



# Trainings & Consultancy

By Gaurav Dakshini.

# Welcome To World of Success



It's time to evolve else get ready  
to dissolve”



"The Fourth Industrial Revolution is not just about technology. It's about the Sync of technology with human skills. The real challenge is closing the skill gap—not just adopting the tools." -Gaurav Dakshini



# About Gaurav Dakshini

Confianca Technologies LLP

Skillup to Scaleup Mission and ConfiancaPharmazon

Gaurav Dakshini is an accomplished professional with an MBA in Business Analytics, B.E Instrument & Control and a PMP® certified professional, demonstrating his commitment to excellence in Pharma/Biopharma Industry. With an impressive track record spanning two decades in pharmaceuticals and biopharmaceuticals, he's a visionary and industry leader.

Gaurav is renowned for his expertise in Data Analytics, Project management, Automation, Instrumentation, Validation & Sterile Engineering. inspiring and guiding others to achieve excellence in this dynamic field. His journey reflects a remarkable rise from an Engineer to C-suite leadership, embodying the principles of determination innovation, and leadership.

Gaurav Dakshini's legacy is marked by empowering individuals to reach their full potential in the pharmaceutical industry.

# Why

## Skillupto Scaleup with Gaurav Dakshini

**20+ years**

of experience in  
pharma and bio-  
pharma



**NMIMS**

MBA in Business  
Analytics



**PMP**

Certified  
Professional



**Best Seller  
book**

Author of Amazon  
#1 Best Seller book



Founder of the  
**"Skillup to  
Scaleup"**  
movement



**Authorized  
Training  
Partner by  
PMI**



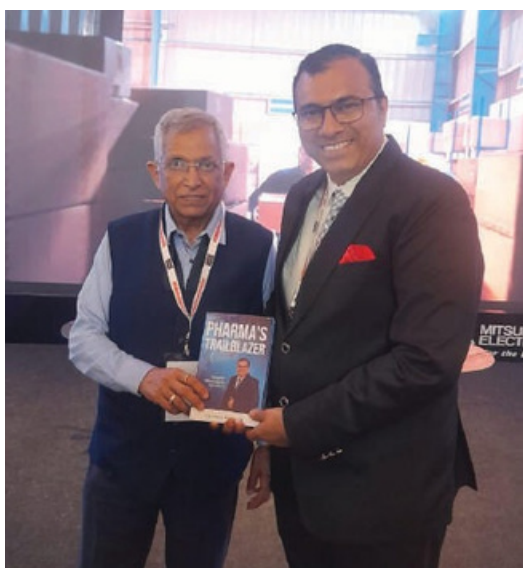
# Trained 500+

Pharma professionals in Data Analytics, PMP  
Certification, CGMP, AI/ML in Pharma, and more

# 10 million

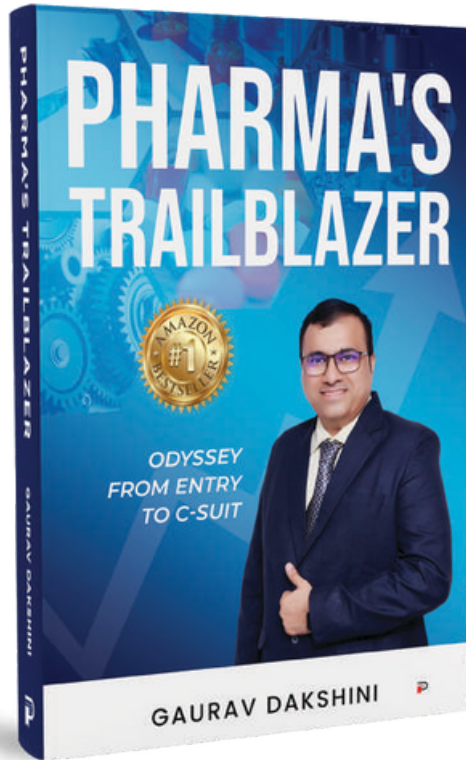
Committed to upskill 10 million pharma &  
biopharma professionals





## Trained professionals in the industry bySkillup to Scaleup Mission





- I am on a mission "Skillup to Scaleup", aimed at transforming the careers and businesses of 10 million professionals in the pharmaceutical and biopharmaceutical industries through focused upskilling.
- This initiative is my way of giving back to the pharma community that has shaped my own professional journey.
- I have personally navigated and overcome these challenges, gaining valuable insights and growth along the way.
- My goal is to prevent others from facing similar obstacles by providing them with the tools, knowledge, and support needed to succeed.

# About ConfiancaTechnologies LLP



Confianca Technologies LLP is committed to support the pharmaceutical and biopharmaceuticals professionals through our High Quality Training and providing Consultancy including:

- Professional Coaching
- Mentorship Initiatives
- Mock Audits for Regulatory Readiness
- Project Management Support
- Strategic Consultancy
- Product (Visual Inspection Knapp Kits, QC & Microbiology Consumables & Sterile Consumables)
- Consulting (Process & Automation Consultancy)

We specialize in enhancing workforce competence, equipping teams to effectively navigate the complexities of cGMP compliance, 21 CFR Part 11, data integrity, project execution, and documentation aligned with regulatory standards.

Our goal is to ensure our clients are fully prepared to meet industry demands with confidence and precision.

# Our Vision, Mission and Values



## **Vision:**

To be the #1 global partner in consulting, coaching, and training for the pharmaceutical and biopharmaceutical industries empowering clients to transform their organizations and shape a better future for the industry and society at large.

## **Mission:**

To transform the careers of 10 million pharmaceutical and biopharmaceutical professionals by the year 2030 through comprehensive upskilling in critical industry-specific competencies, thereby enabling sustainable growth and excellence across the sector.



## **Values:**

Our core values are Agility, Integrity, Responsibility, and Empathy, which guide our actions, decisions, and commitment to excellence in serving the pharmaceutical and biopharmaceutical industries.



# The Pain

## The Challenges of Operating a Successful Business in the Pharmaceutical Industry

### Regulatory Landscape Changes

- The continuously evolving regulatory environment poses significant challenges for maintaining consistent compliance.
- Varied regulatory requirements across different countries further complicate the compliance process, necessitating a tailored approach for each market.

### Market Dynamics

- The pharmaceutical industry is rapidly evolving, demanding constant innovation and adaptability.
- Maintaining a “me-too” position is no longer viable in the current competitive landscape; differentiation is essential.

### Competition

- The industry faces growing competition from both large, established consulting firms and agile, specialized niche providers..

### Technology Integration

- Accelerating technological advancements require ongoing upgrades and seamless integration into existing systems.
- Implementing new technological solutions often involves substantial costs and operational complexities.

### Talent Acquisition and Retention

- The demand for skilled professionals in the pharmaceutical sector is high, making talent acquisition increasingly competitive.
- The limited availability of specialized expertise adds to the challenge of retention, making it critical to invest in employee development and engagement.

# Solution

## JoinourSkillup to Scaleup Program



### Various Programs

- Mastering Project Management : Practical Project Management Workshop
- PMP Certification Training : 35 PDUs with 5 Days Bootcamp
- Mastering Power BI : From Zero to Fully Interactive Dashboard, Complete course on PowerBI with 6 modules
- Mastering Tableau : Basic and Advance Modules
- Mastering Digital Transformation and Industry 4.0 Mastering
- AI/ML for Pharma : Practical Training for implementing
- Industry 4.0 Use Cases
- Mastering GAMP 5 & 21 CFR Part 11 : Advance Module
- Mastering CGMP, HVAC, Facility Design and Regulatory Guidelines
- Mastering Air flow visualization
- Mastering Regulatory Audits 100+ Real life Case Studies on these various modules
- 10+ Real life AI/ML Case studies – Airflow visualization, Predictive Maintenance, Digital Twin, AR/VR
- QMS Training- Deviations, Change Control, CAPA, Risk & Impact Assessment, SOP Preparation, GMP, 21 CFR Part 210/211, Calibration & Preventive Maintenance, Handling of Incidents

## Our Results

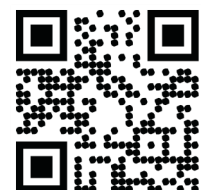
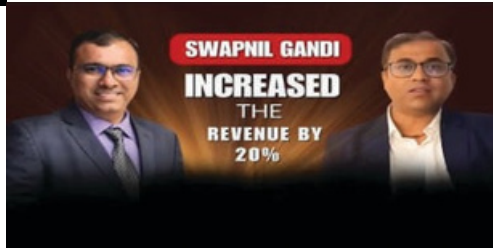
### JoinourSkilluptoScaleup Program



Scan to view the video



Scan to view the video



Scan to view the video

# PMP®

## Certification Training



## Highlights of PMP Certification Training

- **Authorized Training Partner by PMI**
- Latest Curriculum PMBOK 7th Edition
- 1200 + PMP Concepts Slides
- 100+ Videos for PMP Chapters
- Personalized Step by Step Study Plan
- 75+ PMP Numerical/ Examples
- Customised Mentoring and Coaching
- Live Virtual Training as per PMI
- 1200 + Actual PMI Cloned Questions
- 20 + Years of Experienced Mentor
- PMP Application Support
- Pro Tips for Exam and Cracking PMP Exam
- Unlimited attempt to Mock Questions
- Comprehensive Exam Prep Support
- Career support incl. LinkedIn and resume building support
- Regular Doubt Clearing Sessions
- Flexible Learning Options
- Hybrid Learning Methodology
- Live and Self-Paced Learning
- 100% Money Back Guarantee
- Preparation for Interview Questions as a part of Career Support

# PAMC

## ThePharma Architect Masterclass



## PAMM includes: 8 Modules

- 1.Mastering Project Management : Practical Project Management Workshop
- 2.Mastering Air Flow Visualization: Air Flow Visualization Guidelines & Practical Implementation to avoid FDA 483s
- 3.Mastering Power BI : Basic and Advance Modules
- 4.Mastering Tableau : Basic and Advance Modules
- 5.Mastering AI/ML for Pharma : Practical Training for implementing Industry 4.0 Use Cases
- 6.Mastering Digital Transformation and Industry 4.0
- 7.Mastering GAMP 5 & 21 CFR Part 11 : Advance Module
- 8.Mastering CGMP, HVAC, Facility Design and Regulatory Guidelines

## Bonuses

- Mastering Regulatory Audits Workshop
- Practical Project Management Workshop
- All Regulatory Guidelines at one place
- 100+ Real life Case Studies on these various modules
- 10+ Real life AI/ML Case studies – Airflow visualization, Predictive Maintenance, Digital Twin, AR/VR



## 1 Day Workshop on Practical Project Management

- Projects, Program and Portfolio
- Role of Project Manager
- Integration Management
- Scope management: Scope creep, Gold plating
- Schedule management: WBS, Work Packages
- Exercise on WBS and scope creep
- Critical path, fast tracking and crashing
- Level 1, 2, 3 and 4 schedule in MS projects
- Cost management: Earned value analysis (EVA)
- CPI and SPI calculation for projects
- Exercise on CPI and SPI with S- curve
- Quality Management: Cost of quality
- Risk Management: Monte Carlo Analysis
- Exercise on Risk Register
- Resource Management: Team development
- stages Communication Management
- Procurement Management: Types of Contract
- Stakeholder Engagement Plan



## 1 Day Workshop on Blueprint for CGMP, HVAC & Facility Design

- GMP: 21 CFR Part 211
- GMP: EU Annex 1
- HVAC Low side
- HVAC High side
- HVAC: OSD case study
- HVAC: Latest industry trends
- HVAC: Energy saving opportunities
- Exercise on HVAC design for injectable plant
- General Injectable Facility design case study
- Injectable process equipment: Design consideration
- Industry 4.0 to Industry 5.0
- Risk Management: Monte Carlo Analysis
- BMS, EMS, CDMS and UDMS
- P& ID for process equipment: Do's and Don'ts



## 1 Day Workshop on Mastering Regulatory Audits



Golden Circle of  
Regulatory Audit



How to Master  
Regulatory Audits



Face the  
Auditors



Do's & Don'ts  
during Audit



Case Study/  
Role Play



Question &  
Answers



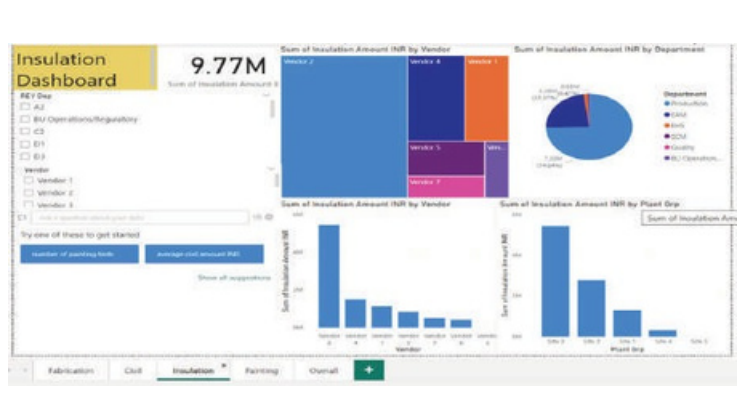
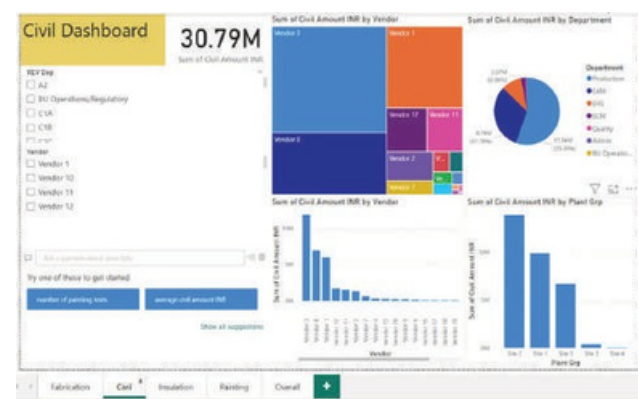
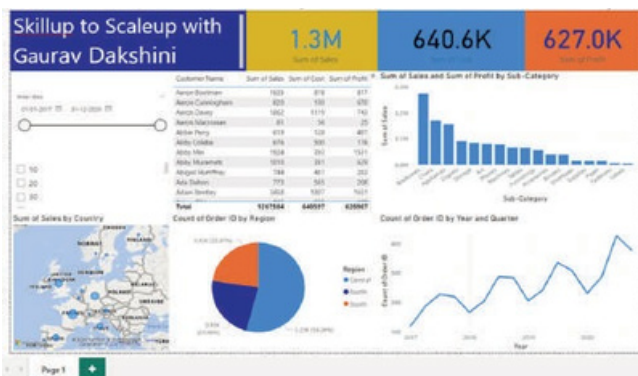


## 2 Day Workshop on PowerBI, Tableau and Data Analytics

- Create Fully Interactive Dashboard from Scratch for your Department
- Extract data and Present actionable Insights
- Answer to complicated Analytics Questions
- Making Dashboard in Power BI
- Creating Bar charts, Column Charts, Line charts, Loading your data from any source
- Power BI & Tableau Interface Explained
- Creating a Card
- Creating Table
- Creating Pie Charts
- Creating Map Charts
- How to change background of scorecard
- How to make truly interactive dashboard
- Different types of Data Analytics
- Case Study and Practical Implementation



## 1 Day Workshop on PowerBI, Tableau and Data Analytics Developed more than 100+ Dashboards to improve Productivity





# Skillup to Scaleup with Gaurav Dakshini



4.7 ⓘ

## Feedback from Skilleup Pharma Professionals

**Anan Nair**  
1 review · IN  
Jul 14, 2024

★★★★★

**Must attend if you are part of the Pharmaceutical Industry**

The course covers all the Crucial topics in pharma which we tend to overlook over a period of time. Gaurav sir is always ready to answer all of your queries and guide you with the right approach. My experience has been great and looking forward to learn more.

Date of experience: July 14, 2024

**Plant Head Chemex**  
1 review · IN  
Jun 4, 2024

★★★★★

**Really Great Experience of todays...**

Really Great Experience of todays session is great and very Good under standing with Example Thank you For Guravbahi, You are the Real mentor and your style for coaching also Excellent

Date of experience: June 02, 2024

**Sandeep Patel**  
1 review · IN  
May 12, 2024

★★★★★

**Very well explained by Mr.Gaurav...**

Very well explained by Mr.Gaurav dakshini sir about project management. He is good leader and mentor. Good technical sound for project management and not limited to.... Always helping hand as on when required.

Date of experience: May 12, 2024

**sachin gowami**  
1 review · IN  
May 12, 2024

★★★★★

**It's wonderful experience attending...**

It's wonderful experience attending sessions by Gaurav. Huger to learn and most importantly sharing after learning and creating impact in industry environment is very phenomenal. Gaurav investment on himself by hard work, logical reasoning learning by going beyond boundaries is highly appreciable. I am proud of myself to be his mentor during his early career and also considering him as my mentor now at this stage of my career. Wishing him to keep this hunger and share learning to benefit industry entrant and experts. Thank you Gaurav...you are asset for the industry now..... cheers 🙌🙌🙌

Date of experience: May 05, 2024

**jatin patel**  
1 review · IN  
Updated Apr 28, 2024

★★★★★

**Enlightening Experience: A Commendation of Mr. Gaurav Dakshini's Expertise**

I recently had the pleasure of being under the guidance of Mr. Gaurav Dakshini, and I must say, it was an enlightening experience. Mr. Dakshini's expertise in both career development and education made the learning process engaging and impactful. His guidance not only helped me gain valuable skills but also instilled a sense of confidence in my abilities. I highly recommend Mr. Gaurav Dakshini to anyone seeking professional and educational guidance.

Date of experience: April 28, 2024

**sudheep gulkaral**  
1 review · IN  
Jul 15, 2024

★★★★★

**It's Great Experience learning and...**

It's Great Experience learning and getting yourself upgraded with recent changes as Per updated standards and guidelines. Thanks to Gaurav sir for this exceptional learning session and addressing all our queries through out our sessions.

Date of experience: July 14, 2024



## Project Management as Services

### We provide the Project Management end to end services for your greenfield/brownfield projects

- Project Charter
- Project Management Plan
- Direct and Execute Project
- Monitoring and Control Project
- Perform Integrated Change Control
- Scope Management Plan
- WBS creation, Define, Control and Validate Scope
- Schedule Management Plan
- Estimate, Define and Sequence Activities
- Schedule Preparation – Level 1,2,3 and 4
- Control Schedule – Fast Tracking and Crashing
- Integrated Project Report – Cost, Schedule and Scope with S-Curve
- Cost Management Plan
- Estimate, Determine and Control Costs
- Quality Management Plan
- Manage and Control Quality – Latest
- Quality Management Tools Available
- Resource Management Plan
- Develop and Manage Team including
- Estimate and Acquire Activities
- Manage and Control Team
- Communication Management Plan
- Manage and Monitor Communications
- Risk Management Plan
- Perform Qualitative and Quantitative Risk Assessment
- Monitor and Control Risks
- Procurement Management – Plan, Control and Conduct Procurement
- Stakeholder Management – Identify, Manage and Monitor Stakeholder Engagement

# Skillup to Scaleup<sup>TM</sup>

with GAURAV DAKSHINI

## Contact Us

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