

PRO-CONSULTING SOLUTIONS

Facilitating Realistically Executable Solutions for Growth

Business consultants help companies overcome challenges, increase revenue, and grow dynamically. It is important to ensure business consultants have experience and previous success with companies. Business consultants may charge by the project or the hour or require daily or monthly retainers.

Business consultants provide management consulting to help organizations improve their performance and efficiency. These professionals analyze businesses and create solutions while also helping companies meet their goals. Business owners should consider hiring business consultants when they need help or perspective on their chosen path or a catalyst for change in their companies.

Pro-Consulting Solutions is a management consulting firm focusing on providing realistic and executable solutions for growth. Founded with a vision to be recognized for its expertise across business sectors, the company works with its clients to help them achieve their business objectives through improvements (wherever required) to enhance performance and ensure sustainability.

It specializes and assists professional firms and companies by:

- People Strategy and Talent Sourcing requirements
- Enhancing presence, visibility and ensuring effective outreach
- Analyse and assist in improving people and business performance

Differentiated by its core values, the company believes in 'Out of the Box' thinking and therefore, have an 'open door policy', encouraging its team members to speak their mind out, build trust, instill confidence, and support creativity. Adhering to the highest professional standards, the company's client communication and honest client feedbacks and analysis have helped the team of Pro-Consulting remain distinguished in a short period. Let us read more about its dynamics in the given below interview:

Brief us on how you have made an impact in the consultancy niche through your expertise in the market?

Having worked in the legal industry for over 13 years, first with a top tier law firm initially for a couple of years and

thereafter, as a core team of another leading law firm management consulting company for close to 12 years, the founders have worked for more than 250+ clients and been involved in the evolution and professionalization of legal practice set-ups, credited for their unique ideas and its implementation.

As the businesses were looking to professionalizing their set-ups, implementing global best practices, exploring ways to connect to a global perspective clientele and be digitally present and available; the founders have worked with these firms assisting them with their Branding, Human Resource, Practice Development, and Growth strategies as well as supporting them for its smooth implementation.

Brief us about the featured person(s) and their journey in the consulting industry.

(Ms.) KOMAL GARG

Co-Founder and Principal (Talent Acquisition and Strategy)

As a Co-Founder and Principal Talent Consultant at Pro-Consulting Solutions, Komal Garg, works for leading professional as well business organizations assisting them with manpower requirements. With over 15 years of experience, she has worked with various leading talent sourcing organizations specializing in Legal, Business Support, IT/ITES, and FMCG sectors.

She has been at the forefront of legal talent sourcing for more than 10 years, working on 200+ legal positions catering to diverse practice areas like projects and infrastructure, corporate and commercial, real estate, litigation, alternate dispute resolution, intellectual property laws, insolvency, and bankruptcy, competition law and corporate taxation amongst many more.

(Dr.) VIVEK DAS

Co-Founder and Principal (Law Firm Management and Strategy)

Vivek is a Co-founder of Pro-Consulting Solutions and specializes in Strategic Communications and Client Outreach, servicing some of the best brands in the Legal, Software, telecommunications, Hospitality, Healthcare, and Retail businesses, among others.

For over 15 years, he has worked closely with the senior leadership, partners, and practice groups of leading Indian law firms, assisting them on areas pertaining to branding and market visibility, internal communications, business development and network management, talent management, and strategic growth.



Ms. Komal Garg
Co-Founder and Principal

“ A good consultancy will always listen to your issues, try to understand your line of business, and learn your desired expectations, before suggesting solutions ”



Dr. Vivek Das
Co-Founder and Principal

What are/were the challenges you and your team come across in your day-to-day operations?

With the Covid situation being underway, we had invested and ensured a good IT Infrastructure for remote accessibility and seamless communication; however, adjusting to the virtual mode of working was a big challenge initially. As the nature of consulting, which requires a lot of personal interaction, attention, deliberation, and discussion; the otherwise shorter physical meetings were getting replaced with longer virtual calls, thereby, leading to higher engagement and longer working hours. Though the higher client engagement was heartening, the delayed cash flows and new mandates with fixed costs mounting up kept testing.

However, as the lockdown norms were eased, and business activities slowly started, things are now shaping up albeit slowly. Our office operations have resumed (of course following all safety protocols) and the client physical meetings have begun too.

Taking into consideration, the current pandemic, and its impact on global economies, how are you driving your organization to sustain operations and ensuring the safety of your employees at the same time?

As stated in the previous section, during the ongoing pandemic we have built a robust IT infrastructure to remain accessible and provide timely support to our clients. Having been acquainted with the virtual mode of operation, we have also worked on IT-enabled solutions for our clients by blending the IT into consulting solutions and have successfully rolled it for our clients.

What would be your advice to budding entrepreneurs who aspire to venture into the consultancy sector?

Our advice to the budding entrepreneurs is to – first introspect whether you want to do what you are doing and then keep calm and be focused. Finding an escape route or thinking of alternative options just because things are not working doesn't help in the consulting domain where – experience, reputation, and perseverance of consultants count a lot. Education, professional affiliations, and relationships in the industry matter, and therefore, needs thought through strategy as well as an investment of time.

Where do you envision your organization to be in the long run and what are your future goals?

We yearn to be the most trusted and respected consulting organization in India, catering to a global clientele while continuing to make a difference by professionalizing legal and other professional set-ups and helping them achieve their business objectives.

Give us a few testimonials of your clients that accurately highlight your organization's position in the market. (if available/ permissible)

"Vivek is a fantastic person to work with. He makes effort to understand the client and their real requirements. As a professional, I find him very insightful and highly responsive."

- Co-Founder of a Top Tier Firm.

"The team is highly professional and resourceful. I highly recommend them."

– Senior Partner, Tier II Full-service law firm.

"They have a great domain understanding and expertise. They often walk that extra mile to ensure that the interests of the Firm are being taken care of. Responsive and Professional."

–Managing Partner – Top Tier, Full-Service Law Firm.

"They bring great value to propositions and are immaculate with strategy. Surely knows their domain and is a delight to work with."

– Senior Supreme Court Lawyer.

According to you, how does one find the right consultancy? What nuances make a consultancy stand out from the crowd?

Finding the right consultancy would require one to be sure of their business objectives. One must have defined goals, be it improving business performance/sales turnover, reducing attritions, setting up newer practices/divisions, skill training for employees, and /or need for organic/inorganic growth. For results, expectations must be set right. One should always check the experience of consultants and if deem fit, even ask for client references (to cross-check their claims).

Connecting / Meeting your consultants is a must to assess their understanding of your issues and their approach to solutions. Clarity on scope and professional fees should be sought and understood at the start to avoid last-minute surprises.

A good consultancy will always listen to your issues, try to understand your line of business, and learn your desired expectations, before suggesting solutions. This means, having analyzed your problem, the consultant will provide a practical/pragmatic solution which will be a mix of proven methods, a bit of 'out of box thinking' suiting your pocket, and yielding desired results in the least possible time. 

