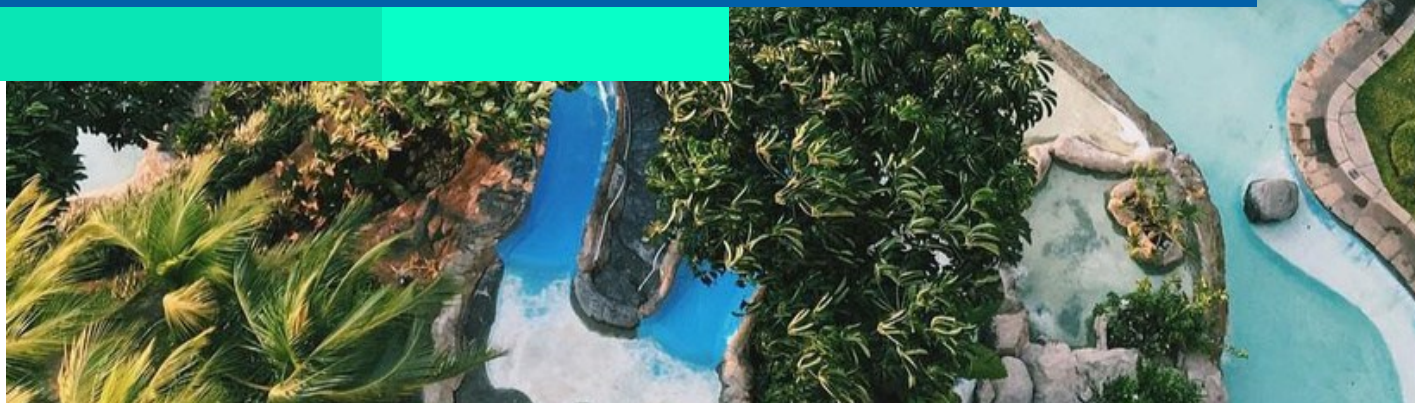




# CONSULTANCY PROFILE



**2025**







## **Aum Hospitality Consultants**

Aum Hospitality Consultants, under the leadership of Mr. Subodh Gupte, is a versatile and results-oriented consultancy firm in the hospitality sector.

Aum Hospitality Consultants is, your trusted partner in Hotel and Resort Development and Management. We specialize in guiding projects from conception to success, offering comprehensive consulting services tailored to your unique needs.

With a wealth of experience and a deep understanding of the hospitality industry, we excel in every phase of hotel and resort development, from initial planning and feasibility studies to design, and operational optimization.

**Subodh Gupte**  
**Principal Consultant**





## A Brief Story About The Company



# ABOUT US

**Result-Driven Approach:** The company emphasizes delivering result-driven Hospitality Management Services, indicating a commitment to achieving tangible outcomes for clients. This includes a focus on optimizing hotel assets, increasing occupancy rates, and enhancing service quality and operational performance.

**Technical Planning Expertise:** Aum Hospitality Consultants provides detailed consultancy in Hotel Project Technical Planning, ensuring that projects are well-planned and executed. This expertise contributes to the overall success of hotel and resort projects by optimizing returns on investment.





**Proven Leadership:** Mr. Subodh Gupte, the Principal Consultant, is highlighted as a dynamic business leader with a proven track record. His success in replicating achievements in both domestic and international markets, across various hospitality settings, showcases his adaptability and strategic leadership skills.

**Financial Acumen:** The mention of Mr. Gupte's ability to deliver profits and good returns on investment reflects a strong financial acumen. The execution of strategies for a robust bottom line and quality delivery suggests a focus on sustainable and profitable business operations.

**People Management:** Mr. Gupte's emphasis on strong leadership, effective communication skills, and a knack for recruiting the right candidates demonstrates a commitment to people management. The promotion of camaraderie among candidates and providing steppingstones for promotions indicate a positive and nurturing work environment.

**Educational Background:** Mr. Gupte's diploma in Hotel Management Catering Technology & Applied Nutrition from IHMCTAN, Dadar, Mumbai, in 1982, adds academic credibility to his extensive practical experience in the industry.

### A Brief Story About The Company



# ABOUT US



***Overall, Aum Hospitality Consultants, led by Mr. Subodh Gupte, is a well-rounded consultancy firm with a focus on delivering tangible results, effective project planning, and fostering a positive work culture within the hospitality sector.***



- Mr. Subodh Gupte's extensive exposure and experience in the hospitality industry spanning 40 years showcase a rich and diverse career. Some notable highlights include his contributions to various well-known establishments:
- Ramada Inn Palm Groves (Mumbai): A renowned hotel in Mumbai where Mr. Gupte likely gained valuable experience in hotel management and operations.
- Taj Blue Diamond (Pune): Another prestigious name in the Indian hospitality sector, indicating Mr. Gupte's involvement in managing high-profile hotels.
- Duke's Retreat/Upper Deck Resort (Lonavala): This suggests experience in overseeing resort operations, a crucial aspect given the popularity of Lonavala as a leisure destination.
- Kamat Hotels (Baroda): Involvement in the setup of a 250-room Five-Star Hotel, showcasing expertise in large-scale hotel projects.
- Daspalla Hotels (Hyderabad): Contribution to the establishment of a 125-room Five-Star Hotel, demonstrating experience in diverse markets.

### A Brief Story About The Company



## ABOUT SUBODH GUPTA



- Blanket Hospitality Ventures (Kerala): Setting up operations for ten hotels in Kerala indicates a wide-ranging involvement in the hospitality sector in a prominent tourist destination.
- Greenarth Leisure Pvt Ltd: Instrumental in setting up a chain of theme resorts near Mumbai and a luxury resort at Katjat near Mumbai, showcasing entrepreneurial skills and a focus on theme-based hospitality.



**Five Star Club in Nagpur:** Currently involved in setting up a large club with international standards and a diverse range of amenities, including multiple restaurants, a bar, a pub, banquet hall, health spa, and various recreational facilities.

**F&B Expertise:** Mr. Gupte's core expertise in Food and Beverage (F&B) is highlighted, particularly in the planning of kitchens, cuisines, menu planning, and menu engineering. His familiarity with international and national cuisine trends, including Mediterranean, Mexican, Italian, Japanese Sushi, and French Provençale, suggests a commitment to offering diverse culinary experiences.

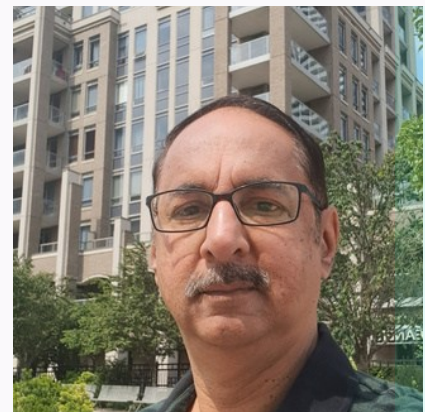
**Ongoing Ventures:** The mention of the ongoing project in Nagpur and the website [www.aumconsultants.net](http://www.aumconsultants.net) indicates that Aum Hospitality Consultants, under Mr. Gupte's leadership, continues to be actively involved in the development and management of hospitality projects.

In summary, Mr. Subodh Gupte's career reflects a wealth of experience across various facets of the hospitality industry, from high-profile hotels to theme resorts and large-scale projects. His expertise in F&B, along with his entrepreneurial ventures, positions him as a seasoned professional in the field. The current projects, including the club in Nagpur, highlight his ongoing commitment to the industry.

## A Brief Story About The Company



# ABOUT SUBODH GUPTA



# WHY CHOOSE US?

Company Profile 2025



Aum Hospitality Consultants was founded in the year April 2010 on the principle that consultants should deliver sustainable and measurable results—not just reports & lots of paperwork to our clients. We believe a consulting firm should be more than an advisor. Our approach to consulting is to deliver enduring results for our clients and build lasting relationships with them.

We look at each organization from the Chief Executive's perspective and care for our clients' businesses as our own. We align our incentives with their objectives, meaning that we prosper only if our clients prosper. Our recommendations are individually tailored for each client's situation.

**End-to-End Hotel Consulting**

**FOH & BOH Workflow Optimization**

**Pre- Opening & Hotel Operations Set Up**

**Hotel Operator Search**





# VISION

To offer advisory & consulting services to hospitality projects & operations with focussed attitude of increasing revenue & reducing costs.



# MISSION

To focus on client's agenda & deliver optimum returns on investment. To ensure leverage of hotel assets, greater occupancy & enhanced levels of service quality & operational performance





Following is our core expertise which differentiates us from our competitors. We offer these services under one roof

**01**

### **INITIAL START UP SERVICES**

- Hotel Project Feasibility Study & Business Plan
- Project Conceptualization
- Detailed Computation of EBITDA, P&L, R.O.I. for the Project

**03**

### **TECHNICAL SERVICES & FACILITY PLANNING**

- Physical Infrastructure & Facility Planning
- Detailed Architect Note with Hotel Design Guidelines
- Planning for Technical Areas, F.O.H. & B.O.H.
- Food & Beverage Designs & Plans (Restaurants, Kitchens, Banquets)

**02**

### **PRE-OPENING SERVICES**

- Pre-opening Planning, Manpower Planning with Hierarchy, Organization Chart
- Hotel Operations Supplies & Assistance in Procurement
- Design of Hotel Operations SOP's
- Hotel Software (PMS) Selection & Assistance in Hotel Licenses

**04**

### **HOTEL OPERATOR SEARCH**

- Pre-Marketing & Briefing Document
- Operator/Brand Search
- Operator/Brand Selection & Final Contract Negotiation



# SERVICES PORTFOLIO

## CONCEPT, FEASIBILITY & BUSINESS PLAN

We use our core expertise from the hotel industry & prepare concepts and project viability reports, business plan, EBITDA, P&L & R.O.I. These reports are bankable and based on these reports your term loan gets approved faster

## New Boutique & Tent Resorts

We offer our expertise to develop your new Tented & resort in exotic destination from concept till commissioning. While designing utmost care is taken considering today's trend and market demand.



## Develop New Hotels & Resorts

We offer our expertise to develop your New Hotels & Resorts in exotic destinations from concept till commissioning. This is our core expertise.

## New Restaurant Projects

We evaluate your needs on best practices & recommend what suits you the best depending on local demand



# SERVICES PORTFOLIO

## **Food Courts, Food Malls**

We design multiple F&B outlets like restaurants, food courts, banquet halls in one venue. The services include business plan, project feasibility, facility planning

## **Total Hotel Operations Revamp**

We evaluate your current hotel operations and recommend strategies to maximize revenue and optimize assets & manpower



## **Learning & Development**

We undertake various onsite training programs and teach your team soft skills to enhance hospitality standards

## **Cloud Kitchen Set Up**

Setting up of your cloud kitchen with delivery systems





## COMPETATIVE ADVANTAGE

Aum Hospitality Consultants stands out from competitors due to its deep industry expertise, personalized approach, and proven track record of success. Here are the key competitive advantages:

### End-to-End Hospitality Solutions



Unlike many consultants who specialize in only one aspect (e.g., feasibility studies or operations setup), Aum Hospitality Consultants offers comprehensive, 360-degree hospitality solutions—from project conceptualization and facility planning to pre-opening and operator search.



### Strong Track Record & Industry Experience



Market targeting is the total amount of all market availability that is usually calculated when we start the company. Market size can be used by companies to tell about potential of their market and business in the future.







# COMPETITIVE ADVANTAGE

Aum Hospitality Consultants stands out from competitors due to its deep industry expertise, personalized approach, and proven track record of success. Here are the key competitive advantages:

## Customized & Data-Driven Approach



- Every project is uniquely tailored to the client's vision and market dynamics.
- Detailed financial modeling, ROI analysis, and feasibility studies ensure profitability.
- Use of market intelligence and competitor benchmarking for strategic decision-making.



## Strong Network & Industry Partnerships



- Direct access to leading hotel operators, architects, vendors, and suppliers.
- Expertise in operator search and contract negotiations, securing the best terms for clients.
- Connections with real estate developers and investors, offering valuable insights on hospitality investments.







# COMPETATIVE ADVANTAGE



## **Profit-Oriented & Sustainable Business Models**

- Focus on cost optimization, revenue maximization, and operational efficiency.
- Implementing sustainable hospitality practices to enhance long-term value and guest experience.



## **Expertise in Emerging & Niche Markets**

- Specialization in luxury resorts, eco-tourism, boutique hotels, and F&B ventures.
- Experience in high-growth locations like Lakshadweep, Madhai, Himachal Pradesh, and business hubs like Mumbai and Pune.







# COMPETATIVE ADVANTAGE



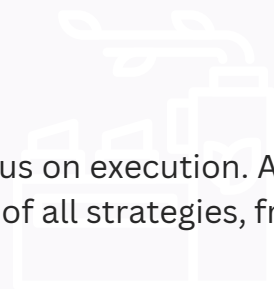
## Transparent & Professional Engagement

- Clear and structured scope of services, deliverables, and pricing.
- Professionalism in contract structuring, phased payments, and compliance.
- No hidden fees or conflicts of interest—ensuring complete trust and integrity.



## Focus on Execution & Long-Term Success

Many consultants provide recommendations but don't focus on execution. Aum Hospitality Consultants ensures seamless implementation of all strategies, from design planning to operational training.



# PROJECTS EXECUTED 2010-25

1. DPR, Project Planning & Operations Set Up of 25 Rooms High-end Hotel at Manor.
2. DPR, Project Planning & Execution of 25 Keys Hotel at Shirol On Mumbai-Nasik HW
3. DPR, Project Planning & Execution of 30 Keys Boutique Hotel at Wada, Near Thane
4. DPR, Project Planning & Execution of 30 Keys Boutique Hotel at Pali Near Khopoli
5. DPR, Concept & Project Planning of 50 Keys Hotel at Tapola Near M'war.
6. DPR, Concept & Project Planning of 50 Keys Boutique Hotel at Roha on Goa HW.
7. DPR, Conceptualization & Project Planning of 25 Keys Boutique Hotel at Murbad.
8. Leasing & Successful Managing 20 Keys Boutique Hotel at North Goa
9. Operational & Marketing Set up of Luxury 100 Keys Hotel at Igatpuri, near Mumbai
10. DPR, Conceptualization with Primary Feasibility of Agri Tourism at Dahanu.
11. Project Planning, Coordination, Executing Interior Designing of Commercial Office in Andheri.
12. Conceptualization & Project Planning of Luxury Jungle Lodge at Tanzania.
13. DPR, Concept, Planning & Operations Set up of 75 Keys Hotel at Karjat
14. Operational & Marketing Set up of Luxury 100 Keys Hotels at Igatpuri, near Mumbai
15. Ops. Set Up, Manpower Recruitment, SOP's, Manuals for 100 Keys Hotel in MP
16. Proj. Planning & Ops. Set up of 25 Keys Hotel with Adventure Tourism Facilities at Murbad.
17. Conceptualization & Project Planning of 60 Keys Agri Tourism HOTELS at Satara.
18. Conceptualization & Project Planning of 50 Keys Hotel at Satara, near Pune
19. Conceptualization & Project Planning of Club House at Karjat, near Mumbai
20. DPR, Concept & Project Planning of 90 Keys Hotel & Beach touch Restaurant & Camping site at Shrivardhan, Konkan
21. Conceptualization & Project Planning of 70 Keys Hotel & Resort Dapoli – Ongoing
22. Conceptualization & Project Planning of 30 Keys Hotel & Food Court at Wardha – Ongoing
23. Conceptualization & Project Planning of 75 Keys Island Hotel & Resort at Mahad – Ongoing
24. Conceptualization, Project Planning & Execution of 100 Villas & Club House at near Mumbai
25. Conceptualization, Project Planning & Execution of 50 Keys Resort at Alibaug.
26. Conceptualization, Project Planning & Execution of 100 Villas Resort at Khopoli.
27. Conceptualization, Project Planning & Execution of 50 & Club House near Pune.
28. Conceptualization, Project Planning of 125 Keys Luxury Resort near Pune.
29. Cloud Kitchen at Raipur from concept till commissioning.
30. Restaurant & Banquet Project on 16k sq.ft. at Raipur
31. Hotel Operations Set Up for Hotel Savitri Signature, Narsinghpur, MP
32. Conceptualization, Project Planning & Execution of 50 Keys Boutique Resort at Pune
33. Hotel Operations Set Up of a Boutique Resort at Pawna Dam near Lonavala, M.H.
34. Concept, Project Planning & Execution of a Pet Theme Boutique Resort at Hyderabad.
35. Concept, DPR, Project Planning of 100 Keys Business Hotel & Convention Centre in Mumbai.
36. Concept, DPR, Project Planning for 42 Keys Resort & spa at Aksa Beach, Mumbai
37. Hotel Operations Set Up & Project Development of Sports Resort at Dapoli
38. Hotel Operations Set Up of Wildlife Resort at Pench National Park.
39. Concept, DPR, Project Plan & Ops Set Up of a 15k sq.ft. Food Court at Nagpur
40. Concept, DPR, Project Plan & Ops Set Up for a Food Court at Nagpur





Expat Sparsh Resort, Karjat, Mumbai Region



Lakeview Resort by Greenarth, Mumbai Region



Vannraj Resort & Spa, near Nagpur





Punir Gaurav Resort, Shriwardhan



Rudraksh Resort, Ujjain



Rainforest Resort, Igatpuri





# Aum Hospitality Consultants

## Happy to serve you

We thank you for sparing your valuable time  
and going through this presentation



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