



# **AAVENUES EVENTS AND CONSULTANCY PRIVATE LIMITED**

**“ONE PLATFORM. ONE PARTNER. COMPLETE BUSINESS ENABLEMENT.”**

# COMPANY OVERVIEW



- Integrated professional services platform combining technology, consulting, outsourcing, and event management under one trusted partner
- Technology enabled KYC & application processing platform focused on compliance, automation, and faster turnaround times
- Serves startups, MSMEs, IT/fintech firms, and mid sized organizations seeking single point accountability
- Governance first, execution focused model delivering measurable outcomes, not just advisory
- Diversified, scalable revenue model with recurring income and long-term client relationships

# VISION & MISSION

## VISION

- To become India's trusted integrated professional services platform for startups, MSMEs, and mid sized organizations
- To replace fragmented vendors with a single, technology enabled and accountable partner
- To set benchmarks in compliance led, scalable, and governance driven service delivery

## MISSION

- To deliver end to end solutions combining technology, consulting, outsourcing, and event management
- To enable faster, compliant, and cost efficient operations through automation and professional execution
- To build long term client partnerships through trust, transparency, and measurable outcomes



# PROBLEM STATEMENT

**BUSINESSES TODAY FACE FRAGMENTED SERVICE DELIVERY MULTIPLE VENDORS FOR KYC, COMPLIANCE, CONSULTING, OUTSOURCING, AND EVENTS LEADING TO**



Higher operational costs



Coordination failures



Compliance risks



Accountability gaps



# OUR SOLUTION



Technology enabled KYC & application processing



Professional consulting & advisory



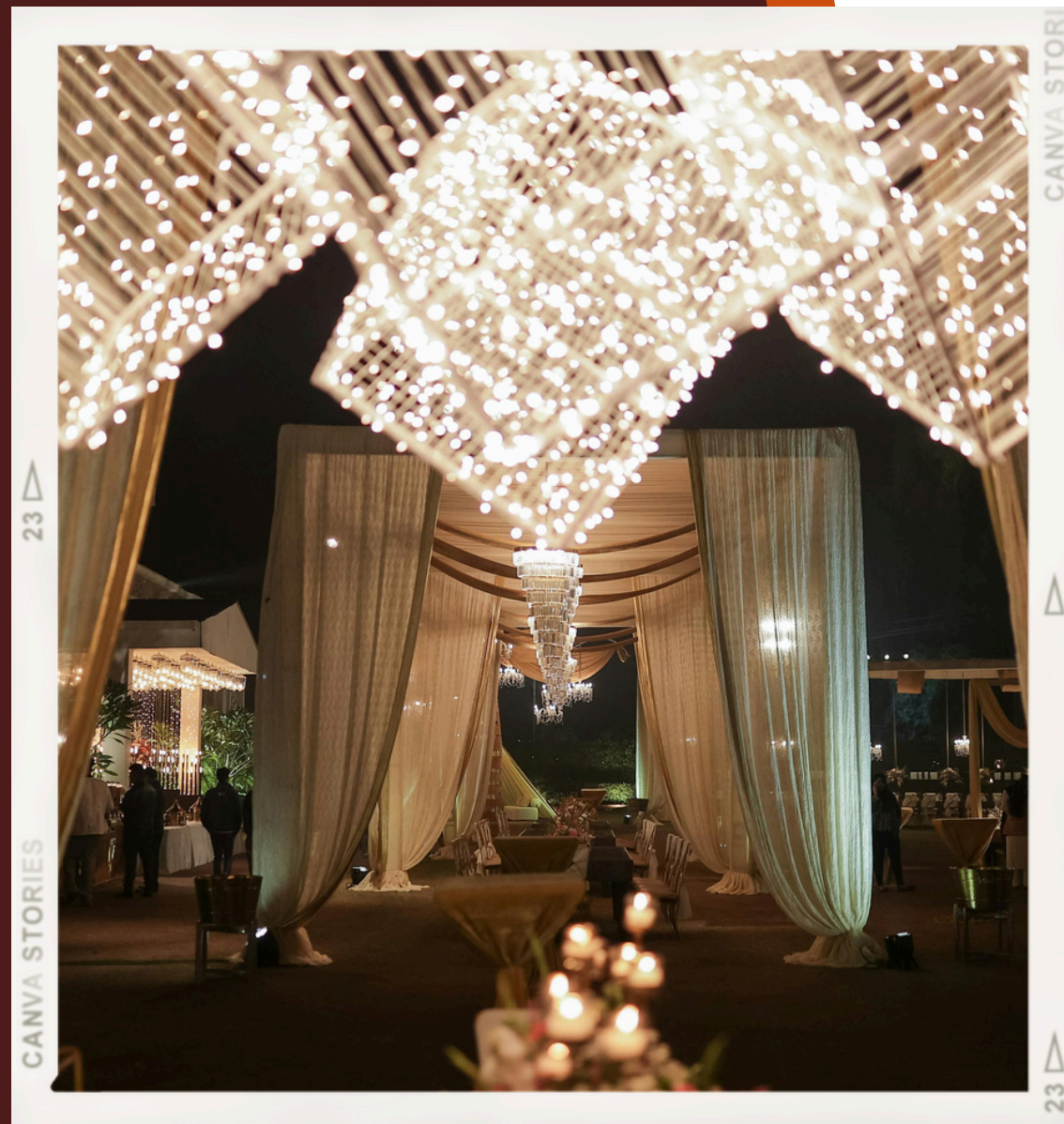
Business process outsourcing (BPO/BPM)



Corporate & institutional event management



Insurance, investment & concierge facilitation



# PRODUCTS & SERVICES OVERVIEW

## TECHNOLOGY ENABLED KYC & APPLICATION PROCESSING PLATFORM

- Digital KYC (CKYC, eKYC, Video KYC coordination)
- Customer onboarding & document management
- Loan, credit card & financial application processing
- Workflow automation, dashboards & MIS
- Audit-ready compliance reporting

## PROFESSIONAL CONSULTING SERVICES

- Business & operational consulting
- SOP & process design
- Compliance, AML & governance advisory
- Risk assessment & policy frameworks



# PRODUCTS & SERVICES OVERVIEW

## **BUSINESS PROCESS OUTSOURCING** **(BPO / BPM)**

- KYC operations & verification
- Application & back-office processing
- Data management & MIS reporting

## **EVENT MANAGEMENT & EXPERIENTIAL** **SERVICES**

- Corporate events, conferences & seminars
- Government & institutional events
- Product launches & brand activations

## **INSURANCE, INVESTMENT & CONCIERGE** **SERVICES**

- Insurance & investment facilitation  
(via licensed partners)
- Corporate & HNI concierge services



# KEY FEATURES & BENEFITS



Single platform, end to end delivery



Technology driven compliance & automation



Governance first operating model



Scalable & modular services



Consulting + execution capability



Cost efficient outsourcing



Cross sell driven long term client relationships

# TARGET MARKET



## PRIMARY CUSTOMERS

- Startups (early to growth stage)
- IT, FinTech, NBFC & SaaS firms
- MSMEs
- Mid sized organizations

## SECONDARY CUSTOMERS

- Corporates, institutions & associations
- HNIs & professional clients

# GO-TO-MARKET STRATEGY



01

**Strategic partnerships (IT firms, fintechs, incubators)**

04

**Direct B2B consultative sales**

02

**Thought leadership (webinars, whitepapers)**

05

**Event led customer acquisition**

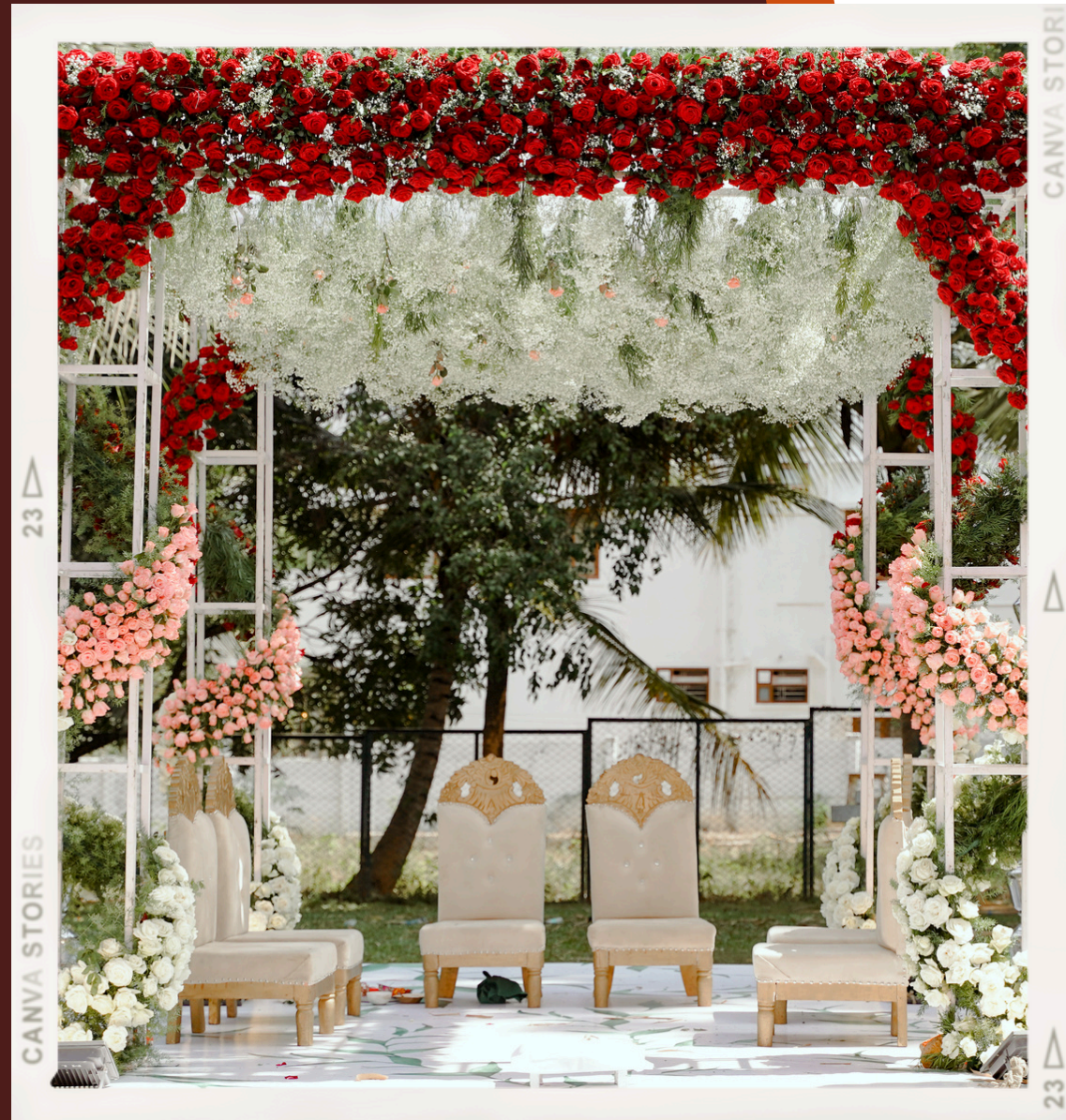
03

**Digital & performance marketing**

03

**Cross selling & account expansion**

# REVENUE MODEL



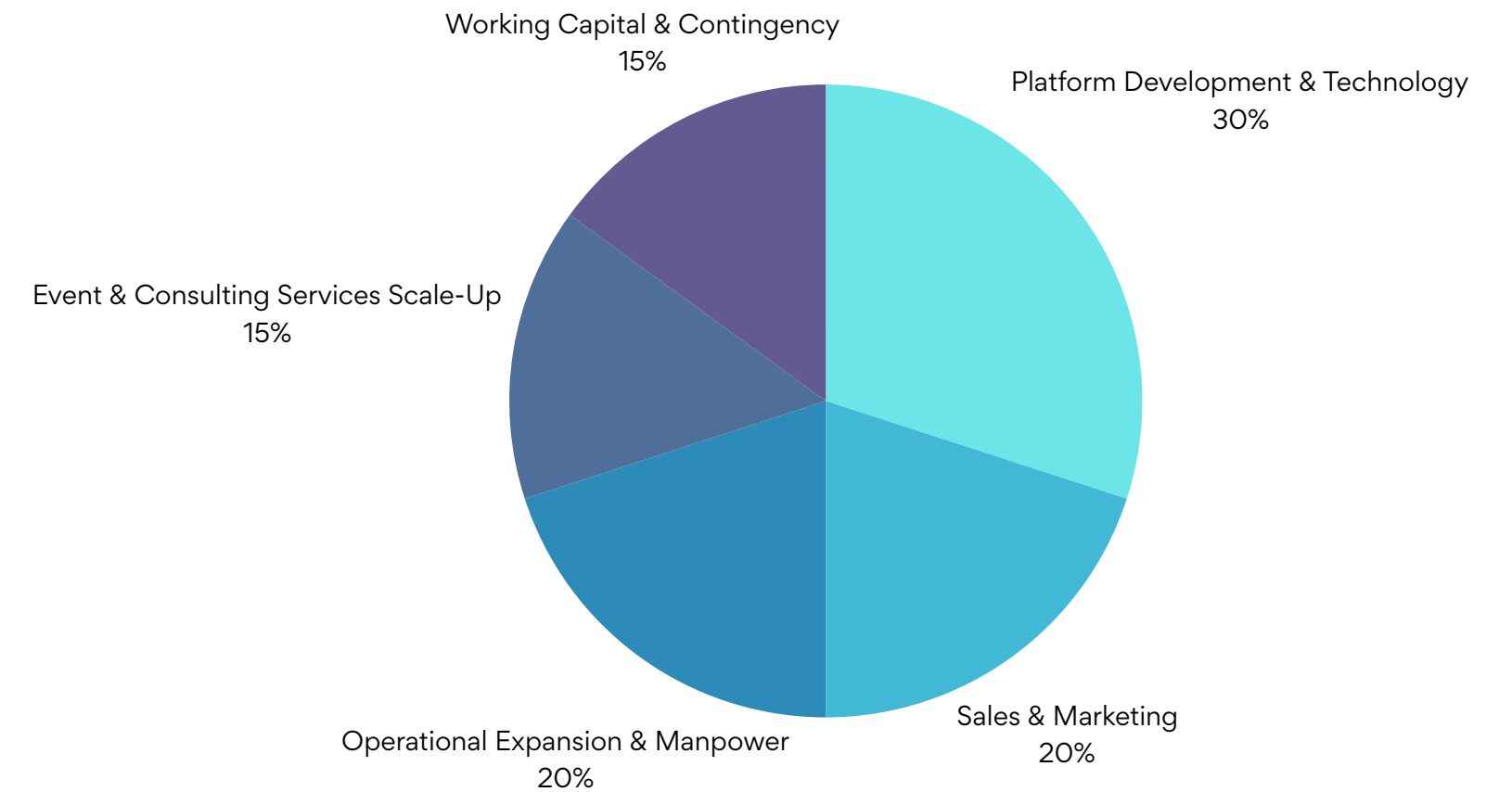
## Diversified & Recurring Revenue Streams

- 01 Platform & technology fees (subscription / per transaction)
- 02 Consulting & advisory retainers
- 03 BPO / managed service contracts
- 04 Event management execution fees
- 05 Insurance & investment commissions

# FUND REQUIREMENT & DEPLOYMENT

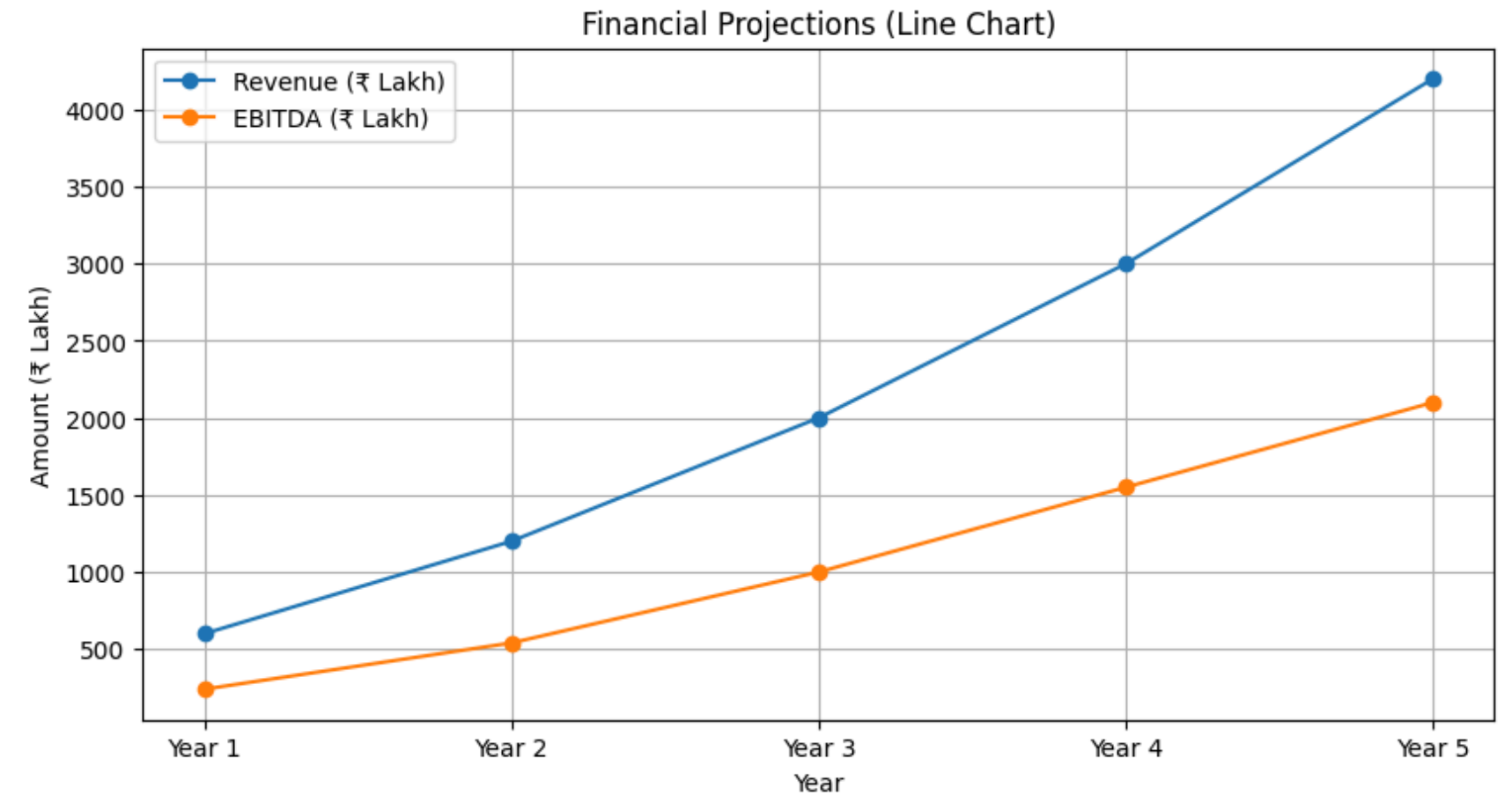
**TOTAL FUNDING ASK: ₹20 CRORES**

Category	Amount (₹ Cr)	% Share
Platform Development & Technology	6	30%
Sales & Marketing	4	20%
Operational Expansion & Manpower	4	20%
Event & Consulting Services Scale-Up	3	15%
Working Capital & Contingency	3	15%
<b>Total</b>	<b>20</b>	<b>100%</b>



# FINANCIAL PROJECTIONS OUTLOOK (3–5 YEARS)

Particulars	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	6	12	20	30	42
Operating Expenses	3.6	6.6	10	14.5	21
EBITDA	2.4	5.4	10	15.5	21
EBITDA Margin (%)	40%	45%	50%	52%	50%



# LONG-TERM VISION

## Landing Page

Nationally recognized integrated services platform

## Confirmation Step

Strong adoption of KYC & processing technology

## Form Entry

High client retention with recurring revenues

## Data Storage

Trusted one stop partner for compliance, operations & events

## Data Storage

Presence across Tier-1 & Tier-2 cities



# TRACTION & CURRENT STATUS

- Startup stage with initial development
- Early work initiated in insurance facilitation
- Platform MVP under development
- Strong pipeline via consulting & event engagements
- Seeking seed funding for structured scale up

## 3-5 YEAR VISION

- National presence across Tier-1 & Tier-2 cities
- Strong adoption of KYC & application processing platform
- Diversified recurring revenue base
- Recognized as a trusted integrated service platform
- Operational excellence with standardized processes



# TEAM



## Raj Rani Sharma

*Founder & Director*

- *Strategic leader with hands-on experience in business consulting, operations, and client relationship management*
- *Strong focus on governance, compliance, and integrated service delivery models*
- *Drives company vision, strategic partnerships, and long-term growth initiatives*
- *Actively involved in building technology-led, scalable business solutions*



## Divya Sharma

*Co-Founder & Director*

- *Leads operations, execution, and service delivery across consulting, outsourcing, and event management verticals*
- *Expertise in process standardization, vendor coordination, and project execution*
- *Ensures quality control, timely delivery, and client satisfaction across engagements*
- *Plays a key role in operational scalability and team development*





# THANK YOU



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