

Dear Participants and Esteemed Domain Experts,

Thank you once again for your valuable time and insightful contributions during yesterday's brainstorming session. Your thoughtful inputs and active participation have given us strong direction as we work towards building a highly professional Risk Management Training and Consultancy practice.

Please find below a concise summary of the key discussions, suggestions, and agreed next steps from the meeting.

### **Meeting Summary Risk Management Training & Consultancy Brainstorming Session**

**Date:** Friday, 10 April 2026 **Duration:** 1 hour 46 minutes **Participants:** Shankar Subramanian, Manoj Navalkar and Domain Experts – Narendra Deshmukh, Sameer Phutane, Naveen Motebennur, Lakshman Pandey, Gladstone Samuel (along with others who joined briefly)

#### **1. Objective of the Session**

The objective of the session was to collaborate with experienced Risk Management domain experts to co-create a highly professional **Risk Management Training and Consultancy practice** targeted at corporates, with an initial focus on the BFSI sector. The aim is to build a structured expert panel, RMS Marketplace, and leadership opportunities by leveraging collective domain expertise.

#### **2. Key Discussion Points**

- Expert Panel Formation – distribution across risk domains, ideal panel size, and responsibilities.
- Service Offerings & RMS Marketplace – including expert profiles page and structured service catalogue.
- Leadership Roles – pre-sales, program management, delivery, and marketing strategy.
- GRC Software anchoring, demos, and implementation support.
- MoU & Compensation Framework – fair and motivating structure for all stakeholders.
- Marketing, Visibility, and Go-to-Market Strategy.

#### **3. Main Insights and Suggestions from Experts**

##### **Domain Coverage & Panel Composition**

- Gladstone Samuel suggested including **Geopolitical Risk** and **POSH (Prevention of Sexual Harassment)** as emerging areas, linking them to ESG and governance.
- Narendra Deshmukh recommended adding **Financial Risk, Regulatory Compliance, and Internal Vigilance / Fraud Risk Management**.
- Strong consensus emerged on offering a **fractional CRO / Risk Management** model to serve mid-sized organizations.

### **Go-to-Market & Marketing Strategy**

- Sameer Phutane, Naveen Motebennur, and Gladstone Samuel emphasized shifting focus from individual profiles to **cohesive group offerings** and strong marketing visibility.
- Gladstone Samuel highlighted the need for effective lead magnets (free gap assessments, pilot projects, or webinars) instead of generic surveys.
- Naveen Motebennur proposed engaging clients through TC as a **single point of contact**, with seamless access to multiple experts.

### **Service Delivery Model**

- Emphasis was placed on presenting the panel as a **unified entity** under the TrainingCentral umbrella.

### **Accreditation & Certifications**

- Discussion on obtaining credible accreditation for risk management training programs. Naveen Motebennur and Lakshman Pandey offered to collaborate on certification-related initiatives.

### **4. Action Items & Next Steps**

Manoj proposed forming small focused working groups under one umbrella committee. The participants showed strong support and several volunteered to contribute in the following areas:

- **Marketing & Go-to-Market Strategy:** Lakshman Pandey and Gladstone Samuel volunteered to assist Manoj. Others are also welcome to join.
- **Collation of Achievements & Identification of Service Offerings:** Sameer Phutane, Naveen Motebennur, and others volunteered to help compile projects delivered and services the panel can offer.
- **MoU & Compensation Framework:** Narendra Deshmukh, Shankar Subramanian, and others will work on defining broad MoU terms and a fair compensation structure for the panel's voluntary activities.

Additional next steps include:

- Manoj Navalkar to create a **WhatsApp group** for core panel members for better coordination.
- Gladstone Samuel offered to prepare a professional template for capturing expert profiles and projects.
- TrainingCentral to work on the **RMS Expert Profiles Page** and structured service offerings.
- Shankar and Manoj will share the proposed MoU framework in the coming days, along with individual follow-ups.

### **5. Overall Outcome**

The session was highly interactive, constructive, and productive. There was clear enthusiasm and willingness from the participants to actively contribute and move forward collaboratively as a cohesive group.

We truly value your rich experience and knowledge. To take this vision forward effectively, we kindly request those who participated in the brainstorming session to share their **feedback and suggestions**. Your candid inputs will help us refine our approach and make the next discussion even more productive and thought-provoking.

We plan to organize the next working group call at the earliest and will share the revised agenda and meeting details shortly.

Please feel free to reach out to Manoj or me with any additional thoughts in the meantime.

Thank you once again for your continued support and valuable insights. We look forward to collaborating closely with you to build something meaningful and impactful in the Risk Management space.

**Attachments:**

- PPT Presentation slides shared during the session
- Video Recording of the full call

Best regards,

**Shankar Subramanian**

**Manoj Navalkar** Head – Training Central Solutions & FinNet Resources