

THE SKY IS NOT OUR LIMIT

Inculcate.. Impart.. Inspire..

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Our Vision

To become a global service provider in the financial education space using state of the art technologies combined with the very best of human resources.

Our Mission

To innovate the process of learning by breaking down barriers to financial knowledge application thereby enhancing the skill development process.



About Us

Brianna is a creation of industry professionals who bring in a synergy of knowledge bases and real time experiential learnings to the training platform. The professionals associated in Brianna's training processes have a combined domain experience of over 50 man years.

The Philosophy of this organization stems out from our vision to enable people to come together & create value for the society. Education is the only means through which an individual becomes empowered to accomplish their goals. Often, there is a gap between education and it's application in one's functional area. Brianna focuses on this gap and catalyzes the process of application of education in the context of real life situations. Knowledge, especially in financial domain tends to remain abstract without creative application in real time situations. Brianna strives to constantly create **'High Performing'** leaders in the financial education space.

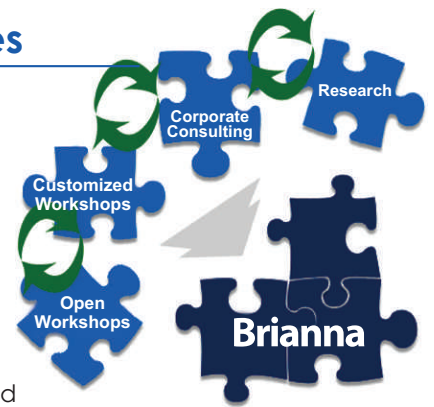
Our Services

Open Workshops : We anchor a learning attitude which opens up an entire universe of possibilities in any situation. We see learning as an empowerment process for an individual and a corporation with tangible

impacts on the bottom line. We bring people in one forum and share the knowledge of finance by facilitating them to exchange information on one platform. These workshops are led by financial domain experts and industry professionals across different cities in India.

Customized Workshops : Customization is a critical aspect of corporate training processes and we achieve the same through a partnered need analysis exercise with the organization. Brianna's training modules have an intrinsic impact assessment on bottom lines called **ROTI – Return on Training Investment**. Tangible metrics have been developed to assess the impact of training on corporate bottom lines. Tailor made contents are developed to address the unique requirements of the corporate entity.

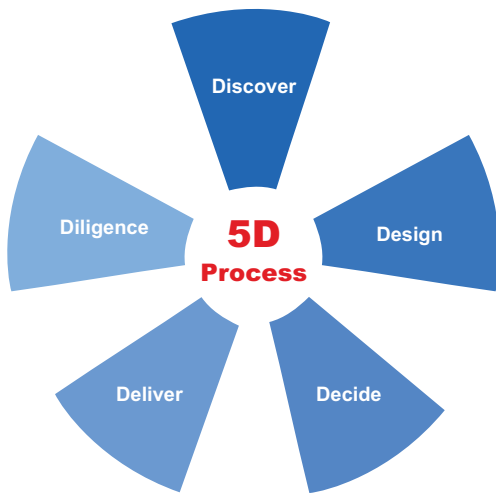
Corporate Consulting: For an organization to grow exponentially and make progress in quantum leaps, a strong consulting support accelerates the process. We at Brianna facilitate the financial consulting practice for our clientele to maximize tangible and intangible corporate benefits. Brianna has very strong domain knowledge and a dedicated research team studying contemporary financial developments globally. We forecast economic trends impacting industries and customers by sharing the same with our clients to give them cutting-edge consultations and financial technologies. This Research based approach impels for an in-depth learning of an organization to facilitate a long term sustainable growth in their respective field of business



Our Knowledge Partners

- ▶ **Intellivate Capital :** The flagship company of the group provides an entire spectrum of services in Investment Banking, Mergers and Acquisitions, Large Projects Management and Broking services across the investment platforms.
- ▶ **Manish Modi & Associates :** This arm provides impeccable Regulatory and Compliance services to clients in the accountancy space
- ▶ **Pinnacle Education :** Market leader in educational services for Chartered Accountancy aspirants, producing rankers since over a decade
- ▶ **Seoifor Capital :** The debt syndication arm that handholds the SME sector with structured and unstructured debt to finance its operational activities through Cash Credit, Working Capital and Term Loans.

Open Workshops - Our unique 5D approach



Discover : Identification of suitable programme themes and content relevant to a contemporary paradigm is the key. It requires organized research.

Design : Adaptability is the yardstick here. Formatting knowledge bases into a functional space becomes critical.

Decide : Clarity needs to be born out of conviction in communications. Internal anchoring and certainty has to be reached before it is shared with the world at large.

Deliver : Optimizing delivery packaging of products and services is a significant parameter while reaching out. It's like when speaking to a child, one either lifts the child up or bends to reach down.

Diligence : Authenticity and integrity of delivery are self-checks, we voluntarily comply with. Excellence is a passion with us and we adopt processes that monitor and evaluate our own quality of delivery.

Customized Workshops - Our unique 5E approach

Explore : A need and a delivery system have to connect. This can happen from either side of the equation. Brianna has both a pro-active and responsive mechanism in place.

Examine : Needs and requirements have to be identified and assessed scientifically. Subjective and objective organizational nuances find their voices here.

Evaluate : Data collected in the Examine process have to be converted into useful information for impact projection and measurement.

Execute : Processes have to be executed with suitable controls and checks in place. Flexibility of structures based on real-time debugging of solutions is of paramount importance.

Empower : While processes can be suggested and developed, their implementation at the user level is ensured. This involves a process of orientation and training whereby knowledge is finally converted into skill.



Our Practices & List of Workshops

Corporate Finance & Accountancy Practice

- Basics of Finance
- Finance and Financial Strategies for Senior Managers
- Analysing Company Accounts
- Roadmap to IFRS
- Overview of Project Finance & Capital Budgeting

Investment Banking Practice

- Accounting for Mergers & Acquisitions
- Sources of Finance
- Financial Modeling Workshop
- Venture Capital & Private Equity Finance
- Introduction to Equity Research & Valuations

Wealth Management Practice

- Derivatives
- Bulls and Bears of the Stock Market
- Foreign Exchange Risk Management
- Financial Fundamental Analysis
- Introduction to Wealth Management
- Corporate Financial Risk Management
- Credit Risk Modeling

Financial Performance Management Practice

- Working Capital Management
- Making your Money work smart
- Introduction to Behavioral Finance
- Budgeting to succeed
- Credit Assessment workshop

Regulatory & Compliance Practice

- Introduction to Securities Laws in India
- Money Laundering Awareness
- Basics of Commercial & Corporate Laws

Auditing & Corporate Governance Practice

- Corporate Governance- An Introduction
- Internal Audit Fundamentals
- Basics of Statutory Audit
- Investor Awareness

Client Testimonials

- ▶ Our association in terms of commitments & delivery is fantastic and this is what matters at the end of the day. Employee feedback has been great which is a testimony of our relationship. I am extremely happy that we tied up for delivery of a very core program on Finance for Dealership Management. This is what tempted me to introduce you to Mahindra Renault as well.

Ashok Moza - Senior Manager - HR, Mahindra & Mahindra (AS)

- ▶ Brianna has an ideal combination of Industry Exposure & Conceptual Clarity through its focused business model in finance field. I think Brianna's Programs are must for senior management that wishes to have a complete grip over financial domain of their business. I wish them all the very best for a successful growth path ahead. Brianna's Training is highly recommended.

Prakash Chandan - MD, Orient Tourism Pvt. Ltd.

- ▶ "I am happy to say that the young team of professionals at Brianna have put in their sincere efforts in conceptualizing and developing customized programs on various subjects of finance. Brianna's team has a deep understanding of user requirements and the delivery of the programs is structured. I am sure this will help participants personally in developing interest in subjects being covered & consequently organization deputing participants will see immediate benefits. Participants would be better placed to handle complex subjects more efficiently returning better value to the organization."

Satish Kamal - Corporate Strategy Mahindra Renault Ltd.

- ▶ This is to place on record that the services of Brianna Knowledge Resources are greatly appreciated by the BSE Training Institute. Brianna's facilitator has immense depth and knowledge of the subject. This has been very enlightening for the participants.

Roy Aranha - Bombay Stock Exchange Training Institute

Our Clients

Inhouse Workshops

- Aditya Birla Group
- Bisleri
- Capgemini
- Dun & Bradstreet
- Eicher Motors
- Essar Steel
- Goldshield
- Kotak
- Mahindra & Mahindra
- Raymonds
- Reliance Infrastructure
- Syntel

Open Workshops

- Ameya Logistics
- Bank of India
- Bank of Tokyo
- Centram Broking
- Citizen Bank
- Cinemax India
- Dart Manufacturing - Tupperware
- Enam Securities
- Gurukul India
- IBM Daksh
- ICICI Home Finance
- Ispat Industries

- J P Morgan
- Kanakia Spaces
- Mercuri India
- Nerolac
- SAP India
- Sodexo - RKHS
- Stream International
- Sungard Technologies
- Tata Consultancy Services
- Tata Asset Management
- Tech Mahindra
- Vodafone

Our Knowledge Partners



info@brianna.co.in | www.brianna.co.in

BRIANNA KNOWLEDGE RESOURCES PVT. LTD.
B-211, 2nd Floor, Big Splash Building, Plot No. 78/79,
Sector - 17, Opp. MTNL, Vashi, Navi Mumbai - 400 705
Tel.: 022 - 39109999, Telfax : 022 - 3910 9997

• MUMBAI

• AHMEDABAD

• LONDON