



Dear,

On the outset, wish you a very happy and prosperous new year.

Each year brings new hope and opens new directions. Board and management have to direct and drive businesses to newer revenue streams and growth. Companies may have to revive and rebuild their organizations to newer challenges on technology and market front. Companies may have to rebuild their business models, rewire their core functions, rejig sales and marketing enablement and reinvest in newer skills and capabilities to realize the goals.

Considering the above, January 2018 newsletter is all about "preparing the company for future". In this newsletter Browne & Mohan consultants share from their experience what it means to rebuild the company, and the role of board and independent directors in transformation.

Hope you enjoy these articles. **Pl note your feedback and comments are valuable to us.** Happy viewing 😊

#### [Revive=Restructure+ Rebuild](#)

Many companies that implement SFDC or other CRM systems find their ROI not commensurate with the expectations and efforts. In this article, Browne & Mohan consultants explain why this happens and what steps must the companies take to make implementation yield results.

#### [Scaling up challenges](#)

Start-up or an established company scaling up is a great mount to cross. We believe setbacks others faced is a fertile ground to glean what does not work and what works. In this Podcast, Browne & Mohan Consultants share their observations and insights gleaned from experience.

#### [Independent directors in business transformation](#)

Independent directors are like weatherman. They are expected to catch the directions of emergent changes and help prepare the company for future. In this Blog, Browne & Mohan consultants highlight how Independent directors can help create value for unlisted companies.