

Aum Hospitality  
Consultants



# Consultancy Portfolio

**Aum Hospitality Consultants**

Hotel & Resort Project &  
Management Consultants

# About Us



- **Aum Hospitality Consultants** is a **versatile** Hotel & Resort Project & Management Consulting Company that **consults, delivers, and assures** the best results for various hospitality ventures, such as Business Hotels, Boutique Hotels, Budget Hotels, Theme Resorts, Camping Resorts, Clubs, Theme Restaurants, Conference & Banquet Halls, and so on. From **Concept to Commissioning**, we **deliver** detailed Consultancy in **Hotel Project Technical Planning** and **maximize** the returns on the investment. Our focused attitude **improves** hotel assets, **boosts occupancy**, and **elevates** service quality and operational performance.
- **Aum Hospitality 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 **generate** long-term results for our clients and **develop** solid relationships with them. We look at each organization from the Chief Executive’s perspective and **respect** our clients’ businesses as our own. We **link** our incentives with their objectives, meaning that we **grow** only if our clients grow. Our recommendations are individually tailored for each client’s project.

# About the Company

Aum Hospitality Consultants, under the leadership of Mr. Subodh Gupte, is a versatile and results-oriented consultancy firm in the hospitality sector. Here are some key highlights:

- **Comprehensive Services:** Aum Hospitality Consultants offers a broad spectrum of services, covering various segments within the hospitality industry, such as Business Hotels, Boutique Hotels, Budget Hotels, Theme Resorts, Camping Resorts, Clubs, Theme Restaurants, Conference & Banquet Halls. This indicates a wide-ranging expertise that can cater to different client needs.



**Subodh Gupte, IHM, Dadar, Mumbai 1982**  
**Principal Consultant**

# Company Profile



- **Result-Driven Approach:** The company emphasizes delivering result-driven Hospitality Management Services, indicating a commitment to achieving tangible outcomes for clients. This includes a focus on optimizing hotel assets, increasing occupancy rates, and enhancing service quality and operational performance.
- **Technical Planning Expertise:** Aum Hospitality Consultants provides detailed consultancy in Hotel Project Technical Planning, ensuring that projects are well-planned and executed. This expertise contributes to the overall success of hotel and resort projects by optimizing returns on investment.
- **Proven Leadership:** Mr. Subodh Gupte, the Principal Consultant, is highlighted as a dynamic business leader with a proven track record. His success in replicating achievements in both domestic and international markets, across various hospitality settings, showcases his adaptability and strategic leadership skills.
- **Financial Acumen:** The mention of Mr. Gupte's ability to deliver profits and good returns on investment reflects a strong financial acumen. The execution of strategies for a robust bottom line and quality delivery suggests a focus on sustainable and profitable business operations.
- **People Management:** Mr. Gupte's emphasis on strong leadership, effective communication skills, and a knack for recruiting the right candidates demonstrates a commitment to people management. The promotion of camaraderie among candidates and providing steppingstones for promotions indicate a positive and nurturing work environment.
- **Educational Background:** Mr. Gupte's diploma in Hotel Management Catering Technology & Applied Nutrition from IHMCTAN, Dadar, Mumbai, in 1982, adds academic credibility to his extensive practical experience in the industry.
- **Overall, Aum Hospitality Consultants, led by Mr. Subodh Gupte, is a well-rounded consultancy firm with a focus on delivering tangible results, effective project planning, and fostering a positive work culture within the hospitality sector.**

# Company Profile



- **Mr. Subodh Gupte's** extensive exposure and experience in the hospitality industry spanning 40 years showcase a rich and diverse career. Some notable highlights include his contributions to various well-known establishments:
- **Ramada Inn Palm Groves (Mumbai):** A renowned hotel in Mumbai where Mr. Gupte likely gained valuable experience in hotel management and operations.
- **Taj Blue Diamond (Pune):** Another prestigious name in the Indian hospitality sector, indicating Mr. Gupte's involvement in managing high-profile hotels.
- **Duke's Retreat/Upper Deck Resort (Lonavala):** This suggests experience in overseeing resort operations, a crucial aspect given the popularity of Lonavala as a leisure destination.
- **Kamat Hotels (Baroda):** Involvement in the setup of a 250-room Five-Star Hotel, showcasing expertise in large-scale hotel projects.
- **Daspalla Hotels (Hyderabad):** Contribution to the establishment of a 125-room Five-Star Hotel, demonstrating experience in diverse markets.
- **Blanket Hospitality Ventures (Kerala):** Setting up operations for ten hotels in Kerala indicates a wide-ranging involvement in the hospitality sector in a prominent tourist destination.
- **Greenarth Leisure Pvt Ltd:** Instrumental in setting up a chain of theme resorts near Mumbai and a luxury resort at Katjat near Mumbai, showcasing entrepreneurial skills and a focus on theme-based hospitality.
- **Five Star Club in Nagpur:** Currently involved in setting up a large club with international standards and a diverse range of amenities, including multiple restaurants, a bar, a pub, banquet hall, health spa, and various recreational facilities.
- **F&B Expertise:** Mr. Gupte's core expertise in Food and Beverage (F&B) is highlighted, particularly in the planning of kitchens, cuisines, menu planning, and menu engineering. His familiarity with international and national cuisine trends, including Mediterranean, Mexican, Italian, Japanese Sushi, and French Provençale, suggests a commitment to offering diverse culinary experiences.
- **Ongoing Ventures:** The mention of the ongoing project in Nagpur and the website [www.aumconsultants.net](http://www.aumconsultants.net) indicates that Aum Hospitality Consultants, under Mr. Gupte's leadership, continues to be actively involved in the development and management of hospitality projects.
- In summary, Mr. Subodh Gupte's career reflects a wealth of experience across various facets of the hospitality industry, from high-profile hotels to theme resorts and large-scale projects. His expertise in F&B, along with his entrepreneurial ventures, positions him as a seasoned professional in the field. The current projects, including the club in Nagpur, highlight his ongoing commitment to the industry.



## Why Choose us?

Aum Hospitality Consultants was founded in the year April 2014 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.

# Our Mission and Vision



## Mission

To offer advisory & consulting services to hospitality projects & operations with focussed attitude of increasing revenue & reducing costs.

## Vision

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

# Our Goals



## Goal # 1

### **Optimizing Hotel Project Planning and Management:**

**Objective:** Aum Hospitality Consultants aims to provide comprehensive and detailed consultancy services in the technical planning and management of hotel and resort projects.

**Rationale:** By leveraging Mr. Gupte's 40 years of extensive experience in the hospitality industry, the goal is to assist clients in optimizing their investments, ensuring strategic planning, and delivering tangible returns on their projects.



## Goal # 2

### **Excellence in Hospitality Management Services:**

**Objective:** Aum Hospitality Consultants is committed to delivering result-driven hospitality management services across diverse segments of the industry, including Business Hotels, Boutique Hotels, Resorts, and Theme Restaurants.

**Rationale:** The consultancy seeks to enhance hotel assets, improve occupancy rates, elevate service quality, and boost operational performance. The focus is on utilizing Mr. Gupte's leadership skills and experience to deliver profits and quality outcomes for clients.



## Goal # 3

### **Diversification and Innovation in Culinary Experiences:**

**Objective:** Aum Hospitality Consultants, under Mr. Gupte's leadership, aims to bring innovation to Food and Beverage (F&B) services by staying abreast of the latest trends in international and national cuisine planning.

**Rationale:** With Mr. Gupte's core expertise in F&B, the goal is to offer diverse and trendsetting culinary experiences, encompassing various cuisines such as Mediterranean, Mexican, Italian, Japanese Sushi, and French Provençale. This approach aligns with the evolving preferences of modern consumers and enhances the overall guest experience.

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# Our Milestones



# Our Core Expertise

- A. Initial Start-Up Services & Project Conceptualization**
- B. Technical Services & Facility Planning**
- C. Pre-Opening, Hotel Operations & Management Services**
- D. Hotel Operator Search**

## **A. INITIAL START-UP SERVICES**

- Hotel Project Feasibility Study & Business Plan
- Project Conceptualization
- Detailed Computation of EBITDA, P&L, R.O.I. for the Project

## **B. TECHNICAL SERVICES & FACILITY PLANNING**

- Physical Infrastructure & Facility Planning
- Detailed Architect Note with Hotel Design Guidelines
- Planning for Technical Areas, F.O.H. & B.O.H.
- Food & Beverage Designs & Plans (Restaurants, Kitchens, Banquets)

## **C. SETTING UP OF HOTEL OPERATIONS & MANAGEMENT SERVICES**

- Pre-opening Planning, Manpower Planning with Hierarchy, Organization Chart
- Hotel Operations Supplies & Assistance in Procurement
- Design of Hotel Operations SOP's
- Hotel Software (PMS) Selection & Assistance in Hotel Licenses

## **D. HOTEL OPERATOR SEARCH**

- Pre-Marketing & Briefing Document
- Operator/Brand Search
- Operator/Brand Selection & Final Contract Negotiation



# OUR HOSPITALITY VERTICALS

## CONCEPT & FEASIBILITY

We use our core expertise from the hotel industry & prepare concepts and project viability reports

## DEVELOP NEW HOTELS & RESORTS

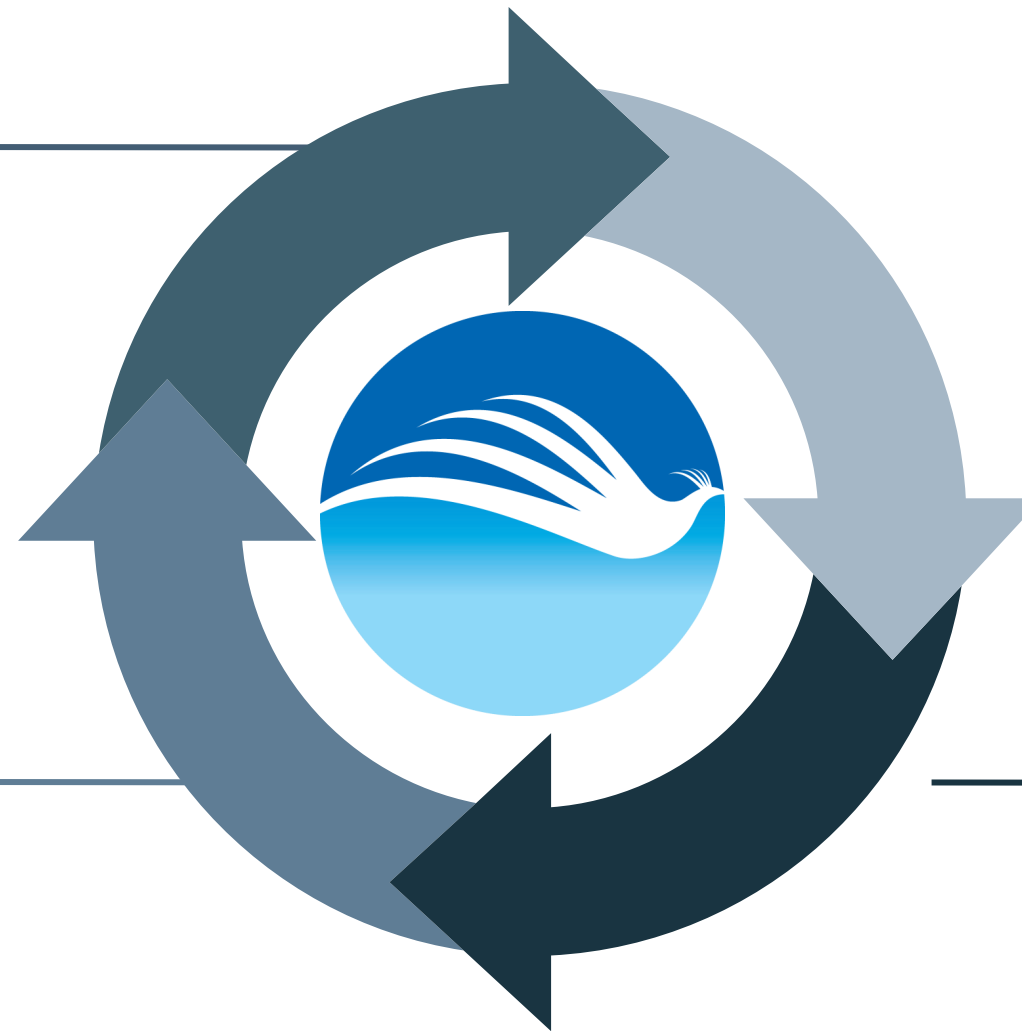
We offer our expertise to develop your New Hotels & Resorts in exotic destination from concept till commissioning

## NEW BOUTIQUE & TENTS RESORTS

We offer our expertise to develop your new Tented & resort in exotic destination from concept till commissioning

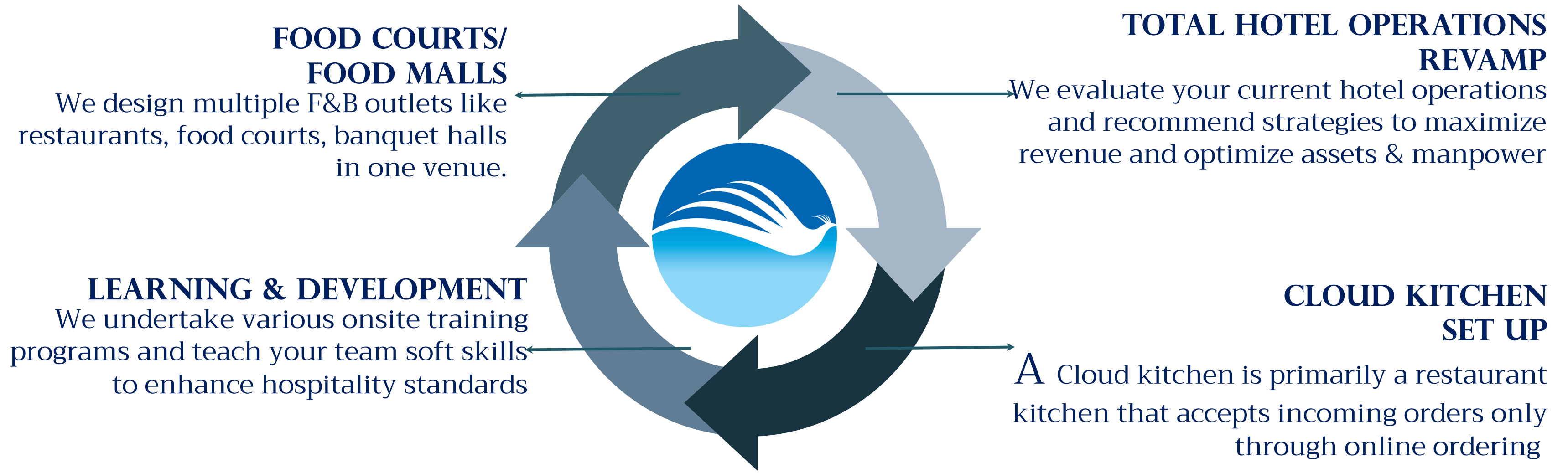
## NEW RESTAURANT PROJECTS

We evaluate your needs on best practices and recommend what suits you the best depending on local demand



AUM HOSPITALITY CONSULTANTS

# OUR HOSPITALITY VERTICALS



AUM HOSPITALITY CONSULTANTS



## HOTEL PROJECTS COMPLETED & ON-GOING 2011 - 24

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 HW.
7. Conceptualization & Project Planning of 25 Keys Boutique Hotel at Murbad.
8. Leasing & Successful Managing 20 Keys Boutique Hotel at North Goa
9. Operations & Marketing Set up of a Luxury 100 Keys Hotel at Igatpuri,
10. Conceptualization with Primary Feasibility of Agri Tourism at Dahanu.
11. Planning, Coordination, Executing Interior Designing of 5000 sq.ft. Commercial Office in Andheri, Mumbai
12. Concept & Project Planning of Luxury Jungle Lodge at Tanzania.
13. Operational & Marketing Set up of Luxury 100 Keys Hotels at Igatpuri, near Mumbai
14. Ops. Set Up, Manpower Recruitment, SOP's, Manuals for 100 Keys Hotel in MP
15. Project Planning & Ops. Set up of 25 Keys Hotel with Adventure Tourism at Murbad.
16. Conceptualization & Project Planning of 60 Keys Agri Tourism HOTELS at Satara.
17. Conceptualization & Project Planning of 50 Keys Hotel at Satara, near Pune
18. Conceptualization & Project Planning of Club House at Karjat, near Mumbai
19. Conceptualization & Project Planning of 90 Keys Hotel & Beach touch Restaurant & Camping site at Shrivardhan

### Lakeview Resort, Manor, MH 2011



# EXPAT SPARSH RESORT KARJAT



## HOTEL PROJECTS COMPLETED & ON-GOING 2011 - 24

20. Conceptualization & Project Planning of 70 Keys Hotel & Resort Dapoli
21. Conceptualization & Project Planning of 30 Keys Hotel & Food Court at Wardha
22. Conceptualization & Project Planning of 75 Keys Island Hotel & Resort at Mahad
23. Conceptualization, Project Planning & Execution of 100 Villas & Club House at Pali.
24. Conceptualization, Project Planning & Execution of 50 Keys Resort at Alibaug.- Ongoing
25. Conceptualization, Project Planning & Execution of 100 Villas Resort at Khopoli.
26. Concept, Planning & Operations Set up of 75 Keys Hotel at Karjat
27. Conceptualization, Project Planning & Execution of 125 Keys Luxury Resort near Pune.
28. Cloud Kitchen Concept & Execution at Raipur.
29. Concept, Project Planning & Execution of operations set up of 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. Project Feasibility Study, Concept, Project Planning & Execution of 50 keys Resort & Spa at Manchar near Pune - ongoing
33. Hotel Operations set up for a boutique resort near Lonavala.
34. Concept, DPR, Feasibility Study, Project Planning & Hotel Operator Search for 100 Keys Hotel at Kalyan, Mumbai
35. Concept, DPR, Feasibility Study, Project Planning & Hotel Operations Set Up for a boutique Pet Resort at Hyderabad – Ongoing.



## Royal Goldfield Club Resort, Dapoli, Konkan, M.S. (Hotel Operations Management)

24 Rooms, International Cricket Stadium, Putting Green, Lawn tennis Court, Swimming Pool, Restaurant, Bar, Conference Room



# Vannraj Resorts, Pench, M.P.

(Hotel Operations Management)

- Up Market Wildlife Resort
- 22 Exclusive Vilas
- Tariff ranging from 15k-75k
- Restaurant, Bar
- Conference Hall
- Swimming Pool, Spa
- Wildlife Safaris





# PUNIR GAURAV RESORT @SHRIWARDHAN, KONKAN 90 KEYS





**GREENARTH LAKEVIEW RESORT MANOR, MH 25 KEYS**

# GREENARTH LAKEVIEW RESORT MANOR, MH



# RUDRAKSH CLUB & RESORT, UJJAIN M.P. 100 KEYS





**RUDRAKSH CLUB & RESORT,  
UJJAIN M.P. 2016**

# RAINFOREST RESORT IGATPURI 100 KEYS 2014

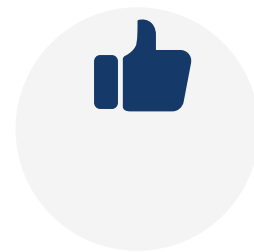


# Happy to Serve You.



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