



AWAL GULF
MANUFACTURING Co. B.S.C. (C)

أوال الخليج
للصناعات ش.م.ب. (م)



AG/QC/2019/1023
August 25, 2019

To

Mr. Madhav Kshirsagar
Director and CEO
Quantact Consulting
India

Dear Mr. Madhav,

This is to place on record my appreciation to the highest level of professionalism your team exhibited during the recent engagement to establish activity based cost management system for our company. I am indeed happy to further place on record my appreciation on your personal involvement in the whole exercise. Your passion on the topic was clearly visible to the entire team! The commitment you showed in establishing, well within the assignment period, a clear plan for Activity based allocation of all the costs with logical classification of unabsorbed costs, capacity costs and direct product costs, End to end costing of various products and services, KPI framework for identifying departmental goals and benchmark for measurement and Profit Cliff for order planning strategies is indeed praiseworthy.

Your industry specific support on marketing of HVAC through an experienced subject consultant also helped us to revisit our marketing strategy. It was truly amazing and inspiring experience to listen to your soul searching, direct and frank opinion which has made us to look deeper into our own business practices. We have now learnt to look at the resource allocation in totally different perspective. I sincerely believe that during challenging period for any business, the ABCM model built by Quantact Team provides a scientific approach to ensure optimum results.

We wish Madhav and his team all the best and have no hesitation to add our reference to your professional services to your prospect clients of future.

For Awal Gulf Manufacturing Co BSC (C)


Adel M Mattar
Managing Director

