



# Presentation Profile on Development of New Restaurant Projects (From Concept till Commissioning)



PRESENTED BY  
Aum Hospitality Consultants, Nagpur

# Table Of Content



1. Welcome Message
2. About the company
3. Vision & Mission
4. Our Services
5. Our Cuisines
6. Meet the team
7. Our Core F&B Expertise
8. Kitchen Consulting Services



# Welcome Message



**Accept the challenge to  
feel alive.**

“Welcome on behalf of Aum Hospitality Consultants. In this presentation, I’ll guide you on how we can efficiently assist you in launching your new restaurant venture while keeping costs under control. Thank you.”

**Subodh Gupte**  
Principal Consultant



**SUBODH GUPTA  
PRINCIPAL CONSULTANT  
AUM HOSPITALITY CONSULTANTS**

# About the Company



- Aum Hospitality Consultants, under the leadership of Mr. Subodh Gupte, is a versatile and results-oriented consultancy firm in the hospitality sector. Here are some key highlights:
- Comprehensive Services: Aum Hospitality Consultants offers a broad spectrum of services, covering various segments within the hospitality industry, such as Business Hotels, Boutique Hotels, Budget Hotels, Theme Resorts, Camping Resorts, Clubs, Theme Restaurants, Conference & Banquet Halls. This indicates a wide-ranging expertise that can cater to different client needs.





# About the Company



**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.
- 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.



# About the Company



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.



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.
- 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.

## Why Choose us?



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.

# Vision & Mission



## 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





# Scope of Services as a Hospitality Consultant

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1. Initial Start-up Services & Project Conceptualization
  2. Technical Services & Facility Planning
  3. Pre-opening, Restaurant Operations & Management Services
  4. Post-opening Stage {Complimentary For Six Months}
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# Break up of Services Offered

## 1. Initial Start-up Services & Project Conceptualization

- Initial Start-Up Services
- Conceptualization of a Project
- Restaurant Operator Search if any

## 2. Technical Services & Facility Planning

- Construction and Design Services
- Physical Infrastructure & Facility Planning
- PMC & Planning of Infrastructure
- Planning of Technical Areas & Implementation
- Food & Beverage Designs & Plans

## 3. Pre-Opening (Restaurant Operations & Management Services)

- Restaurant Operations and Management Services
- Food & Beverages (Core expertise)
- Marketing Services
- Final Touch Up

## 4. Post-Opening Services

- Increasing Profit and Sales
- Value Additions {Performance Enhancement & Audits}



# Our Cuisines

The cuisine and drinks we design are as follows:

1. Indian Cuisine
2. Pan Indian & Regional Cuisines of India.
3. French Cuisine
4. Mediterranean Cuisine (French Provençale, Italian, Spanish, Egyptian, Portuguese, Turkish)
5. European Cuisine
6. American Cuisine
7. Pan Asian (Primarily Indian, Chinese, Japanese, Vietnamese, Pakistani, Hongkong Etc.)



# Major International Cuisines

A close-up photograph of various sushi pieces arranged on a bamboo mat. In the foreground, there are several nigiri sushi pieces: one with salmon, one with tuna, and one with shrimp. Behind them are several maki rolls, some with salmon, tuna, and avocado, and others with shrimp and cucumber. The background is slightly blurred, showing more sushi and a green garnish.

- **French Cuisine:**

- French cuisine is renowned for its elegance and use of fresh ingredients. It emphasizes herbs, butter, and wine.
- Iconic dishes include coq au vin, croissants, and ratatouille.
- French Provençal cuisine features aromatic herbs like thyme, rosemary, and lavender.

- **Chinese Cuisine:**

- Chinese food has spread globally, from Asia to the Americas, Europe, and Africa.
- Dumplings, dim sum, and stir-fried dishes are staples.
- American Chinese cuisine and Canadian Chinese food are popular local variations.

- **Japanese Food:**

- Japanese cuisine has become a global favorite.
- Sushi, ramen, and tempura are widely enjoyed.
- Japanese food adapts to local preferences; for example, the California roll is a modified version of makizushi.

- **Italian Food:**

- Italian cuisine celebrates simplicity and quality ingredients.
- Pasta dishes, pizza, and gelato are beloved worldwide.
- Each region in Italy has its unique culinary traditions.

# Major International Cuisines

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- **Greek Food:**

- Greek cuisine emphasizes fresh vegetables, olive oil, and herbs.
- Moussaka, gyro, and tzatziki are popular Greek dishes.

- **Spanish Food:**

- Spanish cuisine varies by region, from paella in Valencia to tapas in Andalusia.
- Churros, jamón, and sangria are well-known Spanish treats.

- **Mediterranean Cuisine:**

- Mediterranean cuisine spans countries like Greece, Italy, and Turkey.
- It features grilled meats, hummus, and tabbouleh.

- **Lebanese Cuisine:**

- Lebanese food combines flavors from the Middle East and the Mediterranean.
- Falafel, shawarma, and baklava are Lebanese delights.
- Remember, even within a country, there can be regional variations that add richness to these global cuisines. Bon appétit!



# Delicious & Diverse Cuisines around The World

- Let's explore some of the delicious and diverse cuisines from around the world:
- **FRENCH CUISINE:**
  - French cuisine is renowned for its elegance and use of fresh ingredients. It emphasizes herbs, butter, and wine.
  - Iconic dishes include coq au vin, croissants, and ratatouille.
  - French Provencal cuisine features aromatic herbs like thyme, rosemary, and lavender<sup>1</sup>.
- **CHINESE CUISINE:**
  - Chinese food has spread globally, from Asia to the Americas, Europe, and Africa.
  - Dumplings, dim sum, and stir-fried dishes are staples.
  - American Chinese cuisine and Canadian Chinese food are popular local variations<sup>1</sup>.
- **JAPANESE FOOD:**
  - Japanese cuisine has become a global favorite.
  - Sushi, ramen, and tempura are widely enjoyed.
  - Japanese food adapts to local preferences; for example, the California roll is a modified version of makizushi<sup>1</sup>.
- **ITALIAN FOOD:**
  - Italian cuisine celebrates simplicity and quality ingredients.
  - Pasta dishes, pizza, and gelato are beloved worldwide.
  - Each region in Italy has its unique culinary traditions.



# Delicious & Diverse Cuisines around The World

- **GREEK FOOD:**

- Greek cuisine emphasizes fresh vegetables, olive oil, and herbs.
- Moussaka, gyro, and tzatziki are popular Greek dishes.
- Spanish Food:
- Spanish cuisine varies by region, from paella in Valencia to tapas in Andalusia.
- Churros, jamón, and sangria are well-known Spanish treats.

- **MEDITERRANEAN CUISINE:**

- Mediterranean cuisine spans countries like Greece, Italy, and Turkey.
- It features grilled meats, hummus, and tabbouleh.

- **LEBANESE CUISINE:**

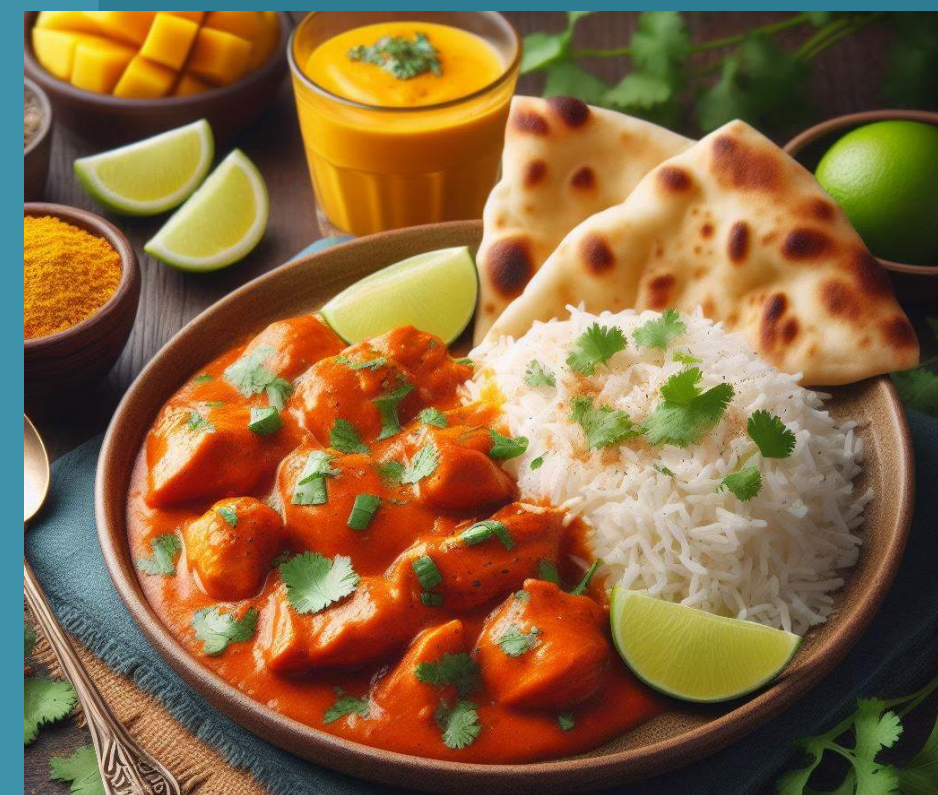
- Lebanese food combines flavors from the Middle East and the Mediterranean.
- Falafel, shawarma, and baklava are Lebanese delights.
- Remember, even within a country, there can be regional variations that add richness to these global cuisines. Bon appétit!



# About Indian Cuisine



Machher Jhol



Butter Chicken

- Indian cuisine is a delightful tapestry of flavors, traditions, and regional specialties. Let's explore this rich culinary heritage:
- **Diverse Origins:** Indian cuisine reflects an 8,000-year history of various groups and cultures interacting with the Indian subcontinent. This long history has led to a remarkable diversity of flavors and regional cuisines found in modern-day India. Trade with British and Portuguese influences further enriched Indian culinary traditions 1.
- **Influences and Staples:**
- **Spices:** Indian food is heavily influenced by religion, particularly Hinduism and Islam. Spices play a crucial role, and historical events like invasions, trade relations, and colonialism introduced new ingredients. For instance, the Columbian discovery of the New World brought potatoes, tomatoes, chillies, peanuts, and guava to India 1.
- **Age of Discovery:** The spice trade between India and Europe was a catalyst for Europe's Age of Discovery. Spices from India were traded across Europe and Asia, shaping international relations 1.
- **Staples:** Staples like turmeric, cardamom, black pepper, and mustard have been harvested in India for centuries 1.
- **Regional Varieties:**
- **North Indian Cuisine:** Known for rich gravies, tandoori bread, and kebabs. Think of dishes like butter chicken, naan, and paneer tikka.
- **South Indian Cuisine:** Rice-based with coconut, tamarind, and spices. Dosa, idli, and sambhar are iconic.
- **East Indian Cuisine:** Seafood-rich with flavors of mustard oil. Try machher jhol (fish curry) and sandesh (sweet).
- **West Indian Cuisine:** Influenced by Portuguese and British. Vada pav, pav bhaji, and dhokla are popular.
- **Northeast Indian Cuisine:** Unique flavors with bamboo shoots, fermented foods, and local herbs. Explore thukpa and bamboo shoot pickle.
- 1. **Street Food:** Indian street food is a vibrant world of chaats, samosas, pani puri, and kathi rolls. Each region has its own street food gems.
- 2. **Breads:** From the ubiquitous **roti** and **paratha** to the flaky **lachha paratha** and the layered **poori**, Indian breads are diverse and delicious.
- 3. **Sweets:** India's sweet repertoire is vast. Try **gulab jamun**, **jalebi**, **rasgulla**, and **kaju katli**.
- Remember, Indian cuisine isn't just about taste—it's a celebration of culture, history, and community.





1. Tomato Shorba
2. Chicken Tikka
3. Shami Kabab
4. Hara Bhara Kabab
5. Cheese Kurkure.
6. Butter Chicken
7. Chicken Vindaloo
8. Gosht Roganzosh
9. Palak Paneer



10. Veg Kofta
11. Veg Korma
12. Hyderabad Dum Biryani
13. Dal Makhni
14. Dal Panchrangi
15. Masala papad
16. Mint Raita
17. Jalebi Rabdi
18. Sandesh, Rasgoola, Rasmalai

## Indian Food Menu

# Delicacies of French Cuisine

- French cuisine, steeped in tradition and elegance, has left an indelible mark on the culinary world
- **Medieval Origins:**
- In the 14th century, Guillaume Tirel, known as “Taillevent,” penned *Le Viandier*, one of the earliest recipe collections in medieval France.
- **Shifts in Style:**
- The 17th century witnessed a culinary transformation led by chefs François Pierre La Varenne and Marie-Antoine Carême.
- They moved French cooking away from foreign influences, developing an indigenous style.



**Salad Nicoise**



**Macarons**



**Omelette surprise**



**Peach Melba**



**French Onion Soup**

- **Modern Influence:**
- Culinary tourism and the *Guide Michelin* introduced commoners to both urban elite (*cuisine bourgeoise*) and rustic peasant cuisine.
- Intangible Cultural Heritage:
- In November 2010, French gastronomy was recognized by UNESCO as part of the world’s “intangible cultural heritage” .
- French cuisine is an art form—a harmonious blend of flavorful ingredients, precise techniques, and timeless beauty.



# French Food Menu



Ratatouille & piperade



1. Escargot
2. Ratatouille
3. Coq Au Vin
4. Confit de Canard
5. Foie Gras
6. Soupe A L'oignon
7. Bouillabaisse
8. Cuisses de Grenouille
9. Farci Poitevin

10. Soupe De Poisson
11. Cassoulet
12. Couilles de Mouton
13. Ris de Veau
14. Tomates Farcies
15. Crepe Suzette
16. Croissant
17. Baguette
18. Pai Au Chocolate



# Meet The Team



**Chef XYZ**

Sous chef



**Chef ABC**

Head Chef

“In your hotel, we prioritize building an in-house team of chefs and service staff rather than relying on external placement agencies. We create robust HR policies and standard operating procedures (SOPs) and ensure their effective implementation. When HR policies are supportive and employee-centric, it significantly contributes to higher team retention rates.”

# Food Costing/Beverage Costing/Menu Planning/Menu Engineering/Std Portion/Std Yield

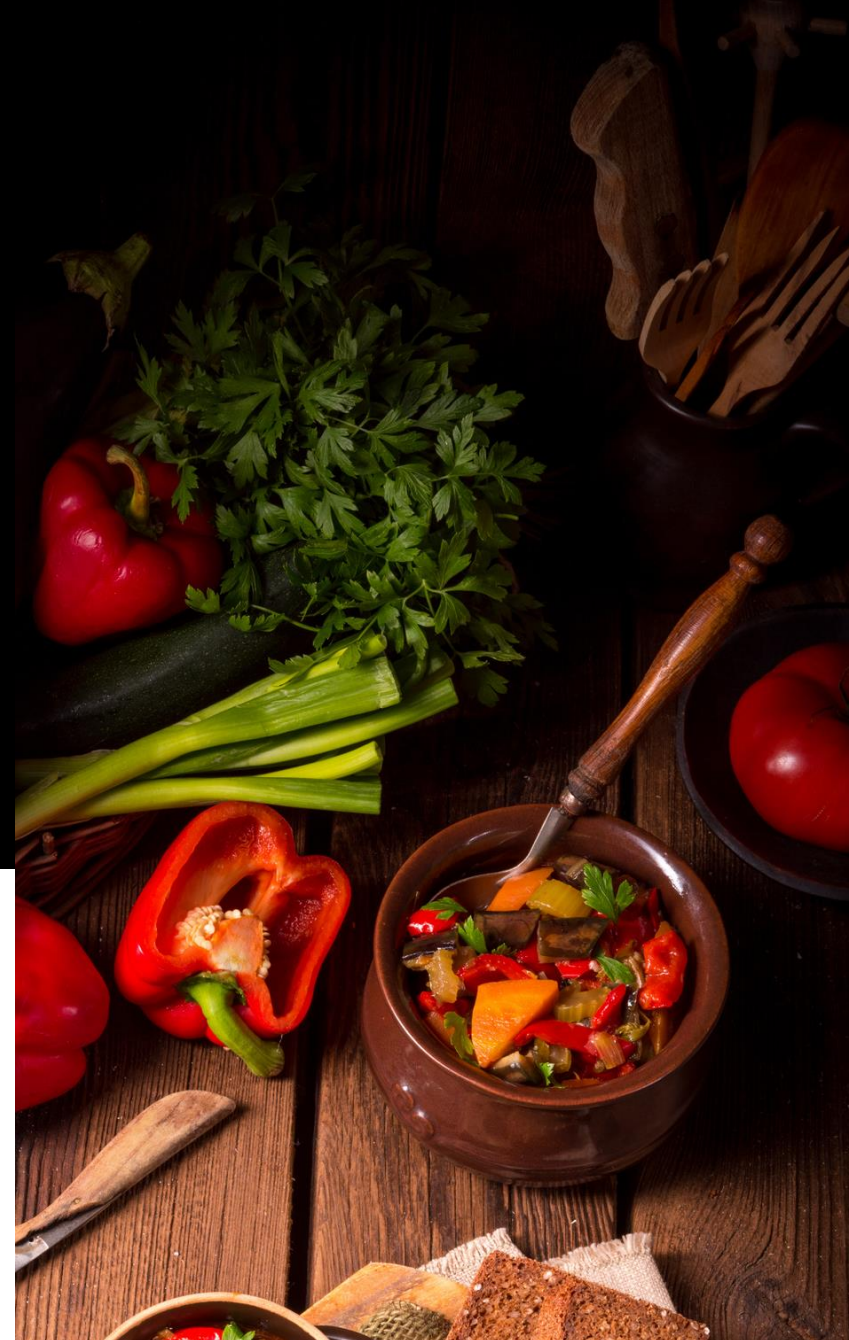
**Escargot**



**Roasted Veggies Enchilada**



**Ratatouille**



“We excel in creating exquisite international cuisines, meticulously planning menus, and engineering effective menu offerings, recipe costing, std portion/std yield. Our Kitchen Standard Operating Procedures (SOPs) are designed to reduce food costs and optimize Food & Beverage (F&B) revenues. Additionally, our expertise lies in food costing methods that provide daily reports on food expenses.”



## Our Core Expertise

# Kitchen Consulting Services

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- When it comes to designing commercial kitchens, our role is crucial in ensuring efficiency, safety, and functionality. Here's our ideal scope of services:
- **ASSESSMENT AND REQUIREMENT ANALYSIS:**
  - Understand the client's needs, menu plan, and storage requirements.
  - Evaluate the specific preparation area needs.
  - Collaborate with the client to conceptualize the kitchen layout.
- **CONCEPTUALIZATION AND PLANNING:**
  - Plan the kitchen layout based on the latest food service concepts.
  - Design various kitchen components, including commissary, bakery, finishing kitchens, cold kitchens, and service bars.
  - Determine requirements for cold storage, dishwashing, and both vertical and horizontal service movements.
- **EQUIPMENT SPECIFICATION:**
  - Specify the necessary kitchen equipment, considering the menu and workflow.
  - Ensure that the equipment aligns with safety standards and operational efficiency.
- **LIGHTING DESIGN:**
  - Optimize lighting for different kitchen zones, such as prep areas, cooking stations, and service counters.
  - Balance functionality, aesthetics, and energy efficiency.
- **MATERIAL SELECTION:**
  - Choose appropriate materials for countertops, flooring, and walls.
  - Prioritize durability, hygiene, and ease of maintenance.



# Kitchen Consulting Services

- **Electrical, Plumbing, and Ventilation Plans:**
  - Create detailed plans for electrical outlets, plumbing fixtures, and ventilation systems.
  - Ensure compliance with safety regulations.
- **Cost Budgeting:**
  - Develop a budget for the entire kitchen setup, including construction, equipment, and installation.
  - Optimize costs without compromising quality.
- **Custom Fabrication Details:**
  - Provide specifications for custom-built elements, such as counters, shelves, and storage units.
  - Collaborate with contractors and fabricators.
- **Kitchen Management Consulting:**
  - Advise on efficient workflow, staff organization, and kitchen operations.
  - Address any operational challenges during the setup.
- **Solid Waste Management Consulting:**
  - Implement waste management practices to minimize environmental impact.
  - Designate waste disposal areas within the kitchen.
- “As experienced kitchen consultants, we seamlessly integrate design principles with practical considerations to craft functional and cost-effective commercial kitchens. Our expertise extends to designing kitchens up to 1500 sq.ft., collaborating closely with your architect’s AutoCAD team. For spaces exceeding 1500 sq.ft., we recommend engaging an external professional kitchen consultant, with their fees covered by the project promoters.”





**Contact**



## Aum Hospitality Consultants



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# Thank You

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