



Residential and Commercial bhai-bhai!

Growing up in Thane has been fascinating. I've witnessed two distinct versions of this city over four decades:

the calm, leafy suburb before the 2010s, and the vibrant, self-sustained metropolis it is today, successfully blending residential comfort with commercial energy.

The skyline has changed dramatically. Former mid-rise housing clusters have evolved into sprawling townships and modern mixed-use developments, allowing people to live, work, and relax in the same space. While early growth was driven by Thane's affordability—making it the ideal choice for Mumbai's workforce seeking a better quality of life—it now represents aspiration and lifestyle.

This shift is heavily supported by major infrastructure projects, including the Eastern Freeway extension, Ghodbunder Road widening, the Borivali-Thane tunnel, and the upcoming Metro Lines 4 and 5, all set to take connectivity to another level.

Improved accessibility and smarter urban planning have drawn in top developers

and multinational companies, completely reinventing the real estate landscape with luxury homes and bustling business hubs.

The natural outcome is the rise of business districts like Wagle Estate, Hiranandani Business Park, and Kolshet Road. Companies now favour Thane for its strategic location, lower costs, and, crucially, a ready pool of talented local workforce, particularly in the IT, BFSI, and service sectors.

In truth, Thane's residential and commercial growth are like twins—inseparable and always complementing each

other. As I joke, "Residential aur Commercial bhai-bhai hai!" This cycle—more people moving in leads to more offices, which attracts more families—keeps the city's heart strong and steady.

This dynamic has turned Thane into a true city of opportunities. The greatest irony? We once travelled to Mumbai for coffee or shopping; today, my friends from Mumbai come here for the same. Thane has successfully evolved from being an address to becoming a destination.

From the Editor



Hiren Chheda

People & Pioneers

Livlong 365—Transforming the Health-Tech & Insurance Landscape



Livlong 365 (Livlong Protection & Wellness Solutions Limited), headquartered at IIFL House, Sun Infotech Park, Wagle Estate, is a pioneering Health-Tech company redefining how India experiences healthcare. With a vision to create a seamless and comprehensive healthcare ecosystem, Livlong 365 integrates insurance, wellness, and digital health services under one powerful platform.

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Today, Livlong 365's impact speaks for itself:

- 10,000+ Doctors on Panel
- 7 million+ Doctor Consultations Sold
- 35+ Specialities & Super Specialities
- 7000+ OPD Locations
- 200+ Lab & Diagnostic Partners
- 800+ Cities Reached
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Site Address: Ekatva Crescent, Next to Utsav Hotel, Panchpakhadi, Thane West, Maharashtra 400 602

Disclaimer: This project has been officially registered on the MahaRERA website under the name "Ekatva Crescent" via MahaRERA registration no. PM1330002501001 & is available on the website <https://maharera.maharashtra.gov.in/> under registered projects. The layout plan, the orientation of buildings/towers/wings/structures, the common areas, facilities and amenities, the fixtures, fittings, soft furnishing/furniture, gadgets, technology, information, pictures, images and visuals, drawings, specifications, sketches & other details herein are merely a creative imagination and an Architect's impression and are only indicative. These should not be construed in any manner as disclosure under the provision of the Real Estate (Regulation and Development) Act, 2016 and the Rules thereunder by Government of Maharashtra and / or applicable law & the relevant applicable disclosures shall be made at an appropriate time. The developer reserves the right to change any or all these in the interest of the development as permissible under law.

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Saakaar Architects: Shaping Thane's Skyline for Over Three Decades

If you drive through Thane today, chances are you'll come across a construction site bearing the name SAAKAAR. Over the last three decades, Saakaar Architects has become a household name in the city, transforming its skyline with thoughtful, functional, and future-ready architecture.

Founded in 1991 by Ar. Sandeep Prabhu and Ar. Makarand Parange, both alumni of the prestigious J.J. School of Architecture, Saakaar began its journey with interior projects and quickly moved on to landmark assignments. Their early breakthrough came with office projects for Bayer India, and they soon gained public recognition after completing a Thane Municipal Corporation school at Kisan Nagar during the tenure of Commissioner T. Chandrashekhar.

With a deep understanding of Thane's urban growth and the evolving needs of its residents, Saakaar has contributed to over 500 projects, including residential



Ar. Makarand Parange and Ar. Sandeep Prabhu

complexes, commercial hubs, educational institutions, townships, administrative buildings, and IT parks. They are empanelled with prominent authorities like TMC, MHADA, and PWD, underlining their credibility and commitment

to public infrastructure.

Their motto, "Form Follows Function", is evident in all their designs—prioritising space optimisation, user experience, and aesthetic appeal. Their ability to understand the pulse

Their honesty and clarity in dealing with clients have earned them lasting trust. "It's better to say NO than give false hopes," says Mr Prabhu, a philosophy that sets them apart in an often opaque industry. They endeavour to create better spaces and amenities in redevelopment projects, delivering value far beyond just design.



of Thanekars, thanks to years of direct engagement with end-users, has made their layouts highly appealing and functional. Notably, projects like Greeshma Residency by Saptashree—a 26-storey tower with exclusive 4BHK apartments, have received widespread acclaim for their impeccable design and planning.

Saakaar's disciplined approach stems from early collaborations with reputed companies like Bayer, instilling a strong culture of professionalism and meeting deadlines. Both founders are registered with the Council of Architecture, New Delhi, and are Fellow Members of the Indian Institute of Architects (IIA), with Mr Prabhu currently serving as the Chairman of the IIA Maharashtra Chapter.

As their name suggests, 'Saakaar'—meaning 'to give form' in Marathi—they have truly helped realise the dreams of countless Thanekars, cementing their legacy in the city's architectural journey.

Eyes on Thane: Manoj Singh's AI-Driven Security Vision Takes Shape

From repairing monitors in a 200 sq. ft. at Chembur shop to securing Army bases in Kashmir and powering Thane's smart surveillance grid, Manoj Udaypratap Singh has transformed Mann Electronic Security LLP into a trusted name in India's security landscape.

The journey began in 2004 with the late Mr. Uday Pratap Singh, a visionary who founded the company without formal training or backing. As a channel partner for Zicom, he laid the foundation by installing basic CCTV systems for local businesses. His hands-on grit and values continue to drive the company today.

Now under Manoj's leadership, Mann has evolved into a system integrator for elite brands like



Manoj Singh

A proud member of BNI Wizards (Thane Chapter), Manoj leads with the philosophy of "Givers Gain," building strong community networks. His latest call-to-action? A crowdsourced security movement, urging every citizen to install one camera for Thane's safety: "Your lens becomes our shield."

Hikvision, Bosch, CPPlus, and Honeywell, serving over 3,000 clients including L&T, Schneider, Allana Group, JVM, MCHI, and international schools. His military collaborations in Kashmir, fortifying posts in Uri, Sopore, Shopian are a testament to his commitment to

national security.

Back home, Manoj has transformed Thane's urban safety, installing over 6,000 AI cameras integrated with police and municipal systems, slashing crime by up to 43%. His school safety initiatives include facial

recognition gates, GPS-enabled buses, and AI monitoring, ensuring every child stays protected.

Mann's OPEX-friendly CCTV rental model further makes top-tier security accessible, scalable,

and affordable.

From Chembur's grind to guarding a city's future, Manoj Singh isn't just selling security, he's creating a legacy of resilience, trust, and innovation.



Powering Thane's Financial Growth Through SNS Wealth Advisors LLP

Over the past two decades, Sandeepan Reddy, founder of SNS Wealth Advisors LLP, has emerged as a pillar in Thane's financial ecosystem. With a deep-rooted passion for capital markets and personal finance, he built SNS with a clear vision: to guide SMEs, HNIs, and emerging entrepreneurs through India's evolving financial landscape with integrity, innovation, and insight.

Headquartered in Thane, SNS Wealth Advisors has empowered over 1,000 clients, helping families and business owners achieve long-term economic stability. The firm offers comprehensive financial services, from mutual funds and equity investments to insurance, real estate advisory, and dematerialization of physical shares.

A key differentiator is their SME IPO consulting practice, through which numerous local businesses have successfully listed on SME exchanges. By blending strategic planning with compliance expertise, Sandeepan has helped entrepreneurs raise capital, attract investors, and unlock



Sandeepan Reddy

new growth avenues in public markets.

In one standout case, SNS guided a client to transform a ₹10 lakh investment into ₹1 crore over five years, highlighting the power of disciplined investing and expert advice.

Beyond wealth management, SNS plays a vital educational role in Thane. Through investor

- Services offered include:**
- Integrated Financial Planning for retirement, tax, and wealth creation
 - Investment Advisory across equities, mutual funds, bonds, and PMS
 - SME IPO Consulting for regulatory and capital-raising support
 - Mutual Fund Distribution for diverse client profiles
 - Physical Share Services including demat, transfer, and recovery
 - Equity and Debt Market Research with actionable insights

workshops, financial literacy sessions, and mentoring, the firm is nurturing a new generation of informed investors and entrepreneurs.

Sandeepan's leadership has made SNS Wealth Advisors LLP a trusted name, not just for wealth creation, but for shaping Thane's entrepreneurial and financial future.

From Pg.1

Livlong 365—Transforming the Health-Tech & Insurance Landscape



From doctor consultations, lab tests, health plans, OPD packages, home and elderly care to a robust marketplace for medicines and specialists, Livlong 365 offers a full spectrum of healthcare solutions. The company also distributes health and general insurance products across retail and corporate segments, operating through diverse channels such as Bancassurance, Agency, Corporate, Tele & VRM, Partnerships, and Digital. Holding a Corporate Agency licence from IRDAI, Livlong 365 exemplifies distribution excellence supported by a 550+ strong workforce dedicated to innovation, service, and care.

The Livlong 365 story began with a bold vision — to alter the traditional insurance landscape. Earlier known as IIFL Insurance, the company carried a 16-year legacy in healthcare financing and claims management across India. During its journey, the team realised a

key insight: most healthcare expenses arise from Outpatient Department (OPD) costs — often excluded from insurance coverage. This "Eureka" moment inspired the creation of Livlong 365 Protection & Wellness Services, designed to bridge the gap between payers and providers through the innovative Payvidor model.

This integrated system ensures that users not only have financial coverage but also access to quality healthcare services — anytime, anywhere.

Empowered by technology and rooted in compassion, Livlong 365 continues to transform data-driven insights into personalised healthcare solutions. With transparency, accessibility, and trust at its core, the company is setting new benchmarks in Health-Tech and Insure-Tech — ensuring that quality healthcare is not just a privilege, but a right for all.

Vip Clothing : Championing legacy, leadership and empowerment

Kapil Pathare is more than a name in Mumbai's corporate circles — he's a force of evolution in India's apparel industry and an emerging voice in the world of literature.

As the Deputy Managing Director of VIP Clothing Ltd., a brand synonymous with India's innerwear revolution, Kapil has been at the helm of a transformative journey. Having joined the board at the young age of 21, he has spent over two decades redefining the company's growth strategy, expanding its legacy beyond traditional markets, and embedding a culture of innovation, agility, and purpose.

Under his leadership, VIP Clothing Ltd. has not only retained its position as a household brand — with iconic labels such as VIP, Frenchie, Feelings, Leader, and Brat — but has also ventured boldly into modern retail, e-commerce, and lifestyle apparel segments, keeping pace with a new generation of Indian consumers.

Yet what truly distinguishes Kapil is his commitment to impact-driven entrepreneurship. His vision goes beyond profit



Kapil Pathare
VIP Clothing Ltd.

Kapil's philosophy of people-first leadership is equally reflected in the factory floor as in the boardroom. His business mantra draws inspiration from Kaizen principles and fast, fearless execution — enabling VIP to stay both grounded in legacy and geared for the future.

margins and market share. At the core of VIP's manufacturing operations lies a powerful commitment to women's empowerment. The company's state-of-the-art garmenting unit at Thingalur in Tamil Nadu, 80 Km from Coimbatore, employs over 800 women workers — many of whom

are first-generation earners from rural communities. With a structured focus on dignity, safety, and upskilling, the company offers secure dormitory accommodation for over 300 women employees, while others are provided with dedicated transport facilities, ensuring daily commutes from their native

villages via company-operated buses. This isn't just employment — it's empowerment woven into fabric. A significant part of VIP Clothing's innerwear production is powered through its strong vendor network in Kolkata. With over 30–40 outsourcing vendors actively engaged, this extended ecosystem connects

hundreds of workers and units — effectively making Kolkata an integral part of India's innerwear manufacturing hub.

This decentralised yet integrated model allows the company to scale operations, ensure flexibility, and support regional employment — all while maintaining brand consistency and quality.

Outside the realm of business, Kapil dons the hat of an author with remarkable ease. A published writer of three books — Cricket to Corporate, A Tall Order, and Maiden Innings — his literary journey is rooted in his love for cricket and a deep-seated belief in leadership and resilience. His works have been widely appreciated for connecting sport, ambition, and business, and his recent accolades include the 'Best Emerging Author (Sports)' award, presented by Australian legend Brett Lee.

Whether in the pages of a book or the corridors of his factories, Kapil Pathare continues to inspire a generation of dreamers, professionals, and changemakers. His story is one of vision backed by execution, legacy powered by innovation, and leadership led by purpose.

Unseen to Unstoppable

In today's hyperconnected world, your network is often more powerful than your net worth. With the right connections, ideas turn into movements, and small efforts ripple into big results. This is the first article in a series where we'll explore the true essence of networking for modern entrepreneurs and intellectuals. Along the way, we'll spotlight individuals who are quietly building influence—one authentic relationship at a time. Let's begin with the foundation: understanding the real power of networking in today's world.

The Power of Networking in Today's World

In an age driven by digital presence and rapid change, the idea of networking has never been more essential—or more misunderstood. Many entrepreneurs and intellectuals still believe that networking is a game only for extroverts. If you're not loud, outgoing, or socially aggressive, you assume you're out of the race. But that couldn't be further from the truth.

Networking today isn't about being the loudest voice in the room—it's about being the most intentional. Your quiet confidence can become your superpower when you learn to connect authentically. Whether it's through a thoughtful message, a well-placed comment, or showing up consistently in digital spaces, influence is no longer about volume—it's about value.

Another common fear? "I don't know the right people." But real opportunity isn't locked behind elite circles. Every



Kiran Zende
Consulting Editor
for Business
Networking
Articles

meaningful connection begins with one conversation. When you treat networking as a chance to collaborate rather than just transact, doors begin to open. Slowly but surely, people start to recognise your value.

The most painful part for many? Feeling invisible. You're skilled, smart, and sincere—but no one seems to notice. Strategic networking changes that. You move from being overlooked to being top-of-mind.

The truth is: networking is not about who's loudest. It's about who shows up with intention, authenticity, and generosity.

Thane Gets a Fresh Look, Thanks to Clezo Express Laundry

Have you noticed Thane looking sharper, fresher, and more professional lately? Credit goes to Clezo Express Laundry, a brand that has quickly become synonymous with high-quality service, sustainability, and professionalism in garment care.

At the heart of Clezo is Prachi Bhoir, a seasoned professional with nearly two decades of corporate experience across global MNCs in logistics, energy, finance, and accounting. Having led financial operations for French-speaking countries like Switzerland and Canada, as well as East Africa, Prachi brought her global expertise to one of India's most unorganised sectors, laundry and dry cleaning, where only 4–5% of the industry is structured.

Five years ago, she took the entrepreneurial leap alongside her husband Nilesh Bhoir. Together, they co-founded Clezo Express Laundry with a vision to transform the industry through innovation, sustainability, and service excellence. Their deep research, hands-on approach, and unshakable partnership



Prachi Bhoir

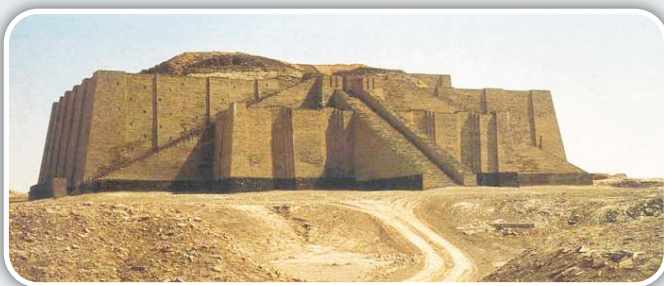
laid the foundation for a registered trademark brand that now stands out in the market.

Clezo uses advanced hydrocarbon-based dry-cleaning technology, offering a safer and eco-friendly alternative to conventional methods. The brand also champions women-led leadership, with all key operational and sales roles held by women, a move Prachi

believes naturally aligns with empowerment in the cleaning industry. Clezo's month-on-month revenue growth is proof of its successful sales strategy and commitment to customer satisfaction. From wrinkle-free clothes to a wrinkle-free experience, Clezo isn't just cleaning garments, it's redefining an industry.

With four live laundry studios in Thane, Clezo has established a strong local presence and is now expanding across Maharashtra and beyond. Their super franchisee model, already live in Pune, offers exclusive tech and operational support, making it a scalable and sustainable business opportunity.

DID YOU KNOW?



Did you know that the world's first recorded real estate transaction dates back over 5,000 years—in ancient Mesopotamia?

Land and property were exchanged using clay tablets and seals long before paper deeds ever existed.

Today, while luxury properties come with digital paperwork and smart contracts, the core idea remains the same: land is one of humanity's oldest and most trusted assets.

A Century-Old Truth: Address Is Destiny

Did You Know?

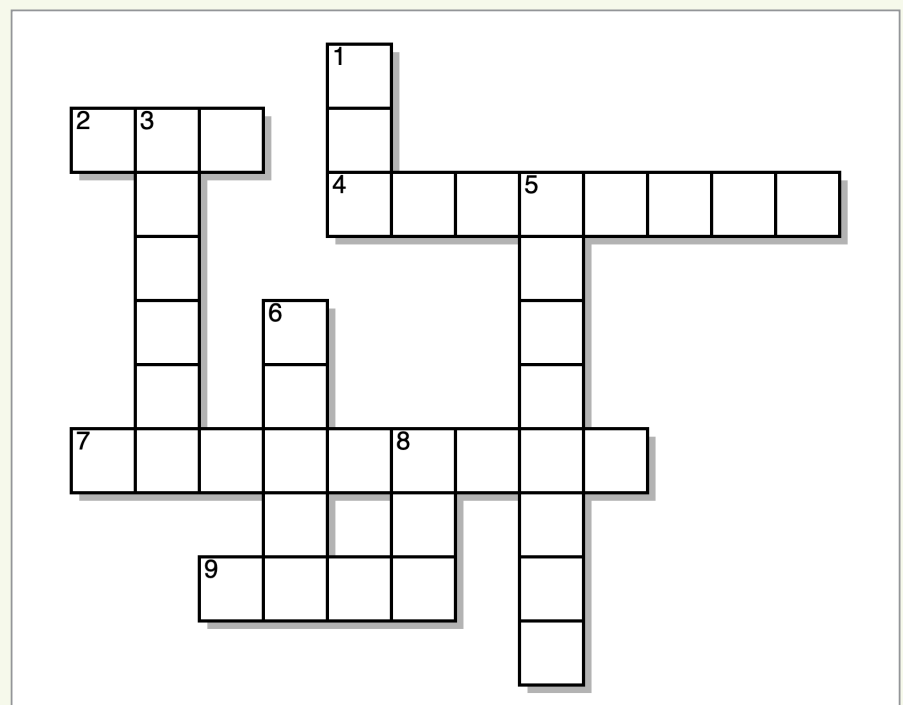
The famous phrase "Location, location, location" first appeared in print in 1926 and it remains the unbreakable golden rule of real estate.

In every era, the right address shapes both lifestyle and legacy. Premium locations don't just grow in value, they become landmarks.



BUILD YOUR MIND

Put your knowledge to the test with our crossword!



Across:

2. Fee for property maintenance in a building.
4. A pool with a seamless edge.
7. A luxurious top-floor apartment.
9. A fancy outdoor seating area.

Down:

1. The return on property value.
3. A premium stone often used in lobbies and bathrooms.
5. A person who puts money into property for profit.
6. Legal proof of property ownership.
8. Common flooring material in luxury properties.