



EASTERN
RESOURCES
The Consulting House

About us ...

Eastern Resources is a consulting company, offering a wide range of services to extractive and process industries especially Mining & Minerals, Iron & Steel, Cement, and Power. We help clients in managerial decision making for Business Strategy, Capital Investment, Finance, Technical, Marketing, Operations, Regulations, and Sustainability. This involves management's needs, issues, projects, strategic investment plans, and imminent problems. Our solutions are cost-effective, result-oriented, and time-bound. The output is typically a report with recommendations, suggestions, implementation programmes, business judgments, conclusions, or opinions.

Our databases comprise our own files, data from publicly available business literature, trade journals, and interviews of knowledgeable individuals published in print or visual media. The collections also entail survey reports and statistics from the government, academic institutions, professional bodies, and the national and international agencies. Once we receive data and information from the project's sponsors, we use our databases to analyse the problem in client's context to arrive at conclusions and recommendations. A team of experts from industry and academics assist us. We have link with reputed national and international technical and management institutes. Thus we ensure that our advice reflects most current thought and wisdom.

Mining & Minerals

- Iron Ore Lump/Pellets
- Coal/Coke



- Limestone/Dolomite
- Gypsum
- Manganese Ore
- Chrome Ore



Strategy Consulting

For foreign companies seeking entry to Indian market or Indian companies planning to enter new markets we provide industry landscaping; search for a right partner with complementary skills for strategic alliance and joint venture. For companies choosing merger and acquisition (M&A) for growth we search for a target firm and assess valuation of the target. We provide valuation services to companies willing to do corporate restructuring.

Services	Offerings
Entry Strategy	<ul style="list-style-type: none">• Market entry strategy• Partner selection• Structuring JV and value creation
Growth Strategy	<ul style="list-style-type: none">• Target identification for M&A• Valuing targets
Restructuring Strategy	<ul style="list-style-type: none">• Divestiture, spin-off, liquidation and equity curve-out valuation
Diversification Strategy	<ul style="list-style-type: none">• Conglomerate valuation

Capital Investment Advisory

We provide our services in capital investment projects that are crucial to enhancement of shareholder value. Only thorough and proper planning prior to investment can bring desired return from projects. While our services at project conceptualisation phase is for industrial clients, that at project financing stage is for clients' investors, banks, financial institutions, and private equity firms.

Services	Offerings
Pre-evaluation Study	<ul style="list-style-type: none">• Collection of data and information
Scoping Study	<ul style="list-style-type: none">• Basic project outline• Viability study & Trade-off options• Project risk and opportunities
Pre-feasibility Study	<ul style="list-style-type: none">• Base case selection
Techno-economic Feasibility Study	<ul style="list-style-type: none">• Base case development
Due Diligence Study	<ul style="list-style-type: none">• Technical due diligence• Legal due diligence• Economic due diligence• Environmental due diligence

Financial Services & Asset Valuation

Potential investors are interested to know about relative financial performance of different companies in any industry, and probable risks involved in their investments. We perform equity research for investment banks, and financial institutions. In our asset valuation services we offer valuations of Land, plant and Machinery for purposes of liquidation, sale/purchase, privatisation, bank finance, rating, insolvency, financial statement, and insurance.

Services	Offerings
Equity Research	<ul style="list-style-type: none">• Economic, industry & company analysis• Financial benchmarking
Risk Assessment	<ul style="list-style-type: none">• Value at Risk (VaR) estimation• Stress testing
Asset Valuation	<ul style="list-style-type: none">• Land, plant and machinery valuation

Research & Technology Management

For our clients, we identify most suitable technology and process route, and advise on avenues for reduction of specific energy consumption. This automatically reduces emissions from industrial processes. In waste management we advise on ways to reduce waste generation, enhance waste recycling, and reuse.

Services	Offerings
Technology Management	<ul style="list-style-type: none">• Technology selection and risk assessment
Process & Product Research	<ul style="list-style-type: none">• Process improvement• Assistance in product development
Energy Research	<ul style="list-style-type: none">• Reduction of energy consumption
Waste & Emissions	<ul style="list-style-type: none">• Waste treatment & utilization• Emission reduction & control

Marketing Management

Marketing strategy and customer value are crucial to any business success. Customer Relationship Management (CRM) is essential to enjoy lifetime customer value. To recognize this, we provide our clients deeper understanding and insights into industry, market, competition, customers, risks and opportunity.

Services	Offerings
Industry & Market	<ul style="list-style-type: none">• Supply & demand analysis, Industry trends, Market segmentation
Strategic Planning	<ul style="list-style-type: none">• Revenue projection, Price forecast, Marketing effectiveness
Marketing Research	<ul style="list-style-type: none">• Brand positioning evaluation• Customer profitability study• Marketing campaign• Product development• Product attribute study

Iron & Steel

- Pig Iron
- Sponge Iron/HBI
- Ferrous Scrap
- Ferroalloys
- Carbon Steels
- Special Steels



- Ingots and Semis
- HR & CR Sheets & Plates
- Wire Rods, Bars & Structural
- Galvanised and Coated Sheets



Cement

- Clinker
- Cement
- Lime



Operations Management

We assist clients in improving operational performance – increased throughput, superior product quality, reduced production cost, improved yield, and increased process efficiency & reliability. We identify for them the opportunities for improvement. This involves analysing company's processes using cost model at every stages.

Services	Offerings
Operations Audit	• Productivity, Energy, and Technical audit
Process Risk Analysis	• Hazard & Operability (HAZOP) study
Reliability Study	• Failure Modes & Effects Analysis (FMEA)
Cost Management	• Value analysis
Operational Performance	• Benchmarking of KPI
Quality improvement	• Six Sigma & Statistical Quality Control (SQC)

Regulatory Services

For clients interested to reduce pollution from their processes, we perform audit, review, assessment to ensure business operations follow required regulatory norms as laid out by the government. We keep our clients up-to-date on change in regulations, new updates, amendments, and changes in government policy.

Services	Offerings
Waste Regulatory	• Requirement review • Product liability assessment
Environmental Regulatory	• Compliance audit • Environmental Impact Assessment (EIA)
Safety Regulatory	• Safety audit & OHSAS

Sustainability Services

For companies contemplating carbon emission reduction under PAT (Perform, Achieve & Trade) scheme, we provide advice on carbon management, Life Cycle Assessment (LCA), Clean Development Mechanism (CDM) project development, energy management, and sustainability reporting.

Services	Offerings
Carbon Management	• Carbon footprint, Emission abatement, Product labelling, Life Cycle Assessment (LCA)
Energy Management	• Energy planning, Conservation programme
CDM Project Advisory	• CDM pre-feasibility & feasibility study; Project Validation, Monitoring & Verification
Sustainability Reporting	• Reporting GHG emission/ Inventory; Social, environment & economic sustainability reporting

Special Studies

We perform one-off services in selected areas on client's request. This involves acting as legal witness, providing expert comment, and performing specialised analysis such as statistical analysis, and data mining.

Power

- AFBC/CFBC Boiler
- Waste Heat Recovery Boiler
- Captive Power Plant



Engineering

- Foundry
- Forging
- Bearing
- Pipes & Tubes
- Wire Drawing
- Refractory
- Cold Forming
- Metal Packaging



Banking & Government

- Banks
- Financial Institutions
- Ministry
- Local administration



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