

ANNUAL REPORT

2024 - 25



XAVIER'S
CONSULTING
CLUB

Accelerating Growth

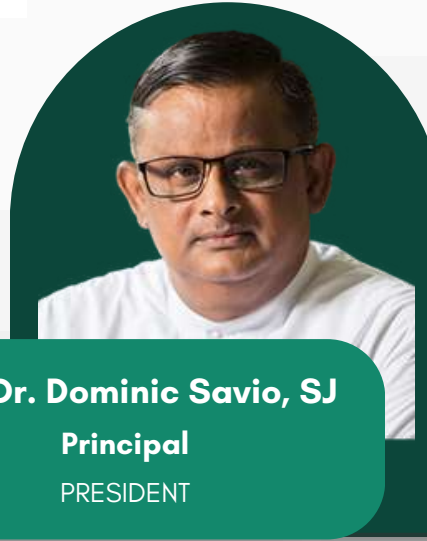


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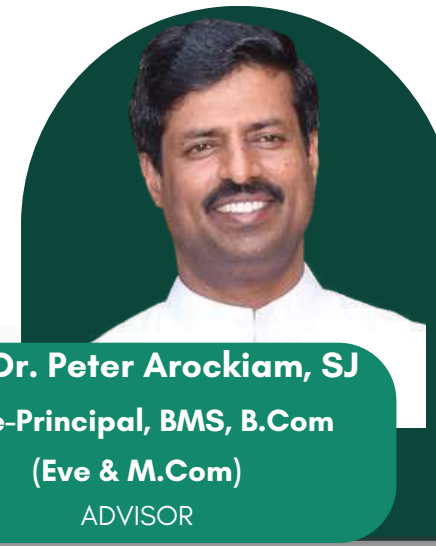
OUR ADVISORS



Rev. Dr. Dominic Savio, SJ
Principal
PRESIDENT



Rev. Dr. Joseph Kulandai, SJ
Vice-Principal, Commerce (Morning)
ADVISOR



Rev. Dr. Peter Arockiam, SJ
Vice-Principal, BMS, B.Com
(Eve & M.Com)
ADVISOR



Prof. Bertram Da'Silva
Vice-Principal, (Arts & Science)
ADVISOR



Dr. Swati Sarkar
Vice-Principal, Dept of Education
ADVISOR



Rev. Fr. Johnson Padiyara, SJ
Vice-Principal, Raghapur Campus
ADVISOR

OUR ADVISORS



Dr. (CA) Sanjib Kumar Basu
DEPUTY PRESIDENT



Dr. Sreemoyee Guha Roy
VICE-DEPUTY PRESIDENT



Dr. Romit S Beed
VICE-DEPUTY PRESIDENT



Prof. Saptarshi Roy
VICE-DEPUTY PRESIDENT

Focus Area



300K +
Social media reach

100+

Number of members



6+

Number of initiatives

20+

Number of live projects



2+
Number of mentors



INTRODUCTION

In an era where businesses thrive on strategic insight and analytical problem-solving, Xavier's Consulting Club (XCC) stands at the forefront, nurturing the next generation of consultants. Founded by the students of St. Xavier's College (Autonomous), Kolkata, XCC is more than just a student-run organization—it is an incubator for sharp business acumen, structured thinking, and impactful decision-making.

At its core, the club is built on the philosophy of learning by doing. Through live consulting projects, industry collaborations, and case-solving initiatives, members gain firsthand exposure to real-world business challenges. XCC operates across diverse industries, offering students a unique opportunity to apply their classroom knowledge to tangible, high-impact scenarios. Whether it's working with startups to refine their go-to-market strategies or helping established firms optimize operations, the club provides an invaluable bridge between theoretical frameworks and real-world execution.

Beyond consulting engagements, XCC fosters a vibrant learning ecosystem through its flagship casebook, "Emerald", research-driven publications, and collaborations with top-tier institutions like IIM Lucknow and IIM Calcutta. These initiatives not only sharpen analytical skills but also position XCC members at the forefront of India's evolving business landscape. With a strong emphasis on knowledge-sharing, structured problem-solving, and professional networking, the club equips students with the expertise needed to excel in top consulting firms, corporate leadership roles, and entrepreneurial ventures.

Through its rigorous training, hands-on experience, and industry connections, Xavier's Consulting Club continues to set a benchmark for student-led consulting initiatives, proving that young minds, when empowered with the right tools and opportunities, can drive meaningful business transformation.

OBJECTIVES

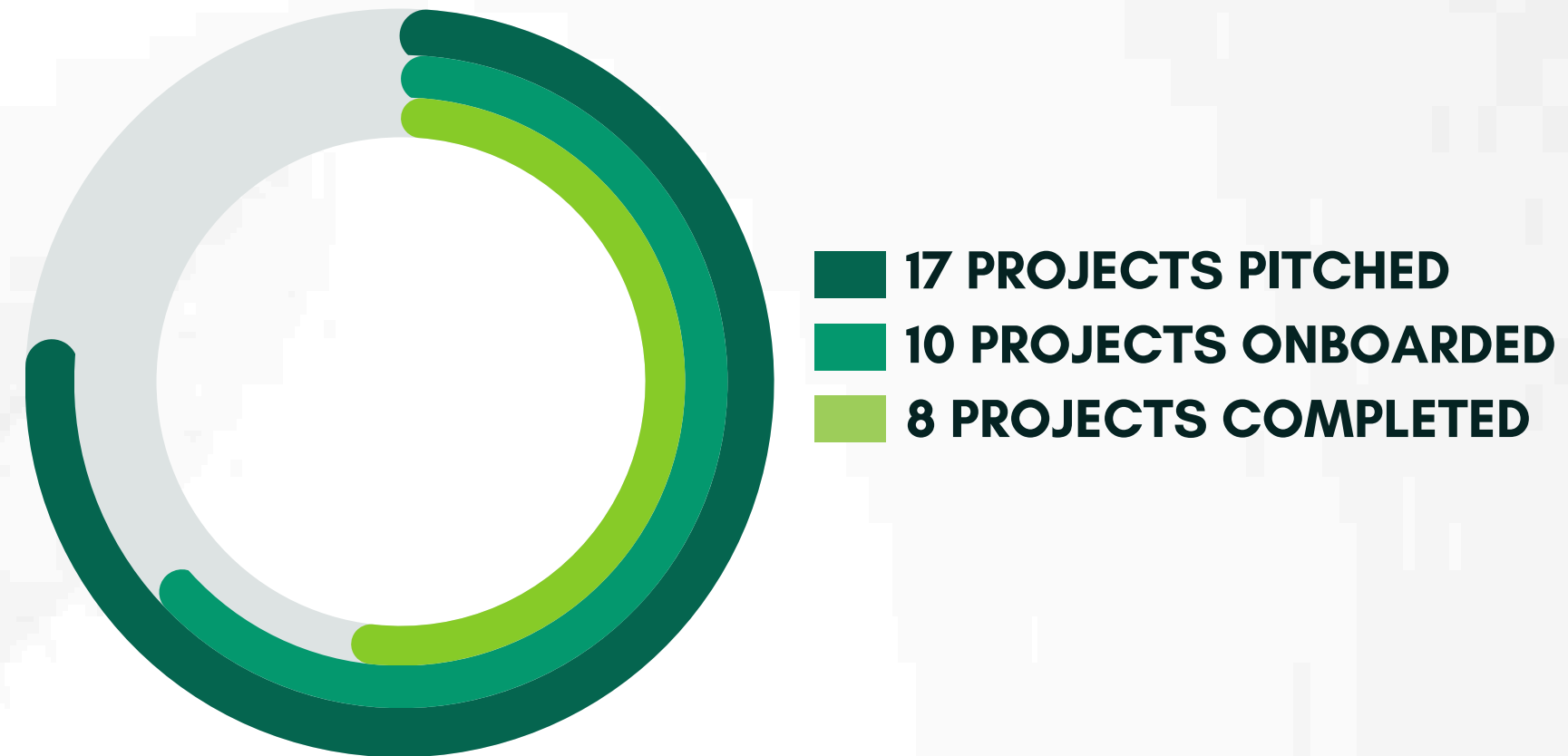
XCC is dedicated to providing students the tools and knowledge they need to succeed in the demanding consulting industry. Using live consulting projects spanning several industries, including education, healthcare, and beauty, members acquire practical experience, enabling them to apply academic knowledge to practical corporate issues. This practical experience improves their capacity for addressing problems and prepares them for the rigours of multinational companies.

XCC also gives professional development top priority, including skill-building courses, case studies, and joint projects with prestigious universities such as IIM Calcutta and IIM Lucknow. These programs are meant to improve strategic decision-making and analytical thinking, preparing members for high-stakes business settings. Emphasising the sharing of information through thorough resources like its forthcoming casebook, Emerald, slated for release by the end of March, the club also supports a robust research culture. With industry knowledge, methodical problem-solving techniques, and sample solutions, this book will be vital for future consultants.

Beyond personal development, XCC is committed to community involvement and closely works with businesses and NGOs to offer consultation services generating significant influence. Through encouraging these partnerships, the club not only helps outside companies to flourish but also gives its members varied project experiences, supporting its dedication to social responsibility and comprehensive education.

UNDERTAKINGS

Xavier's Consulting Club showcased notable progress in 2024, pitching for 17 projects, securing 10, and completing 8. Successfully landing 10 projects in a competitive landscape is a testament to the dedication, resilience, and teamwork of our members. Their consistent efforts, strategic thinking, and commitment to excellence have been instrumental in driving this achievement. This reflects a 33.3% increase in project completions compared to the previous year, underscoring our club's evolving capabilities and strengthened execution strategies. Such progress not only highlights our growth but also inspires us to continue pushing boundaries and striving for greater impact.



2023: 6 PROJECTS 
2024: 8 PROJECTS 



MESSAGE

FROM THE DEPUTY PRESIDENT :

Dear Students, Alumni/ae, Benefactors and Well Wishers,

I am delighted to share with you the remarkable progress and accomplishments that our club has achieved over the past year. It fills me with great joy to witness the dedication and enthusiasm with which each of you has contributed to our shared journey of excellence.

In our pursuit of pushing boundaries, embracing challenges, and fostering growth, Xavier's Consulting Club has undeniably become a thriving platform for aspiring consultants to refine their skills, gain hands-on experience, and build invaluable industry connections. I extend my heartfelt gratitude to all of you who have played a pivotal role in nurturing our club's growth and development.

Warm Regards,
Dr. (CA) Sanjib Kumar Basu
Xavier's Consulting Club

MESSAGE FROM BOARD

This term has been marked by significant achievements and strategic advancements at Xavier's Consulting Club. I am pleased to report that our collective efforts have enabled us to reach remarkable new heights, reinforcing our commitment to excellence in all aspects of our operations.

A key highlight of our progress has been the introduction of the XCC Cards, an initiative designed to enhance our brand visibility and deliver tangible benefits to our members. In tandem, the successful co-domain integration of our website has streamlined our digital presence, thereby facilitating more efficient communication with our stakeholders.

Our strategic engagements have extended to high-value projects and collaborations with esteemed MNC clients, underscoring our growing reputation within the industry. The Annual Consulting Camp proved to be exceptionally insightful, offering participants a wealth of knowledge and practical insights into contemporary consulting practices. Furthermore, the Cases Over Coffee - Chapter 3 sessions have been lauded for their innovative approach to addressing real-world business challenges, setting a new standard for excellence within our club.

I would like to extend my sincere gratitude to our college for its unwavering support and to our dedicated club members whose commitment has been pivotal to our success. Together, we have built a robust foundation for continued growth and innovation in the consulting arena.

Joint Secretary - Ayush Bansal

STUDENTS' PERSPECTIVE

From a Participant (COC)

Participating in Cases Over Coffee (XCC) was an incredible experience. The diverse challenges from board games to guesstimates, reverse case studies, and pitch decks kept me engaged and encouraged strategic thinking. The organizing team's exceptional coordination, business acumen, and problem-solving skills stood out, making the event seamless and impactful. Their live projects offer a remarkable glimpse into real-world business dynamics. Kudos to the team for their brilliance and dedication — here's to continued growth and opportunities ahead!

SXC - Student (ACC - Attendee)

I firmly believe that XCC stands as a cornerstone society within the college, offering students invaluable exposure to the dynamic world of consulting. Consulting, as a discipline, is often overlooked in undergraduate curricula, yet it plays a pivotal role in solving complex, real-world business challenges. It is imperative that students grasp its significance early on, and XCC serves as a catalyst in bridging this knowledge gap. By equipping students with the requisite insights and skills, XCC empowers them to navigate the consulting landscape with confidence and carve out distinguished careers in the field.

HEADS

HEAD OF PROJECTS



AYUSH BANSAL

Joint Secretary

HEAD OF EVENTS



KOUSHAL AGARWAL

Strategy & Operations Head

About the company

Township Ltd. is a leading infrastructure developer specializing in shopping malls, highway hubs, lifestyle apartments, and integrated townships. With milestone projects across Asansol, Durgapur, and Raniganj, the company is known for its innovative and high-quality urban developments.

Problem statement

Developing the township into a model for urban innovation in Asansol faces challenges in balancing modernization with residential comfort. Key issues include infrastructure development, sustainable growth, and efficient urban planning to enhance livability while driving economic and technological advancement.

OUR WORK

Operational Assessment

Evaluated township management practices and internal processes.



Market Analysis

Conducted benchmarking against industry standards to identify improvement areas.



Resident Surveys & Data Analysis

Collected 202 independent responses from residents and non-residents, followed by data cleaning and correlation analysis.



Strategic Roadmap Development

Formulated actionable insights for sustainable growth and improved services.

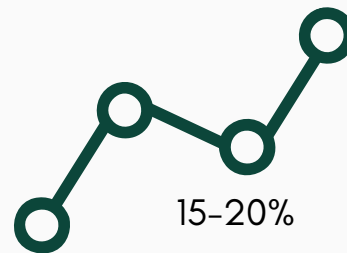


Leadership Presentation

Delivered a comprehensive report guiding strategic improvements.



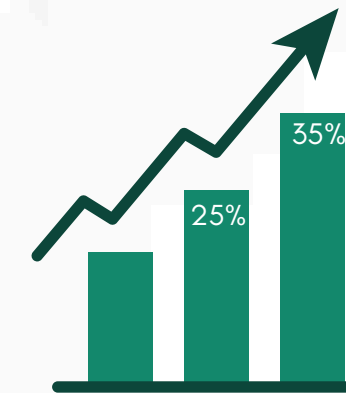
IMPACT STATISTICS



Improved customer satisfaction led to a 15-20% increase in foot traffic.



Achieved a 30% reduction in complaints and a 40% improvement in grievance resolution.



Enhanced designs resulted in 25% rise in residential inquiries and 35% boost in online engagement.



Achieved a 20% increase in resident and visitor engagement.

TOWNSHIP LTD.



Atul Jairamuka
Senior Consultant



Rishita Bengani
Senior Consultant



Siddha Das
Senior Consultant



Swarnim Baheti
Senior Consultant



Ayush Bansal
Board Member

About the company

VLE Ltd. drives rural financial inclusion by empowering entrepreneurs, enhancing digital literacy, and improving system reliability to boost India's digital economy.

Problem statement

VLE Ltd. struggles to expand digital financial services in rural southern India due to poor infrastructure, low digital literacy, and system inefficiencies. Key challenges include internet limitations, VLE recruitment, and payment delays, hindering adoption and trust.

VLE LTD.

OUR WORK

Infrastructure & Market Research

Researched VLE Ltd.'s infrastructure and market challenges.



User Activity Analysis

Analyzed active vs inactive VLE data.



Optimization & Growth Strategies

Suggested platform upgrades, awareness campaigns, and system improvements.



Service Expansion

Proposed Aadhaar renewal services and service expansion for growth.

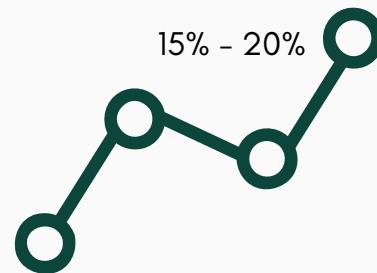


Competitor Benchmarking

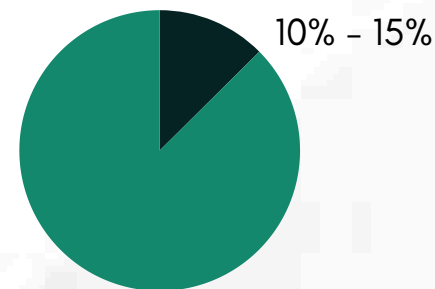
Conducted competitor analysis for best practices.



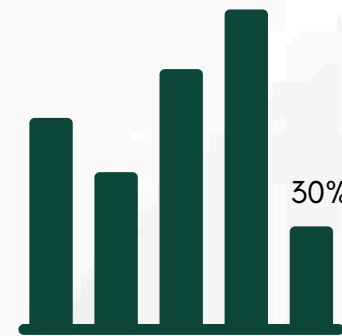
IMPACT STATISTICS



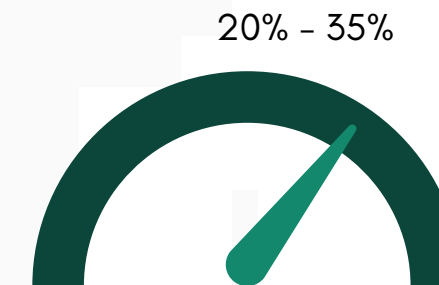
Expected increase in Retention



Expected increase in market share within the next two years.



Predicted decrease in customer complaints and processing time.



Expected growth in aggregate revenue.



Digital transactions are expected to increase by 25-30%, with rural user adoption increasing by 20%



Ayush Bansal
Board Member



Isha Agarwal
Board Member



Atul Jairamuka
Senior Consultant



Kasak Agarwal
Senior Consultant



Prisha Anchalia
Senior Consultant



Rishita Bengani
Senior Consultant



Siddha Das
Senior Consultant

About the company

Sustainability Ltd., a startup offering annual sustainability and SDG courses for Indian high school students. The consulting team supported with research, analysis, and strategy to improve course accessibility, affordability, and impact.

Problem statement

Sustainability education for Indian high school students remains limited due to high costs, rigid course structures, and low engagement. Many students lack access to affordable and flexible learning options, reducing adoption and impact. Addressing these barriers is crucial to expanding sustainability awareness and education.

OUR WORK

Market Analysis

Studied industry trends, challenges, and growth opportunities in India's sustainability education sector.



Competitor Analysis

Assessed competitor offerings, pricing, and positioning; created a competitive landscape chart.



Market Sizing & TAM

Estimated Total Addressable Market using UNICEF data, surveys, and historical participation insights.



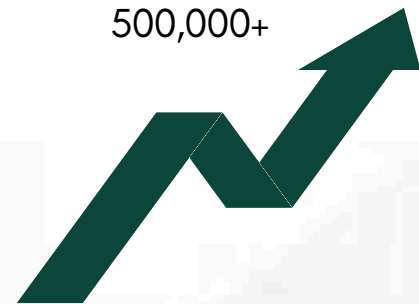
Stakeholder Engagement

Conducted 30 student interviews to understand course preferences, structure flexibility, and content interests.



IMPACT STATISTICS

500,000+



Estimated a potential reach of urban high school students interested in sustainability education.

30+



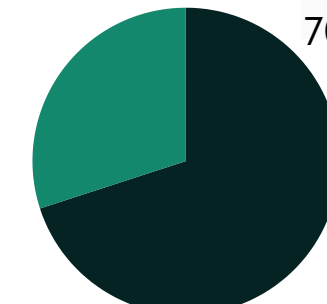
Structured interviews conducted with high school students.

60%



Flexibility among students regarding course structure.

70%



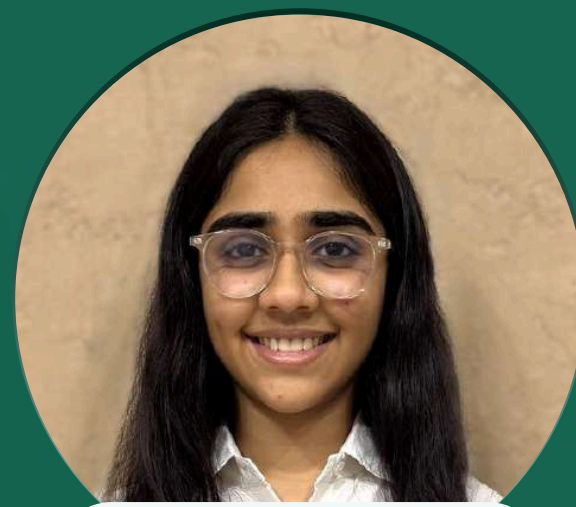
Student preference for interactive and accessible learning methods.



Palak Dalmia
Senior Consultant



Samruddhi Selote
Board Member



Swarnim Baheti
Senior Consultant



Devansh Dhandhanian
Senior Consultant

About the company

A real estate-focused subsidiary of a \$10 billion multinational conglomerate, the company specializes in developing high-end retail and residential spaces, focusing on emerging markets like Asansol. The company holds an land of 90 acres, enabling large-scale infrastructure and urban development projects.

Problem statement

Despite its growth potential, Asansol lacks a premium retail and residential ecosystem. This project aims to analyze market demand, optimize brand positioning, and attract investments to establish the city as a key commercial hub.

OUR WORK

Strategic Positioning

Identified prime locations for premium retail and residential projects to prevent market cannibalization and align with consumer demand.



Investment & Pricing Strategy

Developed strategic pricing models that balanced affordability with profitability.



Infrastructure Planning

Designed frameworks for luxury amenities, store placement, and residential features.



Sustainability Planning

Integrated eco-friendly solutions with long-term growth strategies to ensure sustainability and economic viability.



Competitive Benchmarking

Analyzed Tier 1 and Tier 2 city developments to create a unique value proposition.

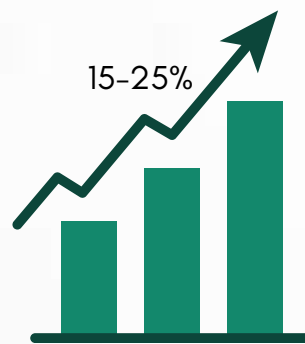


Stakeholder Engagement

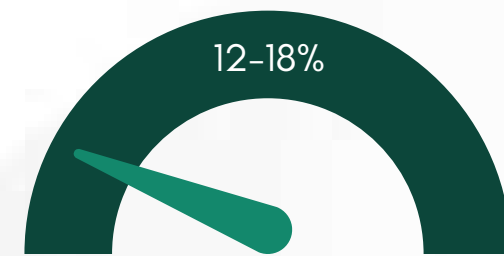
Collaborated with investors, developers, and local authorities to ensure smooth execution.



IMPACT STATISTICS



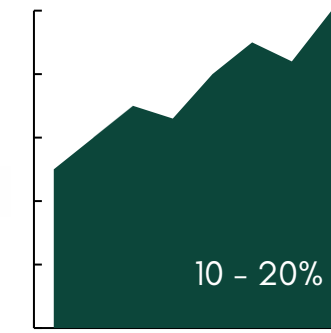
Projected 15-25% increase in FDI and domestic investments.



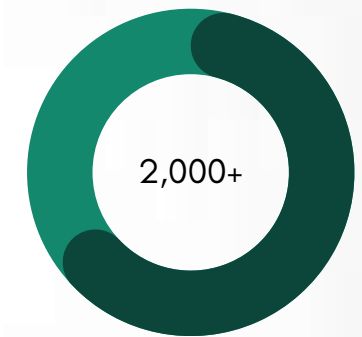
Estimated 12-18% growth in GST, property tax, and corporate tax collections.



Potential 20-30% increase in footfall due to premium brand presence.



Expected 10-20% rise in commercial property prices.



Over 2,000 direct and indirect job opportunities.



Tushar Harnathka
Senior Consultant



Sushovona Roy
Senior Consultant



Palak Dalmia
Senior Consultant



Raghav Jhanwar
Senior Consultant



Prisha Anchalia
Senior Consultant



Ayush Bansal
Board Member



Aditya Mishra
Board Member

About the company

A pre-nascent body care startup offering premium self-care solutions inspired by brands like Bath & Body Works. It plans to target sophisticated consumers through influencer marketing, social media, and unconventional distribution channels.

Problem statement

The client aimed to establish a strong market presence as a premium self-care brand. They required support in developing pricing strategies, a go-to-market plan, and conducting consumer research to understand preferences and buying behavior. Additionally, they sought guidance in designing unconventional distribution strategies to enhance product reach and drive traction for their launches.

OUR WORK

Market Assessment & Launch Plan

Conducted market assessment, developed value proposition, and created launch plan.



Consumer Surveys

Conducted targeted consumer surveys focusing on female preferences.



Feasibility Study for Partnerships

Performed a feasibility study for potential partnerships with bathrobe manufacturers.



Product Analysis

Analyzed six key products for pricing, consumer insights, and unique selling points.



Quick Commerce Trend Analysis

Assessed quick commerce platform trends to guide digital distribution.



Competitor Benchmarking

Benchmarked five competitors on product range, marketing, and brand positioning.



IMPACT STATISTICS



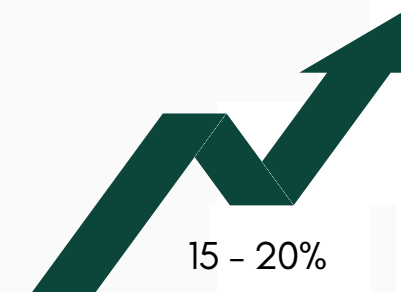
Identified 4 unconventional channels for improved market reach.



Recommended 6 product enhancements aligned with consumer trends.



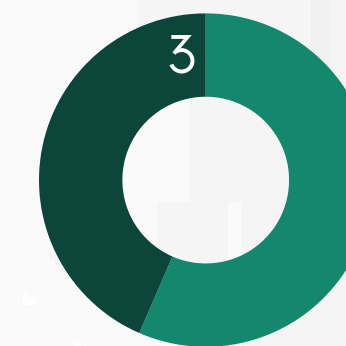
Identified key preferences and buying behavior across 350+ surveyed respondents.



Projected a 15-20% increase in average order value over two quarters.



Proposed 2 strategic collaborations to support product diversification.



Defined 3 core USPs to differentiate the brand.

BODYCARE LTD.



Shristi Sultania

Board Member



Shambhavi Mudra

Board Member



Palak Dalmia

Senior Consultant



Mayank Agarwal

Senior Consultant

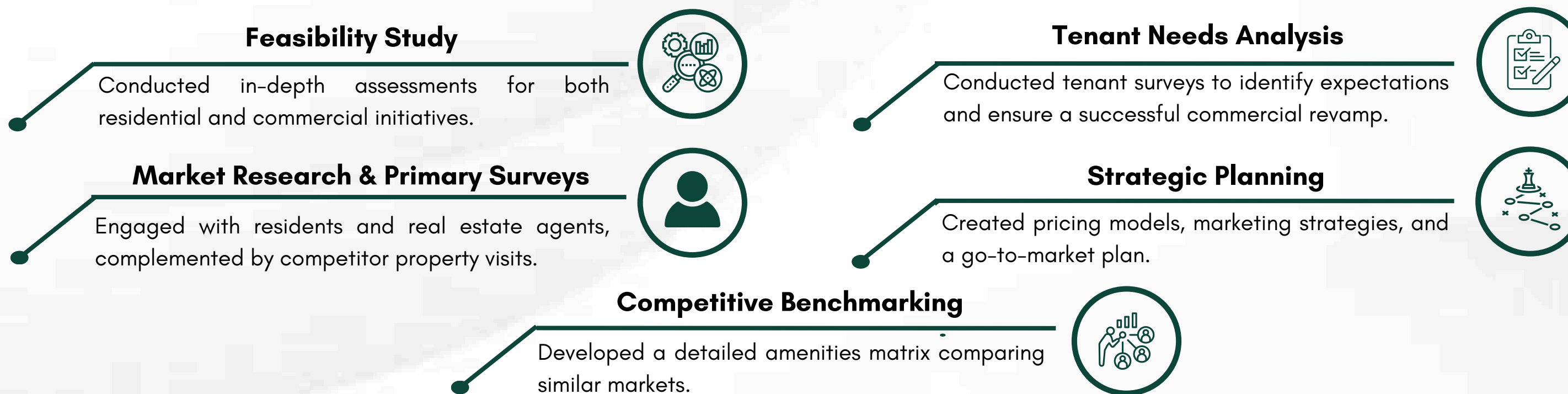
About the company

A subsidiary of a trust foundation and backed by a \$10 billion conglomerate, the company drives urban transformation through premium residential projects and commercial revitalization, prioritizing innovation and sustainability. The client company is a sub branch of a trust foundation focused on infrastructure development.

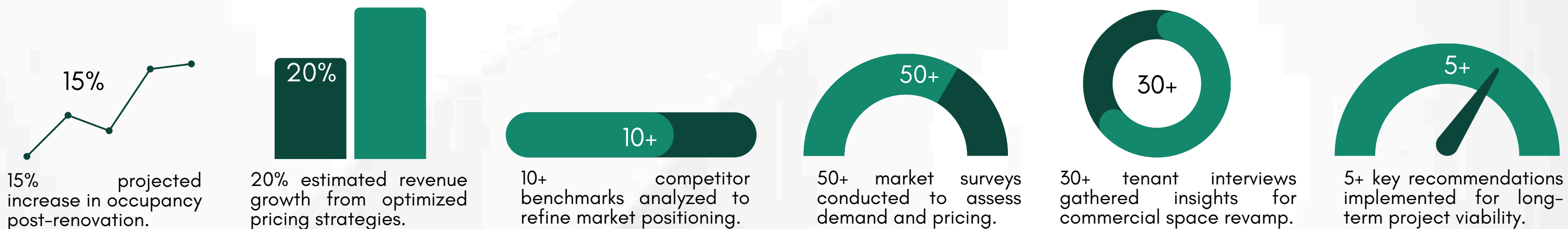
Problem statement

The client faced challenges in launching a premium residential project in Durgapur and revamping their leased commercial space. Uncertain demand, pricing strategy, and tenant expectations created obstacles to market success. They required in-depth market research, competitive analysis, and consumer insights to optimize amenities, pricing, and go-to-market strategies.

OUR WORK



IMPACT STATISTICS





Ayush Bansal
Board Member



Vaibhav Sonthalia
Board Member



Neil Khemka
Board Member



Tushar Harnathka
Senior Consultant



Devansh Dhandhania
Senior Consultant



Swarnim Baheti
Senior Consultant



Mayank Agarwal
Senior Consultant

About the company

A Kolkata-based bootstrapped startup offering tutoring for professional courses alongside business consulting and advisory services.

Problem statement

The startup faced challenges in monetizing its blog and developing a sustainable business model. Weak social media engagement, unoptimized content strategy, and a lack of competitive insights limited audience growth, brand visibility, and revenue potential.

OUR WORK

Content Strategy & Optimization

Reorganized blog content to enhance revenue potential and align with finance students' preferences for better engagement.



Competitor & Market Analysis

Studied market penetration strategies, pricing structures, and comparable firms to extract actionable business insights.



Social Media & Community Building

Led strategic content planning and creative direction across platforms, optimizing posts for engagement and online growth.



UI/UX Enhancements

Provided recommendations to improve user interface and experience for better navigation and engagement.

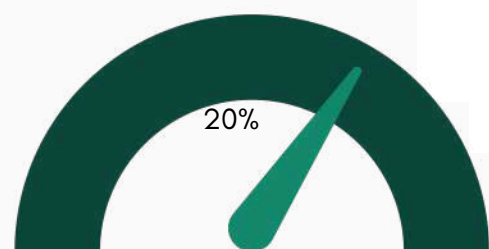


Business Model Development

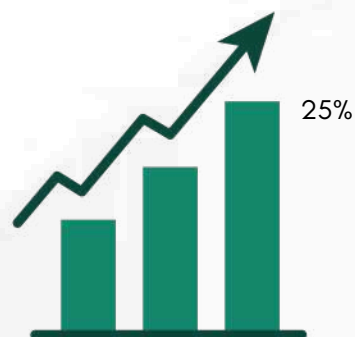
Designed a multi-segment model based on key market research.



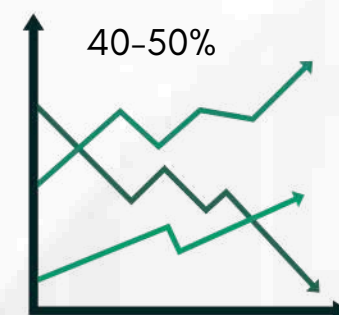
IMPACT STATISTICS



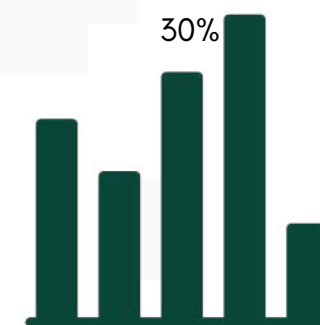
Deduction in drop off rates by 20% and increase in session durations.



Enhanced market insights, aiming for a 15-25% boost in customer acquisition.



Increase in engagement and growth.



Multi-segment model implementation is set to increase the overall service reach.



Revenue is expected to rise through engagement-driven and optimized content.



Ayush Bansal
Board Member



Aditya Mishra
Board Member



Shivam Jodhani
Board Member



Mayank Agarwal
Senior Consultant



Disha Agarwal
Senior Consultant



Muskan Saraf
Junior Consultant



Shrabana Mukherjee
Junior Consultant

About the company

Experienced as a CA, CFA, a PhD candidate at a top IIM, he specializes in data-driven financial research, investment analysis, and industry studies, aiming for publication in top finance journals.

Problem statement

The client struggled with structuring research, data analysis, and identifying gaps, affecting publication quality in top finance journals.

OUR WORK

Robust Data Collection

Conducted primary surveys and gathered secondary data from 150 sources for a strong research foundation.



Methodology Development

Designed a structured research approach aligned with academic and industry standards.



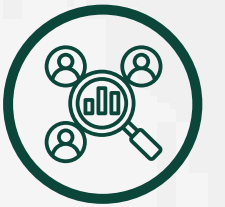
Structured Data Analysis

Utilized Prowess IQ, Stata, and R Studio to organize and analyze financial data effectively.



High-Impact Research Output

Led to publication in top finance journals and recognition within the PhD cohort



Research Gap Identification

Reviewed existing literature to highlight unexplored areas and strengthen the research focus.



HOSPITAL LTD.



Koushal Agarwal
Board Member



Neil Khemka
Board Member



Itisha Garg
Board Member



Samrudhi Selote
Board Member



Atul Jairamuka
Senior Consultant



Riya Dhariwal
Senior Consultant



Bhumi Agarwal
Senior Consultant



Surosmitta Biswas
Junior Consultant



Shakshi Verma
Junior Consultant

About the company

The company offers premium Himalayan spring water that is rich in natural minerals. Committed to social impact, it supports children's education and healthcare while promoting sustainability through eco-friendly packaging. Combining luxury, responsibility, and innovation, it delivers more than just hydration

Problem statement

Premium Bottle Packaging Ltd faces the challenge of strategically entering a competitive USD 38.6 billion market. The company requires a comprehensive feasibility assessment, targeted brand positioning, and a compelling investor pitch deck to attract HNIs. Additionally, ensuring that their product aligns with evolving consumer trends and market demands is crucial for a successful launch.

OUR WORK

Competitor & Consumer Analysis

Analyzed key market players, their pricing, and marketing strategies while studying consumer behavior trends.



Business Modelling & Cost-Benefit

Developed a financial model assessing production, distribution, and marketing costs.



Investor Pitch Deck

Crafted a compelling pitch deck showcasing market potential, financial projections, and the brand's sustainability focus to attract HNI investors.



Risk & Efficiency Assessment

Evaluated risks related to regulations, supply chain, and market adoption while identifying ways to enhance operational efficiency and profitability.



PREMIUM BOTTLE PACKAGING LTD.



Ayush Bansal
Board Member



Koushal Agarwal
Board Member



Disha Agarwal
Senior Consultant



Tushar Harnathka
Senior Consultant



Swarnim Baheti
Senior Consultant



Riya Dhariwal
Senior Consultant



Riyansi Tulsyan
Junior Consultant



Shristi Murarka
Junior Consultant



Muskan Saraf
Junior Consultant



Kirti Churiwala
Junior Consultant

About the company

Property Management Ltd. offers NRI property investment consultancy, leveraging market research and digital solutions to ensure transparency and trust through partnerships with firms like Godrej.

Problem statement

A real estate website for the NRI sector faces challenges in market positioning, regulatory compliance, and engagement. Understanding legal complexities, competitive landscapes, and investment preferences is crucial. Optimization of marketing outreach, strategic partnerships, and user experience are essential for success.

OUR WORK

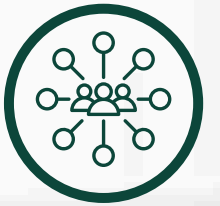
Market & Legal Research

Analyzed NRI investment patterns, property trends, regulatory requirements, and tax implications.



Marketing & Outreach Plan

Designed targeted campaigns and financial planning to attract NRI investors.



Competitive Positioning & Pricing Strategy

Assessed industry competition, unique value propositions, and optimal pricing models.



TAM, SAM, SOM Analysis

Estimated market size and potential investor reach.



Website & Property Strategy

Advised on user-friendly website development and identified prime real estate locations in West Bengal.



Strategic Partnerships & Investor Pitch

Facilitated collaboration with Godrej and created a project report and pitch deck for funding and market credibility.



PROPERTY MANAGEMENT LTD.



Ayush Bansal
Board Member



Koushal Agarwal
Board Member



Prisha Anchalia
Senior Consultant



Rishita Bengani
Senior Consultant



Devansh Dhandania
Senior Consultant



Sushovona Roy
Senior Consultant



Krisha Bawri
Junior Consultant



Jeet Kumar Sancheti
Junior Consultant



Naman Sharma
Junior Consultant



SK Ayaan
Junior Consultant



Pushkar Agarwal
Junior Consultant



Riddhima Kuthari
Junior Consultant



Ayush Mukherjee
Junior Consultant

POTENTIAL PROJECTS

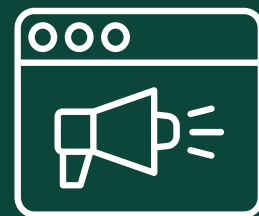
RECYCLING CO.



CONSULTING



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ED-TECH



ANNUAL CONSULTING CAMP

Xavier's Consulting Club's flagship event, the Annual Consulting Camp, Chapter 2, was a two-day seminar that gave aspiring consultants a deep understanding of the consulting profession. Student involvement with industry professionals, important skill development, and networking opportunities were provided at the August 8-9 camp.

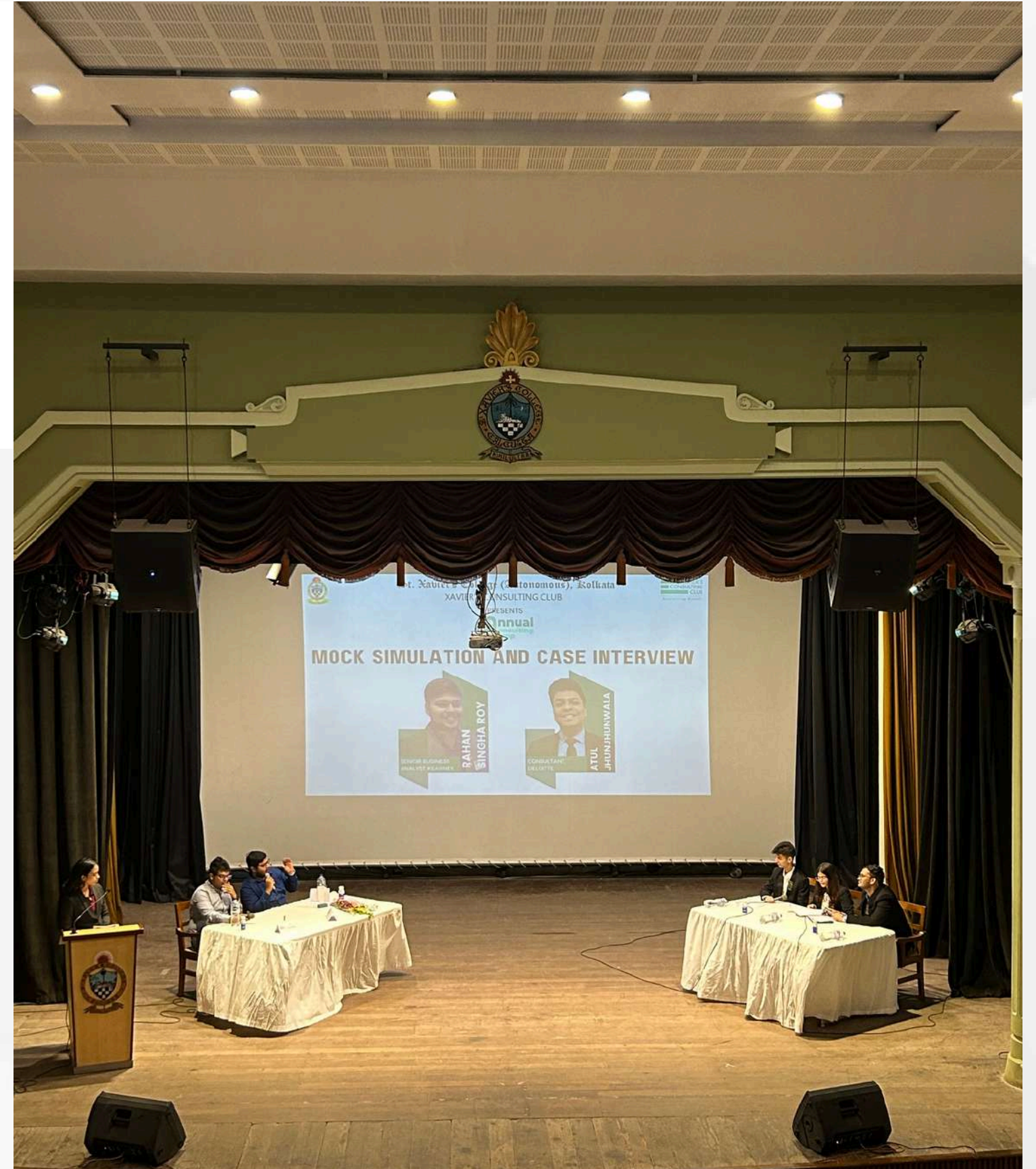
A formal inauguration started two days of academic and professional advancement. First-morning fireside chats with Deloitte consultants Atul Jhunjhunwala, Rahan Singha Roy, and Rahul Sinha occurred. The experts shared consultancy industry insights. Their career, problem, and trend advice assisted pupils in this competitive sector. Students played a hospitality profitability mock case simulation after the lesson. Guest speakers simulated a consulting firm's fast-paced, high-pressure environment. The immersive experience combined academic knowledge with practical problem-solving, providing students a true understanding of consulting success.

Workshops were field-specific on day 2. Experienced Atul Jhunjhunwala led "A Career in Consulting: Kickstarting Your Journey." Consultant tasks, success skills, and entry techniques were presented. Participants learnt competitive positioning from Atul Jhunjhunwala. Navigating Complexity: Case Study Analysis by Tusk Investments' Pulkit Agarwalla clarified. Based on his industry expertise, Agarwalla advised advising professionals to analyse methodically and solve problems.

Participants in the interactive workshop evaluated challenging company issues and generated strategic solutions. Second-day case competition highlighted contestants' strategic and analytical skills under pressure. Two-day high-stakes contests education. Talented consultants Shreya Dhariwal, Swastika Ray, and Ashwin Singhanian won. They proved hard work and problem-solving paid off. Consultant candidates created a solid community after training. Networking, casual discussions, and industry and colleague advice were helpful. Participants gained consulting experience, contacts, and professional networks through exchanges.

Xavier's Consulting Club's camp showcases its commitment to consulting leadership. Future recruiting may help the Club develop changemakers.

ANNUAL CONSULTING CAMP



CASES OVER COFFEE : CHAPTER III

Xavier's Consulting Club successfully orchestrated the third edition of Cases Over Coffee from February 2nd to February 5th, 2025. This premier event provided a dynamic platform for participants to showcase their analytical acumen, strategic problem-solving skills, and business expertise through high-stakes challenges.

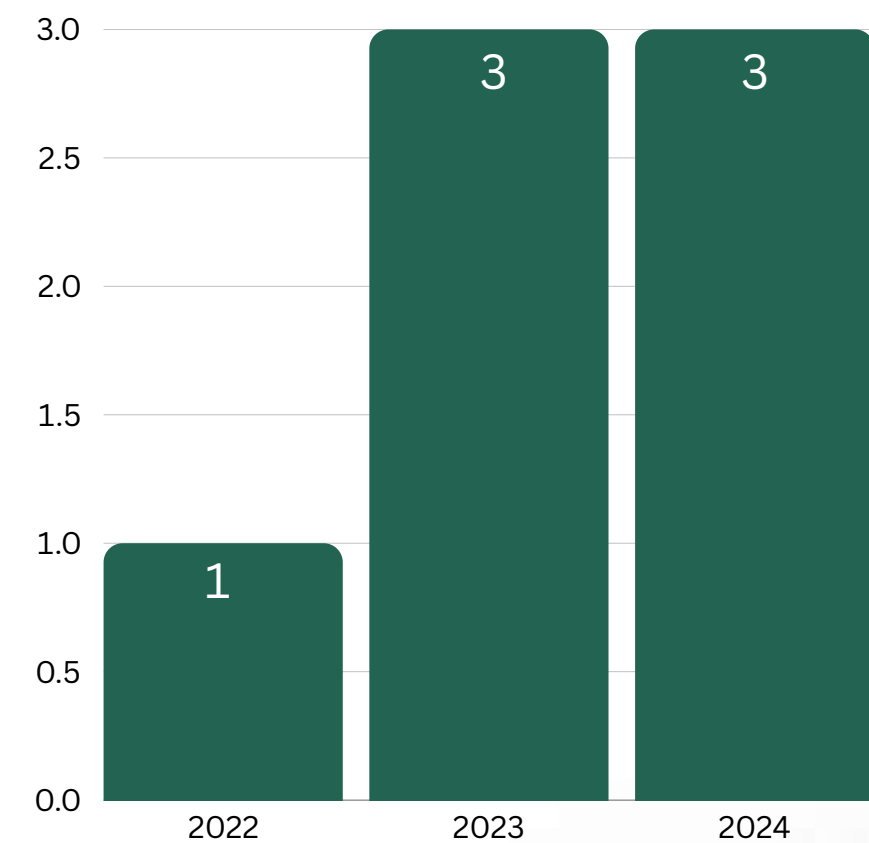
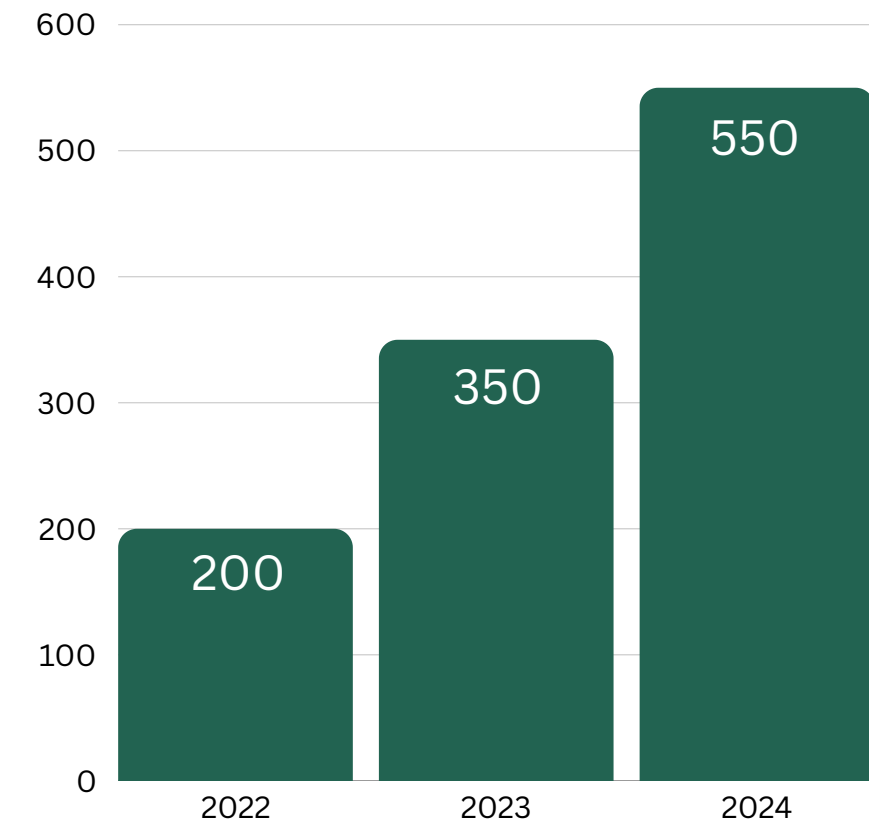
The competition commenced with an online qualifier on February 2nd, during which teams were assessed on aptitude and consulting-based problem-solving. The top 20 teams advanced to the semi-finals. On February 4th, the Cricket Round introduced a gamified approach to case-solving. Teams selected business sectors for their opponents and tackled industry-specific questions under strict time constraints. This round emphasized both individual analysis and collaborative decision-making.

Later that day, the finals began with Stratedice, a board-game-inspired strategy challenge incorporating riddles, case-based problem-solving, and guesstimates. Elements like Pandora's Box and Coffee Rush introduced dynamic twists, requiring teams to think on their feet. RP points earned in this phase provided tactical advantages for the final rounds.

On February 5, the day opened with a Speaker Session by Mr. Aswini Bajaj, who provided insights into niche finance career decisions, industry trends, and adaptability in professional growth.

Two parallel rounds followed. In the Group Discussion, finalists debated a case on declining enrollments in a coaching institute, strategically using RP points. Simultaneously, the Reverse Case-Solving round challenged teams to devise recovery strategies for an edtech firm, evaluated on creativity, feasibility, and strategic depth.

Registrations



Speaker sessions

The competition culminated in the Case Presentation Round, where teams analyzed ClickIn Ltd., an EV-based quick-commerce startup facing operational inefficiencies and expansion challenges. Teams formulated actionable strategies by leveraging methodologies such as PESTEL, SWOT, Monte Carlo Simulation, and Heat Mapping. A distinguished panel, featuring Mr. Sesa Dev Jena, Senior Associate at PwC India, and CA Pushp Deep Rungta, Founder of Finance Sauce, assessed solutions on problem identification, financial viability, and strategic impact.

The event concluded with a formal closing ceremony, where faculty and industry leaders commended participants for their analytical rigor. The Principal emphasized the role of case competitions in preparing students for real-world consulting challenges. Team PokerBoys emerged as winners, with Team Invincibles Reborn and Team Mavericks securing second and third positions, respectively.

With yet another successful edition, Cases Over Coffee reaffirmed Xavier's Consulting Club's commitment to fostering a culture of excellence, innovation, and strategic thinking among future business leaders.



WINNERS

WINNERS



POKER BOYS

Arnav Churiwala Mayank Mundhra

RUNNERS UP



THE INVINCIBLES REBORN

Yash Tulsian Annika Sarkar

1ST RUNNERS UP



MAVERICKS

Shakshi Taparia Manish Choudhury

CASEBOOK



Emerald 2025 is Xavier's Consulting Club's dedicated effort to provide students with structured insights into the world of consulting. Designed as a comprehensive learning resource, the casebook breaks down essential concepts and methodologies, helping students build the analytical mindset and problem-solving skills required in the field.

The casebook encompasses a diverse range of industry overviews, real-world case studies, fundamental consulting frameworks, guesstimates, and structured approaches to problem-solving. Whether a student is taking their first step into the field or preparing for case competitions and consulting interviews, Emerald 2025 offers a practical toolkit to approach business challenges with clarity and precision. By familiarizing students with market entry strategies, profitability analysis, and other key consulting methodologies, the casebook enables them to think critically, analyze effectively, and strategize confidently in any business scenario.

Beyond being an academic resource, Emerald reflects the club's vision of fostering critical thinking, structured reasoning, and business acumen among students. By offering deep insights into consulting methodologies and industry-specific nuances, the casebook prepares students to navigate diverse business scenarios with confidence. Through this initiative, XCC reinforces its role in shaping future consultants, equipping them with the knowledge, frameworks, and strategic perspectives needed to excel in the industry.

NAAC VISIT

St. Xavier's College (Autonomous), Kolkata, proudly secured the prestigious **A++ grade** in the recent NAAC reaccreditation, reaffirming its position as a center of academic excellence. The institution also achieved an impressive sixth-place national ranking, a testament to its unwavering commitment to quality education, research, and holistic development.

NAAC officials commended the college for its academic rigor, research contributions, student engagement, and state-of-the-art infrastructure. The recognition highlights the collective efforts of faculty, students, and administration in maintaining exceptional educational standards and fostering a culture of innovation and leadership.

With this remarkable achievement, St. Xavier's College continues to uphold its legacy while striving for even greater heights in higher education.



OTHER INITIATIVES



GUESS-IT-MATE

Xavier's Consulting Club introduced the "Guess-It-Mate" series to develop analytical thinking and problem-solving skills. This interactive initiative presents thought-provoking challenges, encouraging students to make informed estimations on real-world topics. By fostering critical thinking and a consulting mindset, it equips them with valuable skills for academic and professional success.



A-Z CONSULTING

To broaden students' understanding of management consulting, the club launched a series of informative posts covering industry trends, case studies, and emerging challenges. These posts provide valuable insights, helping students stay updated on the evolving consulting landscape while developing a more strategic perspective on problem-solving.



CASE DEVELOPMENT SESSION

This year, XCC conducted three dedicated sessions aimed at strengthening members' case-solving abilities and critical thinking. These sessions focused on enhancing analytical skills, structured thinking, and strategic problem-solving techniques, providing participants with valuable insights and practical approaches to tackle real-world business challenges effectively.

OTHER INITIATIVES



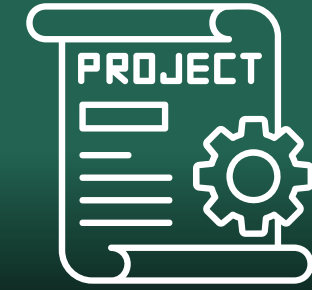
ACADEMIC RESEARCH

The club's academic research initiative explores strategic frameworks, market analysis, client engagement, and problem-solving techniques, fostering continuous learning. It empowers students to refine their consulting expertise, apply analytical insights to real-world challenges, and develop innovative solutions for complex business problems.



WEBSITE DEVELOPMENT

The official website of Xavier's Consulting Club enhances the club's digital presence, serving as a centralized platform for students to explore consulting insights, industry knowledge, and professional development resources. Designed for seamless navigation, the website ensures easy access to learning materials, reinforcing the club's mission to empower the next generation of consulting professionals.



LIVE CONSULTING PROJECTS

Xavier's Consulting Club engages in real-world consulting projects by collaborating with startups, businesses, and non-profits. These projects allow members to apply problem-solving frameworks, conduct market research, and develop strategic insights. By working on pro-bono and paid engagements, the club enhances practical learning while building industry credibility and expanding its professional network.

OTHER INITIATIVES



BUSINESS MODELS

Xavier's Consulting Club introduces Business Model Posts, a series designed to break down and analyze the revenue streams, cost structures, and strategic frameworks of leading companies and startups. These posts provide insights into how businesses operate, scale, and sustain profitability, helping students and aspiring consultants understand diverse industry models and develop a strategic mindset.



BLOG

XCC's blog initiative serves as a comprehensive knowledge hub, covering a wide range of topics, including strategic methodologies, market analysis, client engagement, and problem-solving techniques. Through well-researched and impactful content, the blog promotes continuous learning and encourages students to expand their understanding of consulting practices.



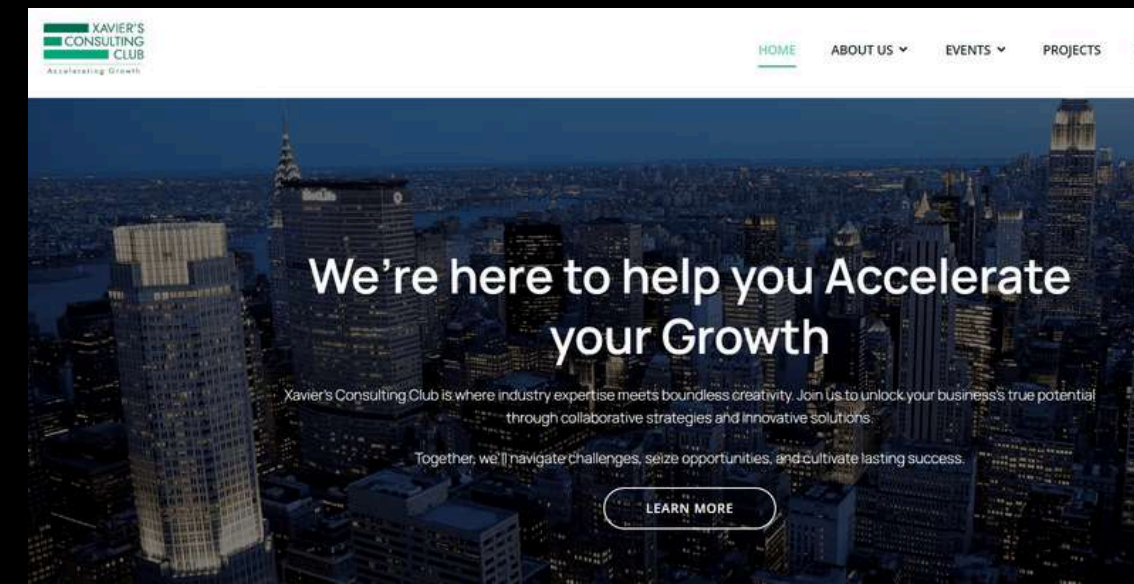
SPEAKER SESSIONS

Xavier's Consulting Club hosted three expert-led sessions in 2024, featuring industry leaders who shared valuable insights. Mr. Ashwini Bajaj covered financial markets and career growth, Mr. Atul Jhunjunwala discussed consulting frameworks and strategic problem-solving, and Mr. Pulkit Agarwala explored private equity and investment strategies. These sessions provided students with industry knowledge, strategic guidance.

UPCOMING INITIATIVES



Xavier's Consulting Club is proud to announce the upcoming introduction of its exclusive Consulting Cards, designed to effectively capture and convey the essence of the club's mission and offerings. This initiative will make Xavier's Consulting Club the the only club to have this feature for seamless client interactions.

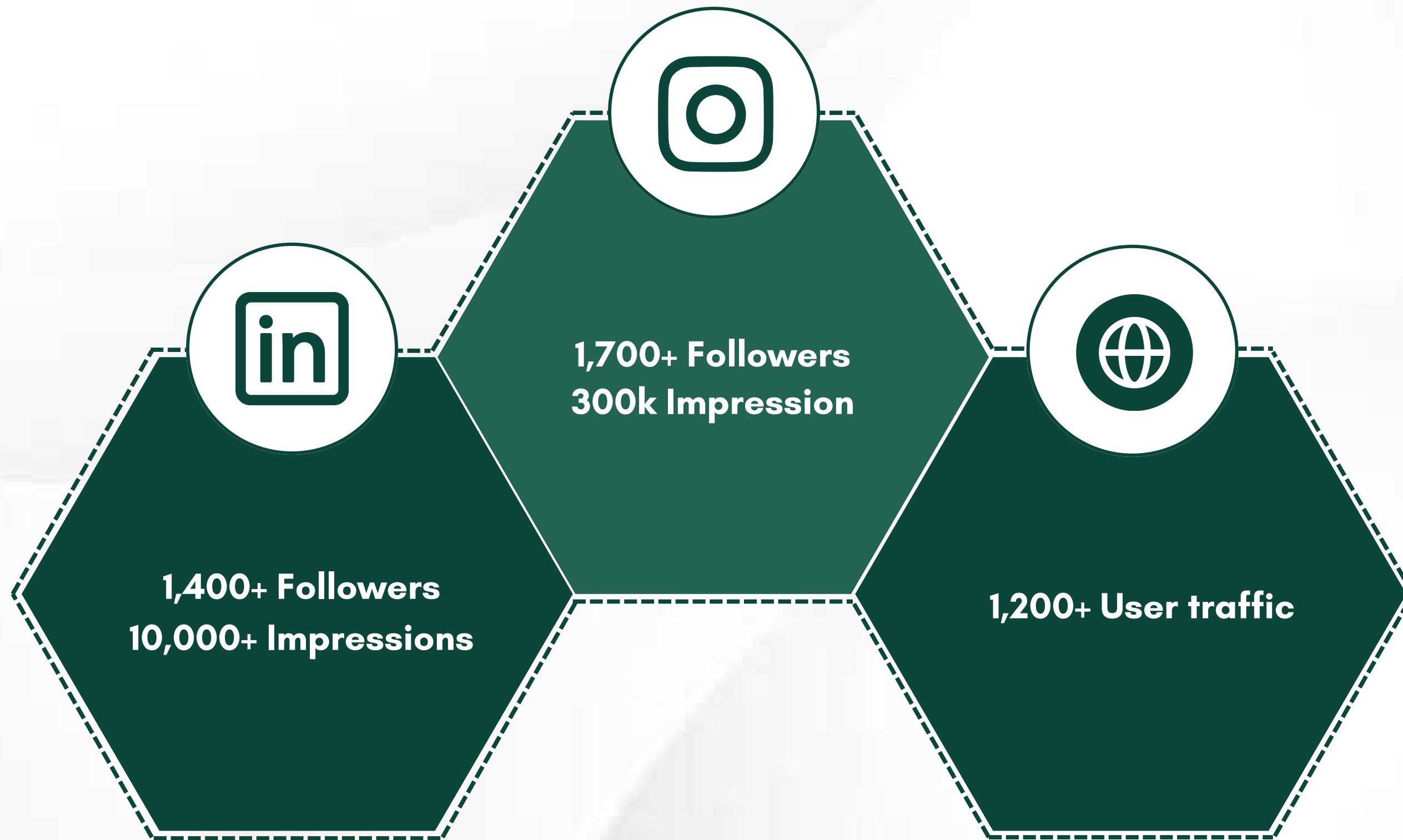


Xavier's Consulting Club is now officially integrated with the SXC Kolkata website:

[xaviersconsultingclub.sxccal.edu]

This integration enhances the club's credibility and strengthens its position among both clients and members.

SOCIAL MEDIA PRESENCE



MENTORS



ADITI NAHATA

Duke University | Manager at Toliyasar Ventures | Ex-Investment analyst at BlackRock | Ex Consultant at EXL



ATUL JHUNJHUNWALA

MDI Gurgaon '23 | CFA | Associate, Project Finance @ Synergy Consulting | Ex- Deloitte, Zomato, Futures First

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THANK YOU