Umesh Baganikar

Co-founder, BEtS

BEtS

+91 - 96733 30851
umesh@bets.consulting
www.bets.consulting

Umesh, with his vast 30 + years professional experience has terraformed many industries to meet their aspirations. He has global professional experience in multinational organisation, leading large business units. Throughout his extensive career, he has navigated a variety of complex business scenarios and collaborated with diverse vendors and partners across the globe. This hands-on experience has equipped him with deep insights into organizational challenges and effective strategies for overcoming them.

Professional Training

Leading a Global Organization

Management Development Program, IIM Ahmedabad

Six Sigma Master Black Belt Certification (SSC, International)

Professional Experience

President Director,
CPSI, Indonesia (2 years)

General Manager,
P&L head of SBU,
A Large indian MNC (8 years)

Global Six Sigma Coordinator
A Large indian MNC (2 years)

Every organization aspires to achieve
"Sustainable Profitable Growth."

However, even in favorable business environments, many companies continue to face the challenge of balancing uncertainty and stability. Leading indicators of this struggle include:

- Inconsistent and unpredictable growth
- Fluctuating and thin profit margins
- Operational inefficiencies

Vital reasons for these facts are :

- Inadequate business acumen
- Weak financial governance and frameworks
- A disregard for proven management practices
- Poor adherence to established systems

Contribution to the Industry

- ***Transformation of an Automation OEM:***
  Achieved 166% growth in revenue and improved profit margins from negative to 15% by:
  - Implementing robust management systems
  - Strengthening financial governance

- ***Revitalization of an Export-Oriented Manufacturing Unit:***
  Enhanced global customer preference and market expansion through:
  - Organizational restructuring
  - Adopting LEAN principles across processes
  - Streamlining the supply chain

- ***Transformation of a service industry:***
  Enhanced functions and systemes of an unorganized industry through :
  - Implementing Financial Governance and Framework
  - Changing approach from self centric to customer centric
  - Setting up future proof system

- ***Building a Six Sigma Culture in a Large Multinational:***
  Reduced the cost of poor quality by 90% and significantly improved customer perception of quality and delivery