

## Strategic Expertise

### Our three offers

- Corporate diplomacy
- Strategic sourcing
- Digital transformation

#### Service:

Assist CEO and top management with regard to strategic decisions, key to the company's future, in particular in crisis situations

#### Experiences:

- Negotiation on behalf of management to take control of company and buy out historical shareholders
- Succession planning in family owned groups with review of business model
- Crisis management in the event of breakdown of main supplier (50 M)

#### Service:

Build up to date sourcing strategy and training of staff so as to generate significant gains in purchasing

#### Experiences:

- 7% gain on average on purchases of goods and supply agreement strategy
- Assistance in tenders for investments, factories, logistic platforms and information systems

#### Service:

Transform and adapt the company to digital world both for internal organization and clients' relationship

#### Experiences:

- Audit of company on its digital strengths and weaknesses with regard to its competitors and implementation of digital strategic plan
- Definition of the new digital experience destined to clients and development of digital tools which enhance sales by 25%