCCESS STORY

Jewellery Retail Group in Kerala

Service – Project in Inventory Optimization

Outcome – Reduced Inventory by 20% in 4m

Manufacturer in Chennai

Service – Project in Constraint Elimination

Outcome – Improved Revenue by 40% Y to Y

Steel Wire Manufacturer in Khopoli

Service – Project to Reduce Costs

Outcome – 31 Innovations saving Rs1.4Cr/a

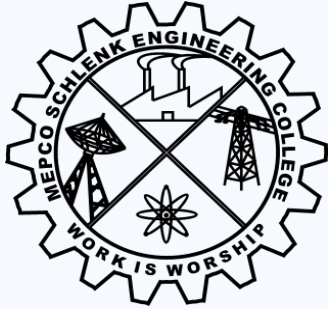
Cement manufacturer in South India

Service – Training and Handholding

Outcome – 8 Innovations saving Rs12.4 Cr/a



# DeltaEta CLIENTS (Partial List)



[www.deltaeta.in](http://www.deltaeta.in)

# TEAM DeltaEta



**P. A. Sivanandam**

**- Principal Consultant**

is a Mechanical Engineer with MBA in Marketing and has over 34 years in Automobile and Cable Industries. Siva has vast experience in various Marketing functions at FINOLEX Cables a/w 6 Sigma & ERP implementation, Costing and Pricing strategy initiatives Was a SBU Head at Uni-tech Automation.



**Ninan P Chandy**

**- Founder & Managing Director**

Mechanical Engineer with MBA Finance, worked with RIECO, Bharat Forge, Indabrador and Al-Babtain Power & Telecom in Saudi Arabia. Headed International Sales for Outdoor Lighting & Transmission Towers before appointment as BUH for Luminaire factory . Founded DeltaEta with the Vision to alleviate the Profitability issues faced by Industry through Internal Improvements.



**Bobby Thomas N**

**- Principal Consultant**

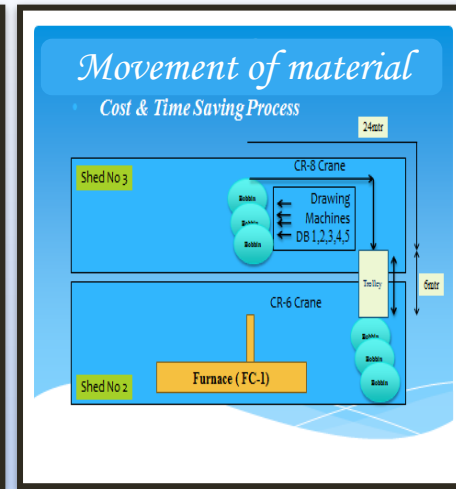
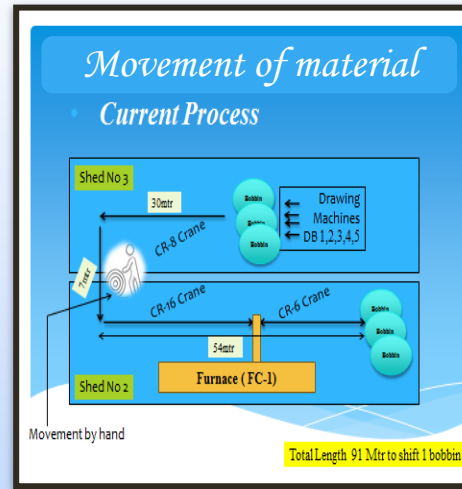
is a Mechanical Engineer, Certified Trainer, and Coach having 35+ years of experience in Business Leadership. Worked with ELCOT Power Controls. Then as a business owner, managed it from ideation to startup to scaling-up. His diverse background includes roles as an Intrapreneur, Entrepreneur, and Consultant in various industries.







# TRAINING



## INNOVATIONS IN OPERATIONS



# Testimonial



**AURA INDUSTRIAL EQUIPMENT AND PROJECTS PRIVATE LIMITED**  
Shed No. 7, Door No. 281, Kamatchi Amman Nagar, Vanagaram, Chennai-600 095.  
Phone: +91 44 2476 4706, GSTIN : 33AAMCA6092P1Z2

31<sup>st</sup> Mar 2023

To  
Mr. Ninan P Chandy,  
DeltaEta Cost Reduction Consultants Pvt. Ltd.,  
S.C.M LANE, Pattom P.O, Trivandrum – 695 004.

Subject: Testimonial for Exceptional Consultancy Services

Dear Ninan,

I am writing this testimonial to express my utmost satisfaction and gratitude for the remarkable consultancy services you have provided to Aura Industrial Equipment and Projects. Your expertise in cost reduction, cash flow analysis and improvement, business strategy, and 5S and lean manufacturing methods has been instrumental in driving our company's success and growth.

Since engaging your services, we have witnessed an outstanding transformation in our business operations and overall performance. Our revenue has experienced a remarkable year-on-year growth rate of over 40%, a clear testament to the effectiveness of your strategies and recommendations during the past two financial years. This growth has been achieved while maintaining a positive net cash flow, which has greatly contributed to the financial stability and sustainability of our organization.

One of the most significant impacts of your consultancy has been the acquisition of new customers. Your efforts in refining our business strategy and implementing effective marketing approaches have resulted in a steady influx of new clients. We are now enjoying a broader customer base, expanding our market reach, and gaining a competitive advantage in our industry. This has undoubtedly contributed to our revenue growth and long-term business success.

Furthermore, your focus on employee empowerment and training has had a profound effect on our workforce. Through your guidance, our employees have been equipped with the necessary tools, knowledge, and motivation to excel in their respective roles. The implementation of 5S and lean manufacturing methods has enhanced our operational efficiency, streamlined processes, and fostered a culture of continuous improvement. As a result, our team is now more cohesive, productive, and aligned towards achieving our organizational goals.

I would also like to commend your professionalism, dedication, and collaborative approach throughout the entire engagement. Your ability to understand our unique business challenges and tailor your solutions accordingly has been remarkable. You have consistently demonstrated exceptional communication skills, actively listening to our concerns, and providing practical and actionable advice.

In summary, your consultancy services have been invaluable to our company's growth and success. I have no hesitation in recommending your services to any organization seeking to enhance their financial performance, optimize operations, and achieve sustainable growth. Your expertise, combined with your commitment to delivering results, sets you apart as an outstanding consultant.

Once again, thank you for your exceptional support and contributions to Aura Industrial Equipment and Projects Pvt Ltd. We are genuinely grateful for the positive impact you have made on our organization. Please feel free to utilize this testimonial as a reference for your future endeavors, and I would be more than happy to provide further recommendations or answer any inquiries from potential clients.

Wishing you continued success in your consultancy career.

Yours sincerely,

For Aura Industrial Equipment and Projects Pvt Ltd.

  
(P. Krishnamurthy)  
Managing Director



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**"I attended the workshop on Cost reduction @ Operational level" conducted by DeltaEta. Applying the principles learnt we could reduce our power consumption by 40 units in air compressor. (We reduced the operating pressure of individual pneumatic cylinders.) The ideas learnt helped us to identify the opportunities and tap it successfully."**

**- J Vijay Anand, Tamilnadu.**

**"Happy to associate with Delta Eta for implementing 5s in our office. They understand our problems and find the right solutions. In a short span of time we could identify and clear most of the unused materials. They even helped us identifying a new lunch room for the staff, a place which was unutilized till now."**

**- Alex Antony, Kerala.**

**"It was a bit difficult in the beginning but I did understand eventually and it was relatively excellent than. The workshop regarding implementing cost reduction was really interesting and instructive, I feel it has given me enough to explore and has also made a lot more analytical about investigating with cost reduction & improve profit of organization."**

**- Gambhirsinh Solanki , Gujarat.**



# DeltaEta Cost Reduction Consultants Private Limited

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*MSME: UDYAM-KL-12-0053030*

*GST: 32AAECD6418J1ZR*

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