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Experience is the hard knuckled truth that is not just seeing more of the context, but seeing things wisely. As management consultants, we recognize the real life problems are much beyond Porter and Kotler, and have to be handled with the limitations that are real. As Julius Caesar rightly said, Experience is the teacher of all things. In this newsletter, Browne & Consultants share their experience of building profitable and sustainable business.

Our experience of designing and implementing transformation has taught us leadership commitment, capability development, incentives and measurements are key to achieving the desired results. In this newsletter, we share our experience from the pits, how recommendations were identified and what results bore for our clients.

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

[Insights from Practice: Sales improvements in a manufacturing company](#)

Cyclical business cycles, tender based selection and high capital approvals pose string challenge to B2B business revenues growth. In this video, Browne & Mohan consultants share their experience of how they diagnosed the company challenges, what recommendations were made and how the company benefitted from these changes.

[Insights from Practice: Service Business Model innovation](#)

Service businesses are people intensive and often that happens to be the Achilles heel limiting their growth. Linear business growth brings its own challenges of managing people. To grow non-linear, service business need to innovate their business models, exploit both economies of scale and scope. In this Video, Browne & Mohan consultants share the diagnosis of a service business, how they helped the company expand into employee segment and what strategies were used to increase revenue basket.