

Strategic Brainstorming Session

Risk Management Training & Consultancy Initiative

Friday, 10 April 2026 | 11:00 AM IST | 75 Minutes

Microsoft Teams | [Join Meeting](#)



Our Agenda

01

Welcome & Vision

Strategic objectives and initiative goals

02

Participant Overview

Context on domain experts and their expertise

03

Current Model & Opportunities

Services model and high-value areas

04

Key Discussion Topics

Marketplace, profiles, marketing, GRC, and RFP support

05

Panel Formation

Distribution, size, and responsibilities

06

Leadership & Structure

Roles, MoU, and compensation framework

07

Next Steps

Open floor, inputs, and action plan

Our Vision

Building a highly professional Risk Management Training & Consultancy practice by combining Shankar's deep risk domain expertise with Manoj's proven strengths in training delivery, expert network management, and marketplace operations.

Training Programs

Customized and off-the-shelf workshops on risk management topics

Consultancy Services

Operational Risk, GRC implementation, compliance, process design, and internal controls

Thought Leadership

Webinars, seminars, and knowledge-sharing sessions

Technology Support

GRC software anchoring, demos, and implementation support

RFP/RFI Support

Client responses for training and consultancy projects



About Our Partners

Manoj Navalkar

Head of Training Central Solutions

Private Limited (TC)

- TC delivers high-quality training to BFSI sectors across multiple countries
- TC anchors a network of domain experts connects clients with finance and risk experts for contractual engagements

Shankar Subramanian

34+ years in top Indian and multinational banks

- Expertise in Operational Risk, Internal Audit & Controls
- Process Design, Regulatory Compliance, and GRC

What We Plan to Establish



Dedicated RMS Marketplace

A professional platform for domain experts to contribute and monetize their knowledge



Expert Profiles Page

A professional RMS Page showcasing expert profiles



Leadership Opportunities

Clear opportunities for panel members to take leadership roles in pre-sales, delivery, and marketing





Expert Panel Formation

Distribution Across Domains

- Operational Risk
- Credit Risk
- Market Risk
- Cyber Risk
- Compliance
- ESG Risk

Key Considerations

- Recommended panel size
- Responsibilities and expectations
- Contribution and monetization

Service Offerings & Marketplace

Training Programs

Ideas for customized and off-the-shelf courses

Webinars & Seminars

Joint marketing and thought-leadership sessions

Conferences

Industry events and knowledge-sharing forums

Sponsorships

Partnership opportunities and brand visibility

Leadership & GRC Support

Leadership Roles

- Pre-sales calls and client engagement
- Program management and delivery
- Marketing strategy across verticals and horizontals

GRC & Technology

- Anchoring GRC software solutions
- Demos and client pilots
- Implementation support





MoU & Compensation Framework

TC Entity

Fair and motivating structures for the training and consultancy entity

Panel Leads

Leadership opportunities and responsibilities

Panel Members

Contribution and monetization of knowledge

Consulting Assignments

RFP/RFI support and client engagements

Open discussion on fair and motivating structures for all stakeholders.

Risk Management Professionals

Panel Profile

- 17 Professionals
 - 10 BFSI Industry Specialists

Segment Profile

- 56 Risk Management and Project Finance Professionals
 - 32 BFSI Industry Specialists
 - 5 Project Finance Specialists
 - 3 IT
 - And Others

Laxmi Ramnathan
Sridhar Kalyanasundaram
Murtaza Merchant
Shankar Subramanian
Parna Mehta (UK)
Lakshman Pandey
Sameer Phutane
Gladstone Samuel
Vaidyanathan Chandramouli
Naveen Motebennur
Narendra Deshmukh
Praveen Suvarna
Venkatesh Kakimaani Reddy
Amit Agarwal (Canada)
Sampath Aigrity
Nadathur Murali

DE Engagement Process (Legacy)

Based on Expertise Requirement by TC Client

DE profiles are categorized in 24 Segments

1. Client raises requirement
2. TC Publishes requirement through Mailer, LinkedIn, WA Channels, WA Community
3. Interested DEs respond with latest CV
4. TC shares profiles on No-name basis with Client
5. Client communicates interest in Interviewing shortlisted DEs
6. TC facilitates Call after sharing DE Identity
7. Client identifies DE who meets the requirements
8. TC ensures Scope is finalized between Client and DE
9. TC charges Client

TC doesn't carry the risk of Delivery



TrainingCentral

DE Engagement Process (Planned)

Specialised Portal for DE Profiles

1. DE Profiles published profiles on No-Name basis.
2. Nominal Charge for DE detailed Profile and contact
3. Separate Charge if TC Services for DE Interviews are required.

Segment-specific Services from TC

1. Anchor Portal and LMS for the Risk Management Services
 1. Special RMS Page with profiles of Panel members
 2. Domain Expert listing for Clients to access and reach out to (through TC)
 3. Marketplace set-up of RMS offerings from Domain Experts, through published Service Charges published
 4. Facilitating the technology requirements for Webinar, Assignments, Tests, etc.
 5. Blogs, Articles, Viewpoints publishing on TC Blog
2. Anchoring Marketing Outreach
 1. Subscription to Seminars, Trade Fairs or Sponsored Talks and so on.
 2. Mailers to databases across industries.
3. Anchor GRC Software installation, demo, pilots on Tech infrastructure
4. Publishing RFP, RFI requirements and supporting responses
 1. Subscribe to the Source of Risk RFIs, RFPs
5. Project Management Services

Roadmap in Risk Management

First 100 days

1. Designing Sector-specific offerings e.g. BFSI, IT, AI
2. Keeping your profile updated on the TC portal
3. Sharing offerings for Risk and Compliance department.
4. What can be bundle in TC's LMS packages for Banks, NBFCs, Fintechs, HFCs, etc?
5. Supporting the Marketing
 1. Forwarding mailers to your connects
 2. Following the page created on LinkedIn, when done
 3. 'Like'ing posts, articles on LinkedIn for wider distribution

Thank you



TrainingCentral

Training Central Solutions Pvt. Ltd.
Training beyond boundaries...

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