

Presentation on Profile & Scope of Services for Developing New Restaurant Projects



Aum Hospitality Consultants
Hotel & Resort Project & Management Consultants




Introduction to Aum Hospitality Consultants



Aum Hospitality 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:

- ❖ New Hotels & Resort Projects
- ❖ New Restaurants, Food Malls, Food Court Projects
- ❖ Consulting and Managing existing and running hotel properties

Along with the above services, we also deliver solutions to the following areas of Hospitality:

Hotel Operations

Aum Consultants, Mumbai provides operational consulting to hotel's seeking improved financial performance, guest satisfaction and team morale. Typically, these services include analysis of a hotel's market, competitive strengths and opportunities, and operational recommendations and guidance. Should it be desired, we will assist with the implementation of recommendations at the property level as needed.

After initial survey, we recommend improving your **Operational Efficiencies** and suggest how to increase revenue with greater **Customer Satisfaction** and reducing operational costs.

Staff Training & Development

We also conduct onsite Staff Training Programs. The key ingredient to success is maintaining an exceptional level of guest experience -- customer satisfaction. Implementing a comprehensive training and development program for all staff greatly increases the chances of the hotel providing customer service that meets guests' expectations. It effectively helps in improving guest satisfaction & thereby repeat guests.

Sr Managers Recruitment (Talent Acquisition)

Aum Consultants has indigenously developed "customized" hiring solutions that help our clients to recruit their desired talent pool and attain competitive edge. Our hiring solutions are custom-designed for the individual client-need for specific position. Our Selection process is based on a structured and methodical approach. We handpick crème de la crème from Four Star, Five Star Deluxe properties which will best suit your requirement.

Should you have any requirement of such specialized service, we would be delighted to get associated with your up-coming prestigious Hospitality Projects and request you to go through the detailed scope of services. You may also log on to: www.aumconsultants.net for detailed information about our profile, projects executed and services offered.

Looking forward to our interaction and strengthening our association & always assuring you of our most prompt & personalized services

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

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Profile Of Mr Subodh V. Gupte

We provide a detailed Consultancy in Hotel Project Technical Planning and ensures 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.

Mr Subodh Gupte, Principal Consultant started this Hospitality Consultancy Services in April 2014 & has set up Greenarth Theme Resorts near Mumbai & 75 Keys Luxury Resort at Karjat





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 Single Outlet or Food Court

Fine Dining Restaurant Casual Dining Restaurant

Food Trucks

QSR

Multi Cuisine Restaurant

Fast Food Counter

Banquet Lawn

Beverage Parlor

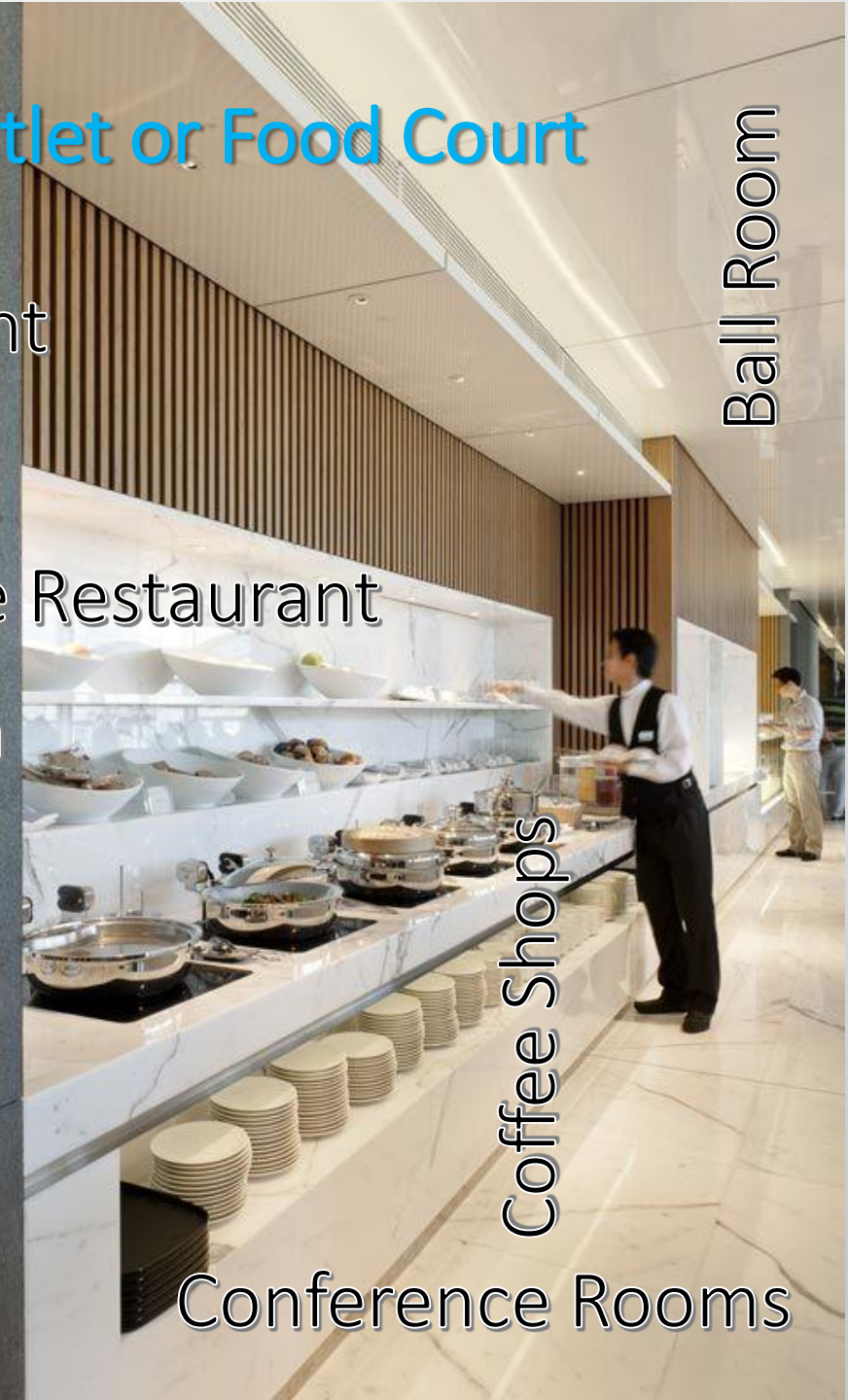
Business Center

Coastal Cuisine Restaurant

Indian Tea Shops

Food Court

Fast Food Counter



Ball Room

Coffee Shops

Conference Rooms



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}



Details of Hospitality Services Offered



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

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}



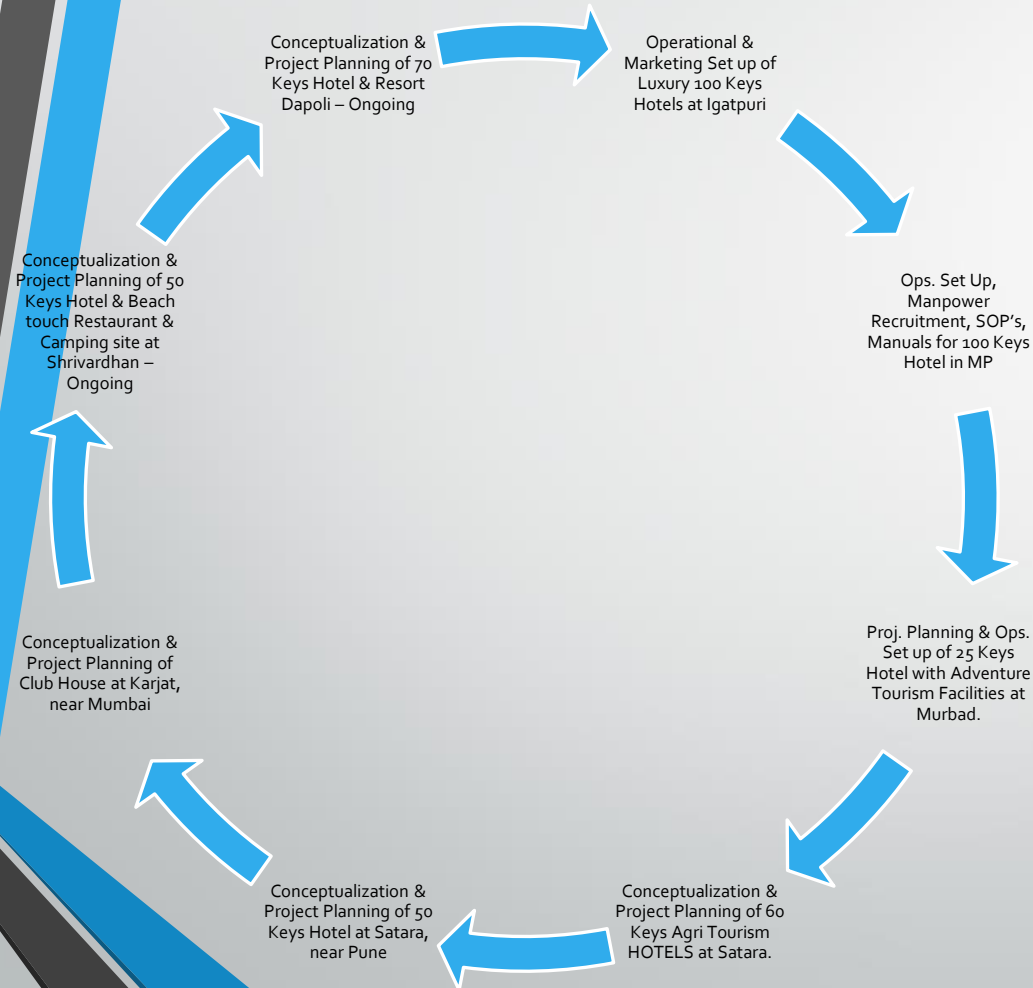
Projects Completed & Ongoing: 2014 -22



- Leasing & Successful Managing 20 Keys Boutique Hotel at North Goa
- Operational & Marketing Set up of Luxury 100 Keys Hotel at Igatpuri
- Conceptualization with Primary Feasibility of Agri Tourism at Dahanu.
- Project Planning, Coordination, Executing Interior Designing of Commercial Office in Andheri.
- Conceptualization & Project Planning of Luxury Jungle Lodge at Tanzania.
- Conceptualization, Planning & Operations Set up of 75 Keys Hotel at Karjat



Projects Completed & Ongoing: 2014-23



- Conceptualization & Project Planning of 30 Keys Hotel & Food Court at Wardha – Ongoing
- Conceptualization & Project Planning of 75 Keys Island Hotel & Resort at Mahad – Ongoing
- Conceptualization, Project Planning & Execution of 100 Villas & Club House at Pali.
- Conceptualization, Project Planning & Execution of 50 Keys Resort at Alibaug.
- Conceptualization, Project Planning & Execution of 100 Villas Resort at Khopoli.
- Conceptualization, Project Planning & Execution of 50 & Club House near Pune.
- Conceptualization, Project Planning & Execution of 125 Keys Luxury Resort near Pune.



Subodh Gupte - Principal Consultant
HMCT,IHM, Mumbai 1982 Batch

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