



COMPASS
CONSULTING

Your compass for profitable growth



Who we are

- Compass Consulting was set-up in 2011 with an objective to be a leading business advisor to the FMCG industry, bringing innovation, growth and value to organizations.
- Our consultants have a unique blend of industrial and consulting experience, which provides pragmatic and sustainable solutions to operational issues.



How we do it

- We support companies to achieve functional excellence by working very closely with them to diagnose the problem and recommend appropriate solutions with an execution program.
- Compass Consulting helps clients reduce costs, improve quality and manage projects from an idea stage to final execution.



What we do

- We strive to be our clients' most respected source for operational guidance. Compass Consulting supports clients achieve quantifiable results while building trusted relationships.
- We work collaboratively, bringing strong facilitation skills, proven strategic frameworks, and implementation expertise to help our clients transform their business vision into reality.

FOUNDING PARTNERS



AIJAZ SHEIKH

Aijaz is an accomplished professional with extensive leadership experience with Unilever and as a management consultant with Compass Consulting. He has over 25-years' track record of driving business growth by successful execution of value improvement programs across supply chain and manufacturing operations. He has built strong credentials in the food and home & personal care categories of the FMCG industry. Prior to consulting, he worked with Unilever as part of senior management team for two decades. Over his career, he has a track record of growing top-line and developed specialties in manufacturing, R&D, strategy deployment, project & program management, quality, safety & environment systems. He holds a degree in chemical engineering.



MUSLIM LIGHTWALA

Muslim Lightwala is a manufacturing & project management consultant and brings more than 25 years of professional experience working with the world's leading FMCG companies including Procter & Gamble, Unilever and Reckitt Benckiser and later as a consultant with Compass Consulting. He has developed expertise in business feasibilities, manufacturing excellence, packaging systems & materials, contract manufacturing solutions, energy conservation, and occupational and process safety. He holds an MPhil and MSc in Advanced Manufacturing Technology from Cranfield University, UK as well as a degree in chemical engineering.

SELECTED CLIENTS



WHAT DO WE OFFER?

NEW BUSINESSES – IDEA TO EXECUTION



- **Identifying future trends and consumer needs in:**
 - Home & personal care
 - Foods & beverages
- **Preparation of techno-economic business feasibility studies**
- **Overall project management from idea to execution:**
 - Options and project scoping
 - Plant layout design
 - Selection of consultants for MEP, civil and architecture
 - Identification and validation of equipment vendors
 - Coordination among all stakeholders
 - Plant commissioning

SELECTED PROJECTS

- **Market Scan of Pakistan FMCG categories in:**
 - Personal Care
 - Foods
- **Techno-economic manufacturing feasibility studies for various clients in the following categories:**
 - Laundry Detergent Powder, Personal Care products, Sauces & Dressings, Fruit Pulp and Paste, Pasta & Noodles, Edible Oil & Banaspati Ghee
- **Complete project management and execution for:**
 - Surfactants manufacturing
 - Sauces manufacturing
 - Personal care products

WHAT DO WE OFFER?

BUSINESS OR BRAND ACQUISITION



- ***Represent clients in the business acquisition or selling process:***
 - Identification of acquisition opportunities
 - Preparation of Information Memorandum
 - Interface between buyer and seller for information sharing
 - Perform technical due diligence of manufacturing plants
 - By engaging subject matter experts we can perform due diligence in other areas, such as financial evaluation, supply chain, sales & marketing , etc.

SELECTED PROJECTS

- ***We have worked with various clients to help them evaluate business acquisition opportunities in the following sectors:***
 - Business divestment – Pharma
 - Brand acquisition – Depilatory
 - Business divestment – Biscuits
 - Business divestment – Flexible packaging manufacturer

WHAT DO WE OFFER?

PRIVATE LABEL SERVICES



- **We help in the localization of imported FMCG products**
 - Selection and capability enhancement of contract manufacturers
 - Localization of packaging components
 - Raw materials alternative vendor identification
- **We turn your product ideas into reality by:**
 - Formulation benchmarking and re-engineering
 - Raw and packaging materials specifications
 - Quality assurance system
 - Packaging development
 - Development trials and shelf life studies
 - Facilitate launch production

SELECTED PROJECTS

- **Product localization through toll-manufacturing for:**
 - Shampoo, Hair Oil
 - Skin Creams, Lotions
 - Sugar based candies
- **Skin care portfolio development for a local company:**
 - Product & packaging development
 - Selection and qualification of contract manufacturer
- **Product formulations developed as per clients' benchmark:**
 - Shampoo, face-wash, hand-wash, detergent powder
 - Mayonnaise, ketchup, chili garlic sauce
- **Detergent formulation benchmarking for MNC client**

WHAT DO WE OFFER?

MANUFACTURING EXCELLENCE PROGRAMS



- **Comprehensive programs for:**
 - Enhancing productivity
 - “Delivered” quality
 - Waste reduction
 - Sustainable manufacturing
- Diagnostics of existing operations, gaps identification, training on problem solving tools and mitigation plan in alignment with industry best practices.
- Integrated systems certifications in: quality, safety, environment, HACCP, food safety, halal, cosmetics GMP, etc.

SELECTED PROJECTS

- Introduced a “Value Improvement” program which identified savings projects worth 10% of conversion cost for a UAE based personal care products company
- Implementation of a “Quality Demerits Index (QDI)” system at a GCC based personal care products company resulting in reducing defects by 15%.
- Manufacturing excellence training and project execution for productivity improvement at multiple clients resulting in efficiency improvements of up to 20%
- Integrated ISO systems certification on 9001/14001/45001/halal for a foods and personal products manufacturing company

CONTACT US



Emarah Suites, Office # 906
SMCHS, Block A, Shahrah-e-Faisal
Karachi - 75350, Pakistan



+92-21-3412 1637



aijaz.sheikh@compassconsulting.com.pk
muslim@compassconsulting.com.pk



www.compassconsulting.com.pk