

# Unlocking Success

Seamlessly Transforming Businesses  
with Next-Level Smart Solutions





# Unleash Business Brilliance with **BSMART.**

At BSMART, we offer comprehensive smart solutions tailored to the distinct needs of your business. Our team, consisting of over a hundred seasoned professionals with a remarkable 25-year track record, is spread across three global offices, delivering top-notch financial advice and services. We are committed to ensuring your financial well-being and adeptly handling any financial challenges you may face.

Employing advanced technology, we provide efficient and secure financial solutions, ensuring data security and client confidentiality are at the forefront of our services. As your trusted partners, we offer a seamless suite of services designed to make your business operations smoother and more successful.

We also take pride in our notable achievements, including being honored with the prestigious “Maharashtra’s Pillars of Strength” award in 2022. This accolade, presented by the Honorable Governor of Maharashtra, Shri Bhagat Singh Koshiyari, is a testament to our dedication to excellence and the impactful contributions of our young entrepreneurs and achievers.

# Meet the Team:

Trust our seasoned professionals at BSMART, who bring together a wealth of collective experience in the financial and business consulting industry. With over 25 years of operations, we have served a broad spectrum of clients across various industries and sectors, offering comprehensive solutions and strategic guidance to ensure business success.

At BSMART, we pride ourselves on a team that is not just technologically adept but deeply passionate about empowering businesses in the competitive market. Our team is our greatest asset, a mosaic of diverse talents and expertise, each member bringing a unique blend of knowledge and experience.

## CA Sachin Parakh Founder

Meet Sachin, the driving force behind BSMART, with over 25 years of diverse industry consulting experience. His expertise spans Investment Banking, IPO Guidance, Debt Syndication, Financial Structuring, and more. Sachin's visionary leadership has propelled BSMART's growth from a small team to a multi-location powerhouse. Committed to quality, he specializes in guiding MSMEs and family businesses towards growth.



## CA Bhushan Shah Partner

Meet Bhushan, the leader of our Strategic Proposal division at BSMART. He's your go-to partner for understanding your unique objectives and crafting tailored solutions. With a wealth of experience in SOP, SFHC, financial accounting, and management consultancy, Bhushan advises a diverse clientele, from startups to global corporations. His expertise encompasses enhancing internal control systems, financial planning, joint ventures, mergers, acquisitions, and project finance consultancy.



## **D N Panchal** Director

Damodar brings over 25 years of invaluable expertise to BSMART. His specializations encompass traditional Accounting & bookkeeping services, financial reporting, and tax planning & preparations. He's a detail-oriented and meticulous expert, ensuring strict compliance with direct and indirect taxes, tax audits, and statutory audits as per government guidelines. His advisory and financial accounting services have empowered a diverse range of clients, propelling them toward financial success and growth.



## **CA Abhishek Jhunjhunwala** Partner

With over 12 years of consulting experience, Abhishek is a versatile professional well-versed in all service verticals. His expertise spans Investment Banking, Financial Structuring, Legal Structuring, IPO Guidance, Debt Syndication, Management Consultancy, and Direct Tax Consultancy. Abhishek's instrumental role in developing BSMART's Investment Banking practice underscores his unwavering commitment to excellence.



## **Prashant Shah** Founder Director, BSMART UK

Prashant, with over 15 years of financial services experience, leads UK BSMART as Head, bringing a wealth of expertise in building and leading top-tier finance functions. His proven track record includes complex post-acquisition integrations, management information transformations, and spearheading M&A processes for major financial organizations. Prashant excels in implementing precise reporting solutions and fostering open communication, all while adopting an adaptable and empathetic management style.



# Our comprehensive range of **Smart Solutions**, includes,

## Smart Financial Health Check

In India's dynamic business landscape, success requires more than just a strong start. To secure long-term prosperity, a healthy financial profile is essential. Introducing the Smart Financial Health Check (SFHC) service – analyze and optimize your business's financial well-being.

With SFHC, we comprehensively assess your financial health, identifying risks and irregularities. Receive a Financial Health Scorecard and personalized recommendations to drive sustainable growth. Safeguard your business's financial future with SFHC.



### Key Features:

- Optimize financial health.
- Access a Financial Health Scorecard.
- Implement tailored risk strategies.
- Anticipate potential dangers.
- Ensure sustainable growth with SFHC.
- Strengthen financial resilience.

## Business Process Standardisation (SOP)

Achieve operational excellence with BSMART's tailor-made business process standardisation (SOP) services. Our experienced team develops custom SOPs for your operational and financial processes, minimizing errors, increasing efficiency, and driving optimal outcomes.

Simplify working procedures, ensure product and service consistency, and foster better collaboration. Streamline operations, optimize performance, and position your business for sustainable growth with BSMART's SOP solutions.



### Key Features:

- Synchronized Growth with Tailored SOPs
- Ensure Quality & Consistency
- Safeguard Knowledge & Procedures
- Save Time & Costs
- Enhance Associate Efficiency

## Investment Banking

At BSMART, we provide tailored investment banking services to boost your financial strategy. Our connections with fund houses and banks worldwide enable us to meet your varied capital needs, offering both debt and equity funding solutions. We guide businesses in availing private equity, prepare them for IPOs, and offer comprehensive debt funding support, including business plans and loan restructuring. Leveraging our industry expertise and network, we focus on unlocking growth and maximizing capital potential.



### Comprehensive Services:

- Funding advisory
- Domestic and international debt/equity funding
- SME IPO and Main Board IPO preparedness and guidance
- Mergers and acquisitions
- Preparation of valuation, business plans, investment pitches, information memorandums, etc.
- Conducting due diligence

## Financial Consultancy

Our consultancy service transcends conventional approaches, centring on delivering bespoke financial strategies and implementations. Our committed team of specialists collaborates closely with clients, delving into their financial standing, comprehending their aspirations, and shaping a robust financial itinerary that caters precisely to their requirements.



### Comprehensive Services:

- Cash Flow Management
- Budgeting and Forecasting
- Advisory on Financial Matters
- Review of Financials and Asset Allocation
- Insurance Advisory
- MIS Reporting
- Strategic Planning
- Operations Optimization
- Financial Statements Analysis and Restructuring
- Business Structure Finalization
- Succession Planning



## Allied Services

At BSMART, our comprehensive services are designed to meet all your business needs. Our expertise spans Audit & Assurance, Tax Consultancy, Legal Advisory, Agreement Drafting, Secretarial Compliances, and assistance with Registrations & Business Setup. Our dedicated team provides top-notch solutions, ensuring your business operates smoothly and complies with all regulatory standards.

**Audit & Assurance Services:** Ensuring accurate financial statements, regulatory compliance, and valuable insights for improved financial performance.

**Direct & Indirect Tax Consultancy:** Expert tax advice, planning strategies, and compliance support for optimized tax positions.

**Legal Advisory & Agreement Drafting:** Comprehensive legal support, expert advice, and secure agreements to safeguard business interests.

**Secretarial Compliance:** Ensuring statutory requirements and corporate governance for uninterrupted business operations.

**Registrations & Setting Up of Entities in India:** Simplifying the process of starting a business with seamless registrations and compliant establishment in India.



## Smartsource

Companies worldwide can realize significant advantages by outsourcing their accounting and bookkeeping services to BSMART. With over 25 years of expertise, BSMART offers precise and dependable management of transactions, reconciliations, consolidations, and various other financial operations. Opting for accounts outsourcing services through BSMART, businesses can save up to 40% in costs compared to sustaining an in-house accounting department.

**Book-Keeping Services:** Ensure meticulous recording and organization of financial transactions to maintain accurate and up-to-date financial records.

**Management & Financial Accounting:** Gain insights into your company's financial health and performance through detailed analysis and reporting, enabling informed decision-making.

**Management Consultancy:** Benefit from expert advice and strategic insights to optimize operational efficiency, foster growth, and tackle business challenges effectively.

**Virtual CFO Services:** Access the expertise of a Chief Financial Officer on a virtual basis, guiding your financial strategy, planning, and execution for sustainable business success.





# Case Stories

## From Employee to First-Generation Entrepreneur

In 2011, a seasoned IT professional with 15 years of experience in the software industry faced a life-changing decision—transition from employee to entrepreneur by taking over a new company. BSMART, a trusted financial solutions provider, played a pivotal role in facilitating this transformation.

**The Challenge:** The individual lacked prior entrepreneurial experience and needed guidance to embrace the new role.

**The Solution:** BSMART acted as a mentor, guiding the individual through mindset shifts, feasibility assessments, takeover processes, due diligence, and family integration.

**The Result:** Under BSMART's guidance, the individual successfully transitioned to a first-generation entrepreneur, expanded the business, and achieved significant financial growth.

## Conclusion

For aspiring entrepreneurs seeking to venture into new domains and make a mark in the business world, BSMART offers invaluable expertise and assistance to navigate the path to success.

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## Unlocking Untapped Potential: The journey of a famed laboratory equipment dealer under the expert guidance of BSMART

A prominent family-run laboratory equipment dealer, facing funding, manpower, and growth challenges, made a pivotal decision to partner with BSMART. This trusted financial consultancy firm played a key role in transforming the company into a Private Limited entity and harnessing the untapped potential of the laboratory equipment market.

**The Challenge:** The laboratory equipment dealer encountered obstacles such as limited funding, workforce retention issues, and slow market expansion.

**The Solution:** BSMART provided a comprehensive solution to address these challenges and unlock growth:

- **Conversion to Private Limited**
- **Next-Generation Leadership:**
- **Shareholding Restructuring**
- **Delegation of Responsibilities**
- **SOPs and Systematic Processes**

**The Result:** The collaboration led to remarkable outcomes including exponential growth, And a national expansion of the client base.

## Conclusion

The success story of the laboratory equipment dealer, guided by the expertise of BSMART, underscores the transformative impact of financial proficiency and strategic planning. For businesses operating in the laboratory equipment sector eager to unlock their untapped potential and achieve substantial growth, BSMART offers the precise expertise and guidance needed to navigate the path to success.

# What Sets Us Apart

In a market saturated with both conventional CA consultants and modern consulting firms, BSMART carves its unique niche through a balanced approach. While we embrace the innovative strategies characteristic of new-age firms, our foundation is firmly rooted in decades of financial expertise. This blend allows us to offer the best of both worlds: the agility and tech-savviness of contemporary consulting coupled with the reliability and depth of traditional financial wisdom. Our dynamic adaptability to ever-changing business environments, combined with our commitment to timeless financial principles, ensures that our clients' long-term objectives are always at the forefront, distinguishing us in a field of either/or options.

## Dream Big & Plan SMART With BSMART! Get Started Today.

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