

# Making structures stronger & last longer

6 DAYS ADVANCE BUSINESS LEARNING WORKSHOP



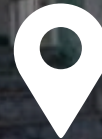
Fees:

**Rs. 14,899/-**



Duration

**15 days**



Location

**Pune** (Baner)



Format

**In -Person**

## Contact

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ENTREPRENEURSHIP IN  
DAMAGE ASSESSMENT,  
REPAIR & REHABILITATION OF  
STRUCTURE  
**CERTIFICATION PROGRAM**

# Introduction



The purpose of the course is to provide participants with a fundamental and practical understanding on condition assessment of construction structures and repair and service life extension methods.

A large number of construction structures are deteriorating in India, often prematurely, and need remedial measures to reinstate their safety and/or serviceability. Consequently, the need for repair and protection has grown considerably in recent years. While costs associated with repair of deteriorating concrete structures can be substantial, costs resulting from poorly designed or executed repairs may be even higher. The technical and economical success of repair projects depends on a range of factors, including a proper condition assessment of the structure, design and execution of remedial measures, and design and implementation of maintenance strategies.

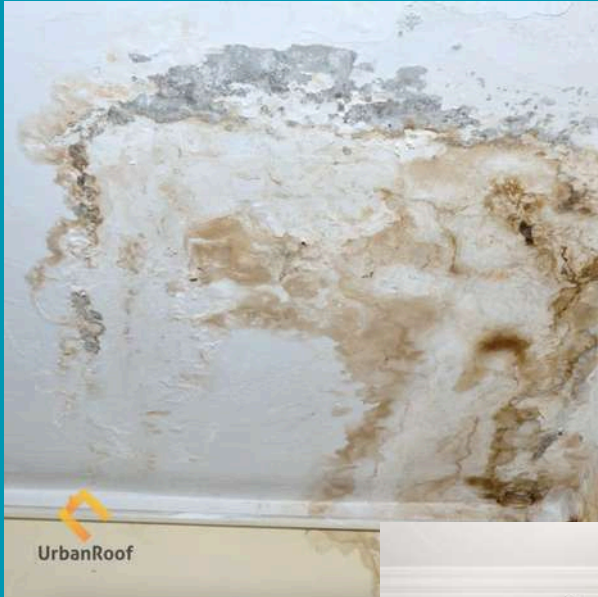
Repair methods need to be designed with consideration for the anticipated or desired remaining service life of the structure. A distinction must be made between repairs intended to stop deterioration fully and those merely aimed at slowing down deterioration processes for a limited period of time. During the course relevant repair methods for damaged structures are discussed, focussing on design methods, application principles and limitations. The scope of relevant repair methods includes the application of grouting, sealants, and surface coatings, repair mortars, roof repairs, external walls, plaster jobs, foundation & RCC protection, podiums, basement, temporary techniques, bonded overlays (patch repairs), and crack injection.

# Type of problems we solve

## Snapshot - Interior Issues

**Nearly every alternate property** in Urban India has one or another kind problem

Water damage, seepage/dampness mold-fungus, cracking of walls & paints, structural defects, Concrete spalling, RCC damage etc



# Snapshot - Exterior Issues

**More than 90% buildings in Urban India has one or another kind of outdoor problem.**

Concrete spalling, Hollow plaster, fungus growth over surface, damaged plumbing connections, exposed RCC etc.



## Role of Inspection / Execution Partner:

1. Visiting customer sites for enquiries received by company.
2. Conducting inspections of structural issues in customer properties & generate reports.
3. Designing repair solutions and offer quotes to customers.
4. Solving queries of customers and deal closure.
5. Get paid for deal closures.

## Required investment:

**Rs.45,000/-**

1. Training & Development:  
Rs.15,000/-
  2. Inspection Toolkit: Rs.5,000 /-
  3. Infrared Thermal Camera:  
25,000/-
- (Additional Rs.55,000 for dedicated camera)

## How to Enrol:

1. Submit Online Form: Enroll in our Inspection Partnership program by filling out the online form.
2. Pay Advance Fee: Our representative will contact you for payment of the Rs. 15,000 advance fee.
3. Book Pune Training: Reserve your spot for the 15-day onsite training in Pune.



## Compensation Structure:

### BUSINESS OPPORTUNITY - PUNE REGION

Sr. No.	Opportunity Conversion Count	Revenue Earned	Net Income
1	5 to 7	₹1,25,000	₹20,000
2	8 to 10	₹2,00,000	₹30,000
3	11 to 14	₹2,75,000	₹45,000
4	15 to 18	₹3,75,000	₹70,000
5	19 to 23	₹4,75,000	₹95,000
6	24 to 30	₹6,00,000	₹1,15,000

- Inspections per Month: **30 Nos**
- Avg Ticket Size: **Rs.25000/-**
- Avg Conversion ratio: **35%**
- Customer Satisfaction ratio : **80%**
- Referral rate: **30%**

\*T&C Apply

# Course Topics:

## Foundation Technical Program

### Day 1: Understanding Current Conditions of Constructions and Market Analysis

#### Morning Session: Introduction and Market Overview:

1. Course objectives and overview.
2. Problems in the construction industry and market size in repair & maintenance.
3. Urbanroof's Mission, USP, supply chain, and customer journey.

#### Afternoon Session: Causes and Types of Structural Damage

1. Basics of civil engineering & building constructions.
2. Common causes of structural damage: poor construction, weather conditions, aging, settlement, etc.
3. Types of structural damage and Direct / Indirect exposures to structures.

### Day 2: Inspection Process and Damage Assessment Techniques

#### Morning Session: Elements in construction, science of water intrusion & Inspection Process

1. Studying different types of elements in construction explained via section drawing: Bathroom, Balcony, Terrace, Interior wall, Exterior Wall, RCC members, Water tanks, Podium, Basement, Garden etc.
2. Why, how these defects arise, how water intrusion happens & travels through elements.
3. Conducting inspections: Principles of inspection techniques, root cause analysis, categorization of problems, Identifying common defects and anomalies in structures.

#### Afternoon Session: Technical Training and Equipment Familiarisation

1. Introduction to inspection tools and equipment.
2. Techniques for visual inspection and non-destructive testing methods (NDT)
3. Understanding element wise inspection checklist and procedures.

## **Day 3: Construction Chemicals, Product Training, and Designing Solutions**

### Morning Session: Construction Chemicals and Product Training

1. Training on construction chemicals, waterproofing, and painting products.
2. Understanding product lines, features, pricing, warranties, and applications.

### Afternoon Session: Designing Solutions, rectification methods

1. Designing solutions to structural problems: Element wise treatment methodology, durability, warranties, etc.
2. Importance & criticality selection of appropriate repair materials and techniques of surface preparation, applications & workmanship.
3. Participate in real time live inspections, case studies, video tutorials of repairs.
4. Hands-on exercises: designing solutions for common structural defects.

## **Day 4: Estimation, Reports & Project Management Structural Protection & Maintenance.**

### Morning Session: Construction Chemicals and Product Training

1. Basics of quantity surveying & estimation technics
2. Contract terms, project planning, scheduling and management
3. Quality Control & assurance

### Afternoon Session: Structural Protection and Maintenance

1. Importance & practices of preventive measures and maintenance.
2. Assessment and evaluation.

## **Day 5: Inspection Partners: Entrepreneurship Development**

### Morning Session: Introduction to Entrepreneurship

1. Key skills and attributes of successful entrepreneurs
2. Developing an entrepreneurial mindset: creativity, resilience, and adaptability.
3. Basics of business planning: setting goals, identifying target markets, and defining value propositions.

### Afternoon Session: Partnering opportunity with Urbanroof:

1. Introduction to Urbanroof's Inspection + Execution Partnership program.
2. Urbanroof business strategy, goals, value proposition.
3. Partnership Application and Onboarding Process
4. Q&A and Networking Session



# Day 6: Advance Business Learning Workshop

## Morning Session: Setting the Foundation

### 1. Setting Vision and Mission

- Importance of vision and mission in guiding business decisions.
- Crafting a compelling vision and mission statement for your organization.

### 2. Hiring the Right People

- Understanding the importance of hiring for cultural fit and alignment with company values.
- Strategies for sourcing, screening, and selecting top talent.

### 3. Building Systems and Processes

- Establishing efficient and scalable systems and processes to streamline operations.
- Leveraging technology to automate repetitive tasks and enhance productivity.

## Afternoon Session: Driving Business Growth

### 5. Organizational Structure

- Designing an organizational structure that supports business objectives and fosters collaboration.
- Balancing centralization and decentralization to optimize decision-making.

### 6. Setting Departmental Goals

- Aligning departmental goals with overall business strategy and objectives.
- Implementing SMART (Specific, Measurable, Achievable, Relevant, Time-bound) goal-setting techniques.

### 7. Understanding Customer Psychology

- Exploring the principles of consumer behavior and psychology.
- Applying insights into customer motivations, preferences, and decision-making processes to enhance marketing and sales strategies.

### 8. Sales Strategies and Techniques

- Developing effective sales strategies to drive revenue growth and customer acquisition.
- Mastering sales techniques such as consultative selling, relationship building, and objection handling.

# Course Objective

- **Raise Awareness:** Increase awareness among participants about the existing challenges and gaps in construction repair and maintenance practices, highlighting the unorganized nature of the market and the lack of standardized codes or frameworks for repairs and assessment.
- **Identify Opportunities:** Identify opportunities within the construction repair and maintenance market where entrepreneurial initiatives can make a significant impact, addressing the needs of property owners, developers, and stakeholders.
- **Develop Entrepreneurial Skills:** Equip participants with the necessary entrepreneurial skills and knowledge to navigate the complexities of the construction industry, including business planning, market analysis, and strategic decision-making.
- **Promote Industry Innovation:** Encourage participants to think innovatively and creatively about how they can contribute to the development of standardized codes, frameworks, and best practices for construction repair and maintenance, thereby elevating industry standards and professionalism.

## UPON SUCCESSFUL COMPLETION OF THIS PROGRAM YOU WILL BE ABLE TO:

- Identify your own business opportunities.
- Pursue job opportunities in the construction chemical and paint manufacturing industry.
- Secure full-time employment with Urbanroof and be part of the industry revolution.
- Partner with Urbanroof to start your own business.

## ADDITIONAL INFORMATION

- **Instructors:** Experienced professionals with expertise in civil engineering, construction, and repair & maintenance
- **Training Materials:** Course materials, handouts, case studies, and reference materials provided to participants.
- **Facilities:** Equipped training facilities with presentation tools and practical demonstration areas.
- **Evaluation:** Assessments, quizzes, and practical exercises conducted throughout the workshop to evaluate understanding and competency.

# TRAINING DETAILS

- Training Location: Online
- Training duration: 5 days
- Job & Business Opportunities in Locations: Pune, Mumbai, Bangalore, Delhi (NCR)

## ELIGIBILITY

- Qualification: BE./B.Tech Civil Engineering
- Individuals who want to contribute to repair & maintenance industry
- Individuals who want to start their own business

## TERMS & CONDITIONS:

1. **Enrolment:** By enrolling in the Damage Assessment, repair & structural protection program, participants agree to abide by the terms and conditions outlined herein.
2. **Eligibility:** Participants must meet the eligibility criteria specified for the Program, including any prerequisites or qualifications required for enrollment.
3. **Cancellation and Refunds:** The fees for the training program are non-refundable.
4. **Attendance:** Participants are expected to attend all sessions of the Program punctually. In case of absence or tardiness, participants are responsible for catching up on missed content and materials.
5. **Code of Conduct:** Participants are expected to conduct themselves in a professional and respectful manner at all times during the Program. Any disruptive behavior or violation of the code of conduct may result in disciplinary action, including dismissal from the Program.
6. **Intellectual Property:** All course materials, including presentations, handouts, and resources provided during the Program, are the intellectual property of Urbanroof and may not be reproduced or distributed without prior consent.
7. **Confidentiality:** Participants may have access to confidential information and proprietary knowledge during the Program. Participants agree to maintain the confidentiality of such information and refrain from disclosing it to third parties without authorization.
8. **Certification:** Upon successful completion of the Program, participants will be awarded a certificate of completion. Certification is contingent upon meeting all requirements and fulfilling course obligations.
9. **Job/Partnership Offers:** Based on performance and assessments, candidates stand a chance to receive a job/partnership offer to be placed at locations such as Pune, Mumbai, Bangalore & Delhi. Job/partnership offers post the training period will be subject to performance and assessments. While we make our best efforts to bring you the best job opportunities possible, Urbanroof Pvt Ltd does not guarantee a job to every student.
10. **Modification of Terms:** Urbanroof reserves the right to modify or amend these terms and conditions at any time. Participants will be notified of any changes in advance.
11. **Governing Law:** These terms and conditions shall be governed by and construed in accordance with the laws of Pune. Any disputes arising out of or in connection with the Program shall be subject to the exclusive jurisdiction of the courts of Pune, Maharashtra, India.

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## Contact

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