



# Business Consulting for Healthcare FinTech Company

## PROJECT DETAILS

 Business Services

 Dec 2020 - Ongoing

 \$50,000 to \$199,999

 *"We highly recommend them. They offer a good service and are reliable."*

## PROJECT SUMMARY

Várri Consultancy provides risk assessment and framework development consulting services for a fintech company. They look at the risk impact on legal agreements for clients and lenders.

## PROJECT FEEDBACK

Várri Consultancy's work has had a positive impact; external stakeholders are comfortable with the high level of quality in the documents. The team is outstandingly reliable, professional, and detail-oriented – they're experts in their field. Also, they're well-organized in their project management.



## The Client

Introduce your business and what you do there.

I'm the CEO of KLAIM, a fintech company for healthcare.

## The Challenge

What challenge were you trying to address with Várrí Consultancy?

We have a lot of regulatory requirements and risk management in the fintech space, so very few companies do risk assessments. We didn't have a lot of experience in the field, so we were looking for somebody who could guide us.

 **Karim Dakki**  
CEO, Healthcare FinTech Company

 IT Services

 Dubai, United Arab Emirates

### CLIENT RATING

**4.5**

Overall Score

Quality: 5.0



Schedule: 5.0



Cost: 4.0



Would Refer: 4.5





## The Approach

### What was the scope of their involvement?

We've engaged Várrí Consultancy on various specific items related to risk management, framework assessment of risk, and the legal structure for the transactions that we do with our clients and lenders. We had an initial discussion to explain our requirements, and then they got back to us with the scope of work. However, we realized that the scope wasn't necessarily what we were looking for, so we involved them on a retainer basis.

Every time we have a request, they help us look at the risk impact on our legal agreement on the debt side. Our risk assessments are a framework for the company. We've conducted a workshop, and we're doing several other things based on priority.

### What is the team composition?

We're constantly in contact with the founder, the main consultant.

### How did you come to work with Várrí Consultancy?

Somebody who worked in the past with the principal of Várrí Consultancy referred me to him.

### How much have you invested with them?

We've spent \$100,000–\$150,000.

### What is the status of this engagement?

We started working together in December 2020, and our relationship is ongoing.



## The Outcome

**What evidence can you share that demonstrates the impact of the engagement?**

Their work has mainly given the comfort to our lenders that the documents are high-quality, so it definitely has helped the business. Moreover, they've been highly reliable and professional. Also, their inputs are relevant.

**How did Várrí Consultancy perform from a project management standpoint?**

They're very organized and structured, and their response times are short. To communicate, they come to the office, or we have some calls. We also exchange documents, and they put their comments on them.

**What did you find most impressive about them?**

They stand out for their level of detail and in-depth expertise.

**Are there any areas they could improve?**

The prices are high.

**Do you have any advice for potential customers?**

We highly recommend them. They offer a good service and are reliable.

