

Pipal Research - Facts At A Glance

What We Do

Pipal Research is a global custom research firm that delivers high quality business and financial research & analysis. Our highly educated, experienced professionals (PhDs, MBAs, accountants, economists statisticians, etc.) help clients solve a broad range of business problems. We collect, synthesize and analyze the information they need to make objective business decisions and handle complex negotiations. In doing so, we help knowledge workers and the organizations that employ them to work more efficiently and productively—and boost their overall performance.

Our Clients

Our client roster includes some of the leading and top ranking private and public firms in North America, Europe and Asia. We are uniquely positioned to serve clients of all sizes in knowledge-intensive industries including professional services, finance and banking, life sciences, high-tech, telecom, industrials, and consumer products and services.

How We're Different

We combine a worldwide team of exceptional professionals equipped with industry-leading information sources (hundreds of paid subscription databases) and state-of-the-art analysis and search tools to deliver service and quality at an unbeatable price. Because of our global delivery model, we can provide high quality results at a savings of 40 to 60 percent compared to in-house or other outsourced research services.

Our Expertise

Our team of research managers and analysts holds advanced degrees from the world's top academic institutions. They combine their expertise in specific industry segments with deep skills in problem solving, structuring, modeling and analysis. Clients benefit from their:

- Strong quantitative, analytical and logical skills
- Aptitude for solving complex and unstructured problems
- Ability to analyze financial statements and SEC documents, and their familiarity with US GAAP accounting standards
- Genuine passion for research and focus on the practical implications and impact of research

Since our inception in 2001, we have completed a broad range of assignments in the following general areas:

- Competitive intelligence gathering
- Strategic planning and due diligence
- Equity/fixed income research
- Risk assessment and solutions
- Market and company valuations
- Industry and sector analysis
- Company financial analysis and reporting
- Knowledge Library services

Our Leadership Team

- Sanjeev Arora, Chief Executive Officer
- Chris Murphy, Director, Researches
- Purva Sule, Director, Client Services
- Nitin Aggarwal, Director, Research Services
- Ravishankar Anand, Director, Advanced Analytic Services

The leadership team consists of seasoned, high-caliber professionals who have worked with organizations such as McKinsey & Co, Chase, TATA Group and ICICI. The Pipal leadership team brings more than 70 years of experience in delivering high-quality research and knowledge.

Our Investors

Firstsource Solutions, India's leading end-to-end BPO service provider, has a majority stake in Pipal Research.

Firstsource is ranked among India's top 5, third party ITES companies in 2006 by NASSCOM, and is among India's top three pure-play BPO companies. With over 14,000 people across 24 global delivery centers in India, Philippines, UK, US and Argentina, Firstsource has established a broad delivery base for its services. It specializes in consumer industries including services, telecom, healthcare, utilities, media, retail and print and publishing. Its eight world class facilities, proven domain expertise, global operational and security standards have resulted in long-standing partnerships with FTSE 100 and Fortune 500 companies.

Firstsource is listed on Bombay Stock Exchange (BSE) as well as National Stock Exchange (NSE) in India.

For More Information

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