



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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INTERNATIONAL SCHOOL ESTABLISHMENT INTERNATIONAL IB EDUCATIONAL SCHOOL CHAIN

Client Description

The client was a global school chain, headquartered in the UK, offering residential IB programs in 12 countries, and known for the quality of its rigorous and progressive teaching programs.

Process

The project involved identification of a project site, conceptualizing the campus habitat and International Baccalaureate (IB) curriculum for India. As this was the first IB program in India, it required interacting with various educational regulatory bodies in London, Geneva, Bombay and Delhi, to identify compatibility with Indian education systems, and to assess acceptability of the IB model amongst students. It led to developing a model to assess the financial feasibility of the project.

Issue/Need

The client planned to collaborate with a premier Indian corporate group to establish their first Indian school and wished to assess the feasibility of their education model in the Indian context.

Deliverables

1. Country student profile
2. Architectural Concept
3. Comparison of IB and Indian systems, and feedback on compatibility issues.
4. Business Case
5. Risk Factors and Sensitivity analysis