



Aum Hospitality Consultants

Hotel & Resort Project & Management Consultants

**Presentation on Profile &
Development of New
Hotels & Resorts Projects**





Aum Hospitality Consultants Hotel & Resort Project & Management Consultants

Choose a Consultant that has skills with
Industry Background & Can help you
with your Business



Introduction to Aum Hospitality Consultants

- **Aum Consultants** is a full-service **Hotel & Resort Project & Management Consulting Company**. The company consults Business Hotels, Boutique Hotels, Budget Hotels, Theme Resorts, Camping Resorts, Clubs, Theme Restaurants, Conference & Banquet Halls & so on and deliver clients with the result driven Hospitality Management Services in all areas of Hotels. In a nutshell, from Concept to Commissioning.
- We provide a detailed Consultancy in Hotel Project Technical Planning and ensure the delivery of optimum returns on the investment. Our focused attitude ensures leverage of hotel assets, greater occupancy, and enhanced levels of service quality and operational performance.
- **Aum Consultants** was founded on the principle that consultants should deliver sustainable and measurable results—not just reports & lots of paperwork to our clients. We believe a consulting firm should be more than an advisor. Our approach to consulting is to deliver enduring results for our clients and build lasting relationships with them. We look at each organization from the Chief Executive's perspective and care for our clients' businesses as our own. We align our incentives with their objectives, meaning that we prosper only if our clients prosper. Our recommendations are individually tailored for each client's situation.





We primarily focus on following types of Hospitality Business as a Consultant:

- ▶ Greenfield Large Hotels & Resort Projects – 50-250 Rooms
- ▶ Greenfield Boutique Hotels & Resort Projects – 10-50 Rooms
- ▶ Greenfield Luxury Glamping & Camping Facilities
- ▶ Greenfield Restaurants, Food Malls, Food Court Projects
- ▶ Hotel Operator Search
- ▶ Kitchen Designing & Menu Engineering
- ▶ Setting Up Hotel, Resort, Restaurant Operations with Audit Trails for existing units
- ▶ Cloud Kitchen Set Up
- ▶ Talent Acquisition - Sr Positions Placement & Recruitment Services - VP, GM, F&B Manager, FOM, Chefs, EHK
- ▶ Learning & Development



Profile Of Mr Subodh V. Gupte

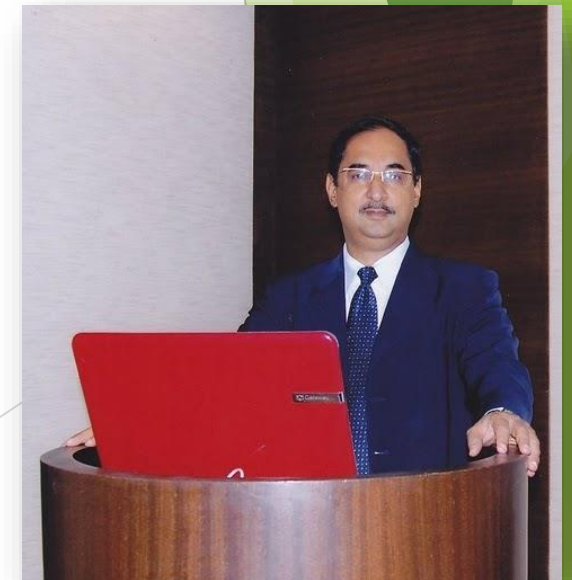
A dynamic business leader with a proven track record in the hospitality industry. He has put his vast experience to good use by replicating success in domestic and international markets along with major full-service operations in Resort, Convention, Business Transient and Boutique Settings. He is adept at delivering profits and good returns investment by executing strategies for robust bottom line and quality delivery. He puts his strong leadership, communication skills and knack of recruiting right candidate to good use. At the same time, he has been promoting good camaraderie among the candidates that has provided a steppingstone for earning promotions. He is armed with a Diploma in Hotel Management Catering Technology & applied Nutrition from **IHMCTAN, Dadar, Mumbai, in 1982.**

Mr Gupte has extensive exposure in hospitality for the last 30 years to name a few – Ramada Inn Palm Groves (Mumbai), Taj Blue Diamond (Pune), Duke's Retreat/Upper Deck Resort (Lonavala), 250 rooms Five Star Hotel at Baroda by Kamat Hotels, 125 rooms Five Star Hotel -Daspalla Hotels, Hyderabad & setting up of operations of four Hotels of Blanket Hospitality Ventures in Kerala. He was instrumental in setting up Greenarth Leisure Pvt Ltd, a Chain of Theme Resorts all near Mumbai & 75 Keys Luxury Resort at Karjat

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Mr Subodh Gupte, Principal Consultant started this Hospitality Consultancy Services in April 2014





Vision

- ❖ To offer advisory & consulting services for hospitality projects & operations with the focused attitude of reducing costs & increasing revenues

Mission

- ❖ To focus on client's agenda and deliver optimum returns on the investment. To ensure leverage of hotel assets, greater occupancy, and enhanced levels of service quality and operational performance.

Suggested Business Models



Club House

Theme Restaurants

Boutique Hotels

Business Hotels

Theme Resorts

Sports Resorts

Adventure Tourism Resorts Tented Jungle Lodges

Camping Resorts

Caravan Tourism

Agri Tourism

Home Stays

Index of Hospitality Services Offered

- ▶ INITIAL START-UP SERVICES & PROJECT CONCEPTUALIZATION
- ▶ TECHNICAL SERVICES & FACILITY PLANNING
- ▶ PRE-OPENING, HOTEL OPERATIONS & MANAGEMENT SERVICES
- ▶ POST-OPENING STAGE {LIMITED FOR ONE MONTH}





Initial Start-up Services & Project Conceptualization

Initial Start-Up Services
Conceptualization of a Project
Hotel Operator Search



Technical Services & Facility Planning

Construction and Design Services
Physical Infrastructure & Facility Planning
PMC & Planning of Infrastructure
Planning of Technical Areas & Implementation
Food & Beverage Designs & Plans

Details of Hospitality Services Offered

Pre-Opening (Hotel Operations & Management Services)

- ❖ Hotel Operations and Management Services
- ❖ Food & Beverages (Core expertise)
- ❖ Marketing Services
- ❖ Final Touch Up

Post-Opening Services

- ❖ Increasing Profit and Sales
- ❖ Value Additions {Performance Enhancement & Audits}

Projects Completed & Ongoing: 2014 -23



1. Project Planning & Operations Set Up of 25 Rooms High-end Hotel at Manor.
2. Project Planning & Execution of 25 Keys Hotel at Shirol On Mumbai-Nasik HW
3. Project Planning & Execution of 30 Keys Boutique Hotel at Wada, Near Thane
4. Project Planning & Execution of 30 Keys Boutique Hotel at Pali Near Khopoli
5. Conceptualization & Project Planning of 50 Keys Hotel at Tapola Near M'war.
6. Conceptualization & Project Planning of 50 Keys Boutique Hotel at Roha on Goa HW.
7. Conceptualization & Project Planning of 25 Keys Boutique Hotel at Murbad.
8. Leasing & Successful Managing 20 Keys Boutique Hotel at North Goa
9. Operational & Marketing Set up of Luxury 100 Keys Hotel at Igatpuri, near Mumbai
10. Conceptualization with Primary Feasibility of Agri Tourism at Dahanu.
11. Project Planning, Coordination, Executing Interior Designing of Commercial Office in Andheri.
12. Conceptualization & Project Planning of Luxury Jungle Lodge at Tanzania.
13. Conceptualization, Planning & Operations Set up of 75 Keys Hotel at Karjat
14. Operational & Marketing Set up of Luxury 100 Keys Hotels at Igatpuri, near Mumbai
15. Ops. Set Up, Manpower Recruitment, SOP's, Manuals for 100 Keys Hotel in MP
16. Proj. Planning & Ops. Set up of 25 Keys Hotel with Adventure Tourism Facilities at Murbad.
17. Conceptualization & Project Planning of 60 Keys Agri Tourism HOTELS at Satara.
18. Conceptualization & Project Planning of 50 Keys Hotel at Satara, near Pune
19. Conceptualization & Project Planning of Club House at Karjat, near Mumbai
20. Conceptualization & Project Planning of 50 Keys Hotel & Beach touch Restaurant & Camping site at Shrivardhan
21. Conceptualization & Project Planning of 70 Keys Hotel & Resort Dapoli
22. Conceptualization & Project Planning of 30 Keys Hotel & Food Court at Wardha
23. Conceptualization & Project Planning of 75 Keys Island Hotel & Resort at Mahad
24. Conceptualization, Project Planning & Execution of 100 Villas & Club House at Pali.
25. Conceptualization, Project Planning & Execution of 50 Keys Resort at Alibaug.- Ongoing
26. Conceptualization, Project Planning & Execution of 100 Villas Resort at Khopoli.
27. Conceptualization, Project Planning & Execution of 125 Keys Luxury Resort near Pune.
28. Cloud Kitchen Concept & execution at Raipur.
29. Conceptualization, project Planning & Execution of operations set up of 1 Lac sq.ft. Five Star Club at Nagpur.
30. Setting up of kitchen, banquets & restaurant of 16k sq.ft. at Raipur – Ongoing.
31. Operations Set Up of 40 keys hotel in Narsinghpur, M.P.
32. Conceptualization, Project Planning & Execution of 50 keys Resort & Spa at Manchar near Pune
33. Hotel Operations set up for a boutique resort near Lonavala.

*Thank
you*



Subodh Gupte - Principal Consultant
HMCT. IHM. Mumbai 1982

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