



# Institutional Business Services

*Strategic Interface Between Policy, Capital & Execution*

# What is Institutional Business Services?

*IBS transforms government budget allocations into viable, funded projects through strategic structuring and institutional frameworks.*

- The IBS Division identifies government-linked opportunities and structures them into viable projects with competent consortia for successful execution
- We convert budget allocations into concept notes, tenders, funded projects, and sustainable assets through institutional frameworks
- Strategic positioning at the intersection of policy interpretation, capital structuring, technology integration, and project execution
- Comprehensive service model designed specifically for government-linked business development in India's evolving PPP ecosystem

**Transforming Government Budget Allocations Into Viable Funded Projects through Strategic Structuring and Institutional Frameworks**



# Why Institutional Business Services Matter Today

## India's Development Ecosystem Evolution

- Outcome-based budgeting with PPP and SPV models driving project structuring requirements
- ESG and SDG compliance mandates requiring specialized advisory capabilities
- Blended finance structures integrating equity, debt, and subsidy convergence
- Gender inclusion requirements and climate-linked capital flows reshaping development financing

## The Critical Gap in Corporate Capabilities

- Strong technical expertise and execution capability but limited policy interpretation capacity
- Insufficient tender structuring understanding and institutional positioning experience
- Challenges with financial convergence structuring and government interface management
- **Shiva Consultancy Group bridges this gap** as strategic partner between policy frameworks and implementation aligned with Viksit Bharat roadmap

# Comprehensive IBS Service Architecture



## Government Opportunity Intelligence Cell

Budget mining, scheme analysis, departmental roadmap tracking, and gap identification in policy execution.

## Tender/EoI/RFP Structuring

Concept note drafting, pre-feasibility studies, detailed project reports, and PPP framework structuring.

## Consortium & SPV Structuring

EPC and Technology consortia formation, partner identification, due diligence, and governance framework design.

## Financial Engineering & Capital Structuring

Equity capital, term loans, subsidy convergence, VGF, carbon credit monetization, and ESG-linked financing.

## Post-Award Institutional Support

Project monitoring, compliance management, fund utilization tracking, and ESG reporting with impact assessment.

# How IBS Creates Institutional Value



## Policy Translators

Decode budget allocations and scheme structures to identify viable opportunities aligned with Viksit Bharat framework.



## Tender Architects

Draft EoI, RFP, and DPR documents aligned with departmental objectives, budget provisions, and ESG standards.



## Consortium Builders

Create technically qualified SPVs with verified partners, structured equity arrangements, and governance frameworks.



## Financial Structurers

Integrate subsidy, equity, debt, VGF, and ESG capital into bankable financial models with DSCR/IRR projections.



## Risk Managers

Ensure comprehensive compliance, structured documentation, governance safeguards, and transparent reporting frameworks.

# Sectoral Focus Across Critical Development Areas

## Agriculture & Allied Ecosystems

Natural farming clusters, micro irrigation with solar convergence, agri mechanization parks, FPO cooperative strengthening, agro processing infrastructure, and carbon sequestration projects.

## Renewable & Green Growth

Floating solar, agrivoltaics, bioenergy, hydrogen value chain development, climate resilient infrastructure, and ESG-linked renewable energy projects aligned with **net-zero commitments** .

## Infrastructure & Industrial Development

Expressway-linked development, industrial estate PPP models, smart control systems, urban infrastructure modernization, and transport hub development under **National Infrastructure Pipeline** .

## Animal Husbandry & Dairy

Integrated dairy parks, Gaumata Poshan cluster structuring, veterinary infrastructure enhancement, silage and feed manufacturing PPP, and women dairy SHG integration for inclusive growth.

## Fisheries & Blue Economy

Marine infrastructure development, aquaculture clusters, cold chain and processing facilities, coastal development projects aligned with **Pradhan Mantri Matsya Sampada Yojana** .

# Four-Phase Engagement Framework

## Phase 1: Strategic Identification

Opportunity assessment, sector suitability check, client capability mapping to ensure alignment with institutional requirements

## Phase 2: Structuring

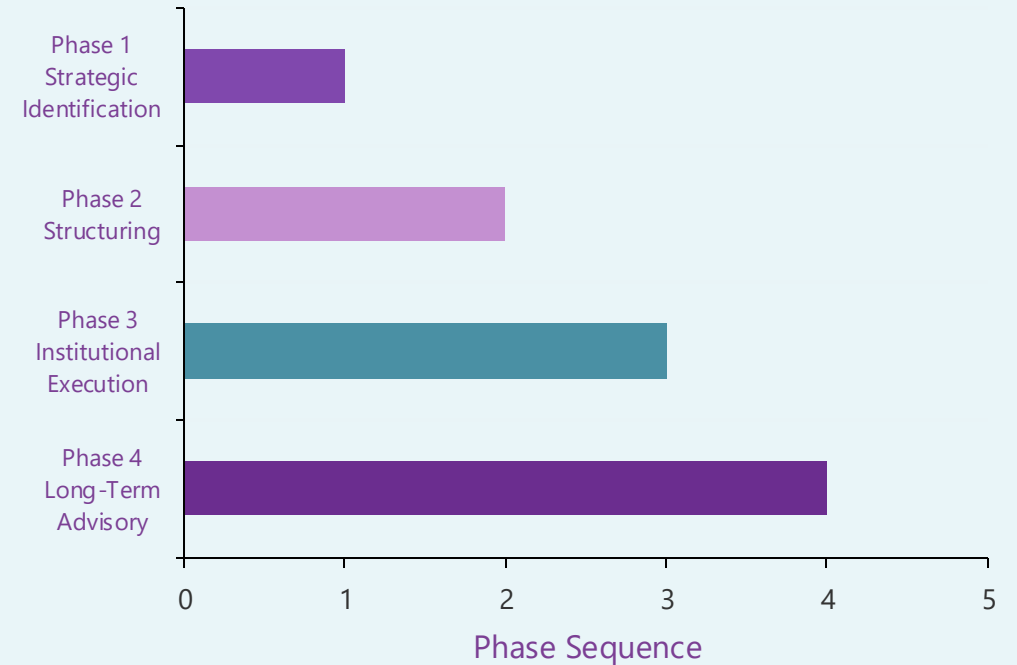
Project conceptualization, consortium formation with verified partners, comprehensive financial structuring with blended capital sources

## Phase 3: Institutional Execution

Tender participation support, complete documentation and compliance management, fund raising facilitation through institutional channels

## Phase 4: Long-Term Advisory

Ongoing governance support, project monitoring and performance tracking, strategic scaling and expansion guidance for sustained impact



# Strategic Advantages and Institutional Credibility

- **Multisector institutional exposure** across agriculture, renewable energy, infrastructure, cooperative ecosystems, and climate advisory delivering comprehensive project insights
- **Deep policy and regulatory understanding** enabling effective navigation of government frameworks, budget provisions, and compliance requirements
- **Financial structuring expertise** integrating equity, debt, subsidy convergence, VGF, ESG-linked financing, and carbon credit monetization
- **ESG and sustainability orientation** aligned with SDG goals, gender compliance mandates, and climate-resilient development frameworks
- **Rural and cooperative ecosystem experience** building inclusive institutional models integrating grassroots stakeholders with formal financial structures
- **Structured documentation discipline** ensuring transparency, compliance safeguards, and institutional risk mitigation throughout project lifecycle
- **Long-term strategic mindset** focused on creating self-sustainable ecosystems where education, innovation, agriculture, technology, and nature thrive together



# References

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