

ISSUE FEBRUARY 2021

TOP 10 LEADING CONSULTANTS TO WATCH IN 2021

inorymagazine.com



# INORY<sup>®</sup>

*Business Magazine*

THE ENTREPRENEURIAL  
MINDSET OF SUCCESSFUL  
CONSULTANTS

NEXT LEVEL LEADERSHIP  
TO DRIVE CHANGE

HYPOTHESIS-BASED PROBLEM  
SOLVING:  
THE CONSULTANT'S WAY

MR. BAL KULKARNI  
Director

# DELCONS

— Structural Consultants —



A Prominent Industry-Leader in The  
Field of Structural Design and Analysis

**MR. BAL KULKARNI**

Director

delcons.in





## A Prominent Industry-Leader in The Field of Structural Design and Analysis

Alongside the advancements and ample opportunities, the Indian structure engineering sector is witnessing a remarkable growth. In the quest of becoming a global superpower, the country is making a significant stride towards the development of each sector. Welcoming this opportunity an absolute passion and analytical creativity about structures saw the birth of Pune-based Delcons Structural Consultants in 1991. Through its journey of over 3 decades, Delcons evolved as the prominent industry-leader in the field of Structural Design and Analysis.

**Mr. Bal Kulkarni** – Director of Delcons Structural Consultants, opted for civil Engineering as a profession as Structures was his passion from childhood and he graduated with an Engineering degree from College of Engineering Pune in 1986. After practicing Structural Design with some eminent Indian firms of late eighties, decided to develop his own style as he wanted to create a niche of his own to leave a mark of his style in his Structural Engineering Designs and Solutions. Wanting to

give people more than they expect to get, exploiting state-of-the-art technology available and doing things promptly and delivering on time paved the path of Delcons.

Mr. Bal Kulkarni after his graduation was selected in a campus interview to work with Tata Consulting Engineers. There he worked on various projects, BMC water Sewage projects tendering & designs, factory buildings for Modi Rubber and Seismic analysis of nuclear structures among others. With Y.S. Sane he was working on Industrial and residential structures on a large scale and visiting sites for checking of designs. Since 1992 he started DELCONS which has grown into a full-scale consultancy with projects Pan India and abroad also. He has worked in at least 10 countries outside India.

Apart from academics, Bal was a person of all events which is seen from the activities he participated in – he was captain of the college cricket team and also represented the college in Hockey & Football but his first passion was Baseball. Bal was captain of the Maharashtra Junior and Senior Baseball Teams and has a National Record

of maximum home runs in a tournament to his credit. Extremely well-read, absolutely reflective and abundantly social persona of BAL has earned him a lot of respect and status in his circles at home as well as abroad. That makes BAL a trusted friend-philosopher-guide for many and being the Structural Consultant for their respective projects comes naturally. In his early fifties, BAL is more energetic, more excited and more efficient than many of the youngsters around and his sensitivity and sensibility remain unmatched and ripening with every passing day. An Athlete's physique, an Artist's heart and an Engineer's genius compliments his ability to understand and empathize with people's concern making him a popular choice even for concerns other than structural analysis. This way a huge honeycomb of friends and well-wishers has developed around BAL and even today, in the busiest of rush hour and packed routine, he feels more than happy to reciprocate their feelings and affection.

About making a choice between Corporate Career and Entrepreneurship, Bal said, *I would*

*say what I always believed, 'Growth and Comfort do not Coexist!' and I refuse to stay in a lethargic comfort zone – exactly what a corporate career eventually leads to; that is one.*

*On the other hand, I wanted to give people more than they expect to get and this would have been utterly impossible in a 9 to 5 job as I couldn't have met and interacted with so many people to understand their needs and find ways to cater to those. And last but not the least, my steadfast belief that Engineers are Solution-providers, impetus to my intellectual hunger is much needed to burn few grey cells regularly. And need I mention my appetite to see more, do more, learn more and solve more?'*

Refusing to settle in a comfort zone and exploring the solutions to the situation day in and day out spells the work culture for Delcons and this attitude and approach fosters its growth day-by-day. Besides, it helps build client's confidence in Delcons ability to probe into things and come out with a most sensible solution to any situation or problem!

Mr. Bal Kulkarni elaborates the evolution of the name 'Delcons' as it is derived from combination of 'DEL' and 'CON', 'Del' is a term borrowed from Calculus. Isaac Newton – the most intelligent science genius ever – introduced 'Del' as an integral that goes beyond the 'x' that is imagined to solve any equation. 'Del-x' is the theme that fascinated Bal and practicing as a



*'Consultant' offered the 'CON' to go with the Del making it 'DelCons'!*

*'360° approach to any project, irrespective of its size, type or location and, going that extra mile to offer customized, out-of-the-box yet practical and cost-effective solution to any requirement with efficient and timely deliverables backed by considerate response to every client concern – no matter what size, shape and form it comes in, would be the first and foremost success mantra', says Bal.*



In his profession, among his many achievements, Bal was most applauded for the structural design of the world cup stadium in Guyana West Indies. The roof was of a unique unsupported type totally prepared and fabricated in India and shipped to the West Indies. Another noteworthy work was designing Dome Roof for Pune Municipal Corporation GB Hall, an effort recognized and awarded as Special Structure by AESA. His other projects are awarded at local and national levels also.

*'It is not just the Structure that we Design or Analyse, but as our mission statement goes – **Structure the Identity to Endure the Relation** – we are keen on building, developing and strengthening every relation that we form with our patrons as well as stakeholders to last for the life', Bal explained. 'However philosophical it may sound, relation spell evolution for us and we believe in building the bonds of steel that we otherwise use for reinforcement!'* At Delcons, it's a concrete strategy to reinforce associations. To make its



vision a reality, it is the primary responsibility of the firm's principal to direct operations, project management, and client relations with each project being managed and designed by a qualified project engineer with competent AutoCAD and Admin support. It is the firm's policy that the principal be thoroughly involved with each project from inception to completion to ensure that the client remains central focus through

proper quality control.

Guided by the vision – **Reinforcing Dreams, Strengthening Bonds** – Delcons is committed to provide client-satisfaction through long-term and mutually beneficial relationships. Delcons understand that a successful project integrates the design and construction requirements into a whole. By soliciting the input of the Client and services agencies during the early stages of the planning process, Delcons solutions complete the project with less cost and fewer changes. Therefore, Delcons services result in creative, innovative, and cost-effective solutions that satisfy the project design needs while adhering to the project budget and schedule.

*'We believe in Documentation - it is the only thing that can facilitate the organization of all the endeavours for a common goal. Creating a Brief therefore is very crucial at*



*DELCONS. A brief is the most important piece of information issued by a client to an agency. It's from the brief that everything else flows. Therefore, it's essential that every effort be taken to prepare the best possible documentation of what is required. We aspire to support sustainable solutions by continued technical excellence; advancing safety and innovation across the built environment to protect and influence environment responsibly.'*



Talking about Challenges Bal said, 'Globalization brought the world together and Multinational companies found India as their favourite destination for many reasons. This forced the Indian Market to adopt International Trends and Standards to cater to the diversified needs of the client – 'One Stop Solution' being a major one. This phenomenon, posed as a challenge, soon became the opportunity for us. Another major aspect was the choice of alternatives. The technological advancements in every sector offered a plethora of options for virtually any design solutions and the clients wanted to explore as many as possible alternatives before making a well-informed decision. It becomes a task at times!'





*'Last but not the least, clients expected most cost-effective solutions to remain competitive in a cost-conscious market and hence required consultants to offer value-for-money in every aspect of the project. Offering most feasible options to choose from and still remain cost-effective is a real challenge given to the market condition and competition', Bal exclaimed.*

***"Delcons has satisfied customers all over and has set new standards in quality and delivery time of all types of Structural Analysis Deliverables. The unique quality of Delcons to interact humanely, execute techno-logically and deliver professionally could be termed as its USP that is the biggest differentiator that sets Delcons apart and above the competition!"***

Bal spells success of DELCONS as, *'Never say NO' attitude that helped us welcome clients for everything that we could cater to and even for something that was new to us. We used every challenge to find an opportunity to grow and develop ourselves as the solution-provider and it won't be an overstatement if we say that we literally wait for new problems every single day as we wholeheartedly believe that only challenges can test you, try you and teach you to learn new things to freshen your knowledge, sharpen your skills and develop your abilities. Inviting and confronting problems rather than avoiding and sweeping them under the carpet kept us alert and responsive.*



### **A Dedicated Team and Future Prospects**

Being the progressive firm that Delcons has been since its inception, we are conditioned to always look further to understand what is trending gazing at the future market. That's why we are presumed to be the market leader in our domain and what we take up as a project soon becomes a trend. Succession planning is a crucial aspect of Delcons Vision and with the active involvement and proactive support of the next generation, Delcons is painting a big picture for the coming years by drawing from the rich experience it has and legacy it enjoys.

*'We are living in interesting times and therefore the Road ahead is filled up with as many opportunities as challenges and we are committed to make most of it by collaboration of knowledge and technology and experience*

*and enthusiasm! Having said that, we are focusing on a few segments as those are going to flourish in the near future, we believe.'*

*'Steel Structures have immense potential in the given scenario, in general and with the context of 'New Normal', in particular. That is one area we would be devoting our energy and efforts to. Like the Developed societies, Structural Health has started to get attention of the policy-makers in this part of the world as well and that would be another focus area wherein, we would like to contribute with years of our experience and expertise in Structural Audit, Diagnostics and Remedial consultation.'*

Talking about Covid-19 crisis, 'Putting the state-of-the-art communication technology to its best use, we not only kept in touch with the clients and associates but with our entire TEAM on regular basis through video conferencing twice a day. As the workload was little less in the lockdown period, we utilized the spare time to take our team through new tools and technologies and sharpened the saw by honing their respective skillsets. We made a point that the inflow of work, the workflow of our functions



and outflow of deliverables is undisturbed while learning and practicing few new things that offered us an edge over the competition and helped us progress a step forward. We could manage to run our business from home without resorting to any layoff but preparing our team for the future and in this context the situation proved to be an enabler for us rather than a setback', said Bal.

**DELCONS has about 12,000+ successfully completed projects in India along with few international projects at locations like Malaysia, Dubai, Kuwait and other Gulf countries while few more from US and Europe are in the pipeline. The structural design of Townships, Commercial, Industrial complexes at many location pan India and the structural audit of structures in distress is also carried out by DELCONS as it is working on about 400+ projects every year, including but not limited to, RCC Structural Design, Steel Structural Design, Structural Analysis and Audit, Structural Valuation as a registered valuer, in and around Pune.**

Commenced in 1991, Delcons grew step by step and after successfully leading the domain for two decades, the enterprise reached such a level where it became imperative to transform into a Private Limited Company for both techno-commercial and operational reasons. One thing led to another and here we are at Delcons Consultants India Private Limited since a decade now!