

# AVALON-OC&C BUSINESS SUMMIT 2013 EPC AND CONTRACTING

## OUR ESTEEMED SPEAKERS



**MR. VIVEK MADAN**

**Partner**

OC&C Strategy Consultants,  
United Kingdom

**Mr. Vivek Madan** has over 13 years of extensive international consulting experience across Infrastructure Services, Engineering, Construction and Facilities Operations & Management. He also chairs OC&C's Global B2B practice, helping clients in the mentioned industries move from offering basic services to delivering solutions.

Vivek has advised numerous clients globally, addressing questions on strategy, business planning, growth and business propositions. Vivek is highly experienced in leading some of OC&C's largest, global projects out of the London and New York offices. He also supports key private equity clients across the investment lifecycle from prospect identification, commercial due diligence, post-acquisition value capture to exit strategy.

Vivek studied in History from the Cambridge University, and is also a qualified Chartered Accountant from the Institute of Chartered Accountants in England and Wales. Prior to joining OC&C in 2000, Vivek worked with Ernst and Young in Consulting and Finance Roles



**MR. NIGEL STIRK**

**Partner**

OC&C Strategy Consultants,  
United Kingdom

**Mr. Nigel Stirk** has over a decade of extensive consulting experience at OC&C, focusing on B2B Services businesses, covering both blue-collar activities such as facilities management and construction, as well as in white-collar markets including BPO, legal services and debt recovery.

He has a particular interest in customer segmentation and proposition development, working with clients in the UK, Europe and the US to help them develop winning positions. Nigel has co-authored white papers on topics such as Facilities Management and European B2B Services, and also authors OC&C's annual Credit Management and Debt Collection Index.

Nigel obtained his Bachelor's degree in Geography from the Oxford University, post which he studied Social Geography at Bristol University. Nigel also holds a PhD in Historical Geography.



**MR. K. A.  
RAMAKRISHNAN**

**Partner**

Avalon Consulting

**Partner**

OC&C Strategy Consultants,  
India

With a career spanning over 30 years, **Mr. Ramakrishnan (RK)** has been involved with clients in a number of sectors including chemicals, oil and gas, maritime, pharmaceuticals, biotechnology and agribusiness.

RK has worked closely with many of the leading corporates in these sectors in developing and implementing business strategy and has extensive experience in working with companies in India and the Middle East, advising them on issues such as evaluation of diversification opportunities and partner search.

RK is one of the founding Partners of Avalon Consulting and also currently serves as a Director for Ugam Solutions Pvt Ltd. and Avalon Global Research

In his previous roles, RK has worked in business and corporate planning roles at Excel Industries and Bharat Petroleum Corporation.

RK holds an engineering degree from the Indian Institute of Technology, Kanpur and an MBA from the Indian Institute of Management, Calcutta