



**NISHI**  
SERVICES  
From Vision To Operational Reality

# Your Hotel Project Success Architect

## Nishi Services Portfolio



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# About Amit Gupta

32+ Years of Hospitality Excellence



- **Amit Gupta** bridges the gap between owner vision and operational reality—delivering ROI clarity, design integration, **cost optimization**, and **timeline** control across all phases of hotel development.
- **Key Differentiator:** Combination of International Brand standards with deep expertise in Indian market hotel and resort project development.

## Experience Timeline

- ✓ **Hyatt, IHG** - Learning Multi-national Brands (Luxury Hotels): Operations, Q&CI, Renovations, Refurbishment, Pre-opening
- ✓ **ITC-WelcomGroup, Sayaji** - Upper-midscale: Operations, Refurbishment, Pre-opening
- ✓ **Sarovar** - Boutique Hotels: Pre-opening, Operations
- ✓ **Radisson** - Upper-midscale: Pre-opening, Operations

# Core Expertise

## Comprehensive Hotel Development Services



### Concept Planning & ROI

Financial feasibility, investment clarity, ROI projection



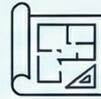
### MEP & Brand Integration

Mechanical, electrical, plumbing coordination for brand integrations



### Plant & Machinery

BOH Planning, Cost effective HVAC, Kitchen Planning



### Architectural Review

Design efficiency, operational optimization, zero redesign loss



### Interior Design

Functional aesthetics, guest experiences, operational flow



### FF&E and OS&E

Furniture, fixtures, equipment, and operating supply strategies

# Executed Projects

From Owner's Vision to Operations

Successfully guided properties from project stage through operational maturity:



# Consulting Methodology

## The Nishi Approach - Phase 1



### 1. Owner's Vision Understanding

Stakeholder alignment on objectives, brand positioning, market positioning



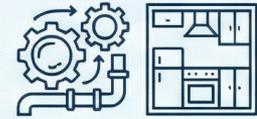
### 2. Feasibility & Planning

ROI projections, investment clarity, phasing strategy



### 3. Designs Review

Architectural review, design efficiency, operational integration



### 4. Utility Scope & BOH Scheduling

MEP coordination, kitchen flow, service area optimization

# Consulting Methodology

## The Nishi Approach - Phase 2



# Risk Mitigation Through Clarity

## Systematic Risk Management Approach:

### • ROI Optimization

- Transparent financial projections before capital commitment
- Design-operational integration prevents costly redesigns
- Phased planning ensures predictable timelines

### • Full-Cycle Experience

- 32+ years of hands-on execution, not theoretical consulting
- Understands challenges from pre-opening to operational excellence
- Provides owner confidence through demonstrated delivery

### • Financial Performance

- Cost savings achieved at every project phase
- Operational excellence delivers higher ADR
- Guest satisfaction translates to repeat business

### • Owner Empowerment

- Builds internal capabilities, not dependency
- Comprehensive training ensures independent operations
- Seamless transition from project to stable operations



# Why Nishi Services

## Your Strategic Advantage



### 1. ROI Optimization

- Transparent financial projections before capital commitment
- Design-operational integration prevents costly redesigns
- Phased planning ensures predictable timelines



### 2. Full-Cycle Experience

- 32+ years of hands-on execution, not theoretical consulting
- Understands challenges from pre-opening to operational excellence
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### 3. Owner Empowerment

- Builds internal capabilities, not dependency
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# Measurable Impact

Results That Matter



## ROI Improvement

Through clarity on investment and operational structure before project launch



## Years Experience

Hands-on hospitality expertise across all project phases



## Zero Redesign Loss

Architectural program review prevents costly mid-project changes

## Additional Impact Areas

### Financial Performance

- Cost optimization at every project phase
- Reduced timeline enabling faster property opening
- Enhanced guest experience through design integration
- Owner empowerment for independent operations

### Operational Excellence

- Higher ADR through operational excellence
- Guest satisfaction
- Guest satisfaction translating to repeat business
- Seamless transition from project to stable operations

# Investment Proposition

For Hotel Developers & Owners

**Nishi Services eliminates uncertainty in hotel project development:**

- ✓ **ROI clarity before capital deployment** Transparent financial modeling and investment validation
- ✓ **Design integration preventing operational inefficiency** Architectural review ensures functionality meets brand standards
- ✓ **Cost optimization across all phases** Strategic procurement and phasing reduces waste
- ✓ **Timeline acceleration without quality compromise** Experienced coordination prevents delays
- ✓ **Operational readiness at grand opening** Trained teams and tested systems from day one
- ✓ **Owner confidence for independent operations** Knowledge transfer and capability building

**Typical Engagement Value:** Outcome: **10-25x ROI** on consulting investment through avoided mistakes, optimized operations, and accelerated revenue.

# Service Portfolio Overview

## Comprehensive Hotel Development Support

### Pre-Development Phase

- Market feasibility studies
- Financial modeling & ROI projections
- Concept development & positioning
- Brand selection advisory

### Development Phase

- Architectural review & optimization
- MEP coordination
- Interior design oversight
- FF&E and OS&E planning
- Plant & machinery selection

### Pre-Opening Phase

- Operational setup & systems implementation
- Staff recruitment & training
- SOP development
- Pre-opening walkthroughs
- Grand opening execution

### Operational Phase

- Performance optimization
- Continued advisory support
- Revenue management guidance
- Guest experience enhancement

# Client Success Framework

Proven ROI Delivery



# Target Clients & Ideal Engagement

## Ideal Client Profiles



### Hotel Developers

Planning new construction projects requiring end-to-end guidance from concept to launch



### Hotel Owners

Seeking operational optimization, refurbishment guidance, or brand integration expertise



### Real Estate Investors

Evaluating hospitality opportunities and requiring feasibility validation and risk mitigation



### Existing Properties

Looking for performance improvement, repositioning, or operational excellence initiatives

## Engagement Models

- ✓ **Full Project Lifecycle Partnership**  
Comprehensive support from feasibility through operational maturity
- ✓ **Phase-Specific Consulting**  
Targeted expertise for pre-opening, design review, or operational optimization
- ✓ **Advisory Retainer**  
Ongoing strategic guidance and performance optimization support
- ✓ **Specialized Audits**  
Focused assessments of design, operations, or financial performance

# Competitive Advantage

## What Sets Nishi Services Apart



### 1. International Standards + Indian Market Expertise

Unique combination of multi-national brand training (Hyatt, IHG, Radisson) with deep understanding of Indian market dynamics and project execution realities.



### 2. 32+ Years Hands-On Experience

Not theoretical consulting—practical expertise across operations, pre-openings, renovations, and refurbishments with proven track record.



### 3. Full-Cycle Integration

Seamless guidance from initial concept through operational maturity, ensuring consistency and eliminating coordination gaps.



### 4. ROI-First Approach

Every recommendation evaluated through financial impact lens, ensuring clarity before capital commitment.



### 5. Owner Empowerment Philosophy

Builds internal capabilities rather than creating dependency, ensuring long-term independent success.



### 6. Zero Redesign Loss Commitment

Comprehensive architectural and operational review prevents costly mid-project changes.



### 7. Proven Methodology

Systematic, repeatable processes refined over three decades of successful project deliveries.



# Partner with Your Hotel Project Success Architect

## Transform Your Hotel Vision into Operational Reality

**\*\*Ready to eliminate uncertainty and maximize ROI in your hotel project?\*\*) \*\***

Let's discuss how Nishi Services can guide your project from concept to successful operations with:

- ✓ Proven expertise across 32+ years
- ✓ International brand standards + Indian market knowledge
- ✓ ROI clarity and cost optimization
- ✓ Zero redesign loss commitment
- ✓ Full owner empowerment

## Contact Amit Gupta Today:



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