

T&A Consulting

Business with India Starts Here..

British Aviation Infrastructure Company

Background

Major British civil engineering contractor, focused on building solutions for roads, airports, water, energy, marine and building projects

Client Objectives

Client was looking to enter the fast growing Indian aviation sector and mandated T&A to conduct an opportunity assessment of the Indian aviation infrastructure sector

T&A Approach: Market Intelligence

- Detailed analysis of the aviation and military aviation sector in India with emphasis on construction/repair of runways, taxiways and aprons for new airports and upgradation of existing airports.
- T&A mapped all major players in India who have a proven track record in executing infrastructure projects and were aiming to expand/enter aviation infrastructure domain. These players could be potential partners of the client for joint bidding of infrastructure projects in India and were open to partnering with an overseas company for international expertise and experience

- T&A identified major airport construction and modernization projects across the country where client could jointly bid with Indian companies
- Further, an analysis of the Government's policies and incentives was conducted to understand the Government spend and private enterprise participation through Public Private Partnership (PPP) projects

Road Show

The research study was closely followed by a fact finding mission wherein T&A arranged management meetings with potential partners

Outcome

Client signed Memorandum of Understanding with 2 shortlisted partners