



ATUL VAID

Strategy | Growth | Change

I have been a strategy advisory consultant for over two decades, with TCS, PwC, KPMG, GE Capital and Accenture.

I help clients develop growth strategy with particular reference to growth through new products/services and market entry initiatives; and execute through change management and program management.

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ORGANIZATION DEVELOPMENT MAJOR INDIAN COOPERATIVE BANK

Background/Context

The client was a co-operative bank incorporated in 1965, originally established as a credit society, to serve economically weaker sections of society in Mumbai (Maharashtra, India).

Approach/Process

The project involved the analysis of the performance of the banking industry and of the co-operative sector, with a focus on financing of micro-level industrial infrastructure, identification of growth areas, and assessment of the bank's competitive ability. These inputs were used to analyze and recommend structural changes to the organization.

Issue/Need

The bank needed to expand its portfolio of services to meet the changing needs of its customer base; and had to stay abreast of changes in the banking regulatory environment. It wished to assess the organizational changes this would entail.

Delivered

- POV on banking sector in India
- Trends in micro-financing and steps taken by competitors in the co-operative banking space.
- Capability assessments
- Organization structure changes in terms of structure, processes, roles and responsibilities.