

# NEREO Management Consulting

## **MANAGEMENT CONSULTING SERVICES**

### **OUR TRACK RECORD**

# MANAGEMENT CONSULTING SERVICES

## *A Unique, Customized Value Proposition*

- Strong senior-level involvement**
  - Highly experienced teams contributing to every engagement
- Rolling up our Sleeves to deliver results**
  - In-depth analysis and intensive interaction with all stakeholders to gather relevant information
- Global Reach**
  - Global reach: project execution worldwide with on-site teams
- “Glocal” execution approach: global experience, local insight**
  - Leveraging global experience while fully considering the local context
- Independent, objective advice**
  - Long-term client relationships, pursuing the best interests of our clients

## Our Engagement Methodology



# MANAGEMENT CONSULTING SERVICES

*Our Consulting Approach is Structured, Collaborative and Result-oriented*



- *Project Kickoff*
- *Interaction with key stakeholders*
- *Definition of project goals*
- *Active Management Involvement*

- *Analysis of current state*
- *Market and competition analysis*
- *Review of data, figures, and facts*
- *Identification of gaps*

- *Elaboration of solutions*
- *SWOT Analysis*
- *Revision with management team*
- *Define KPIs*

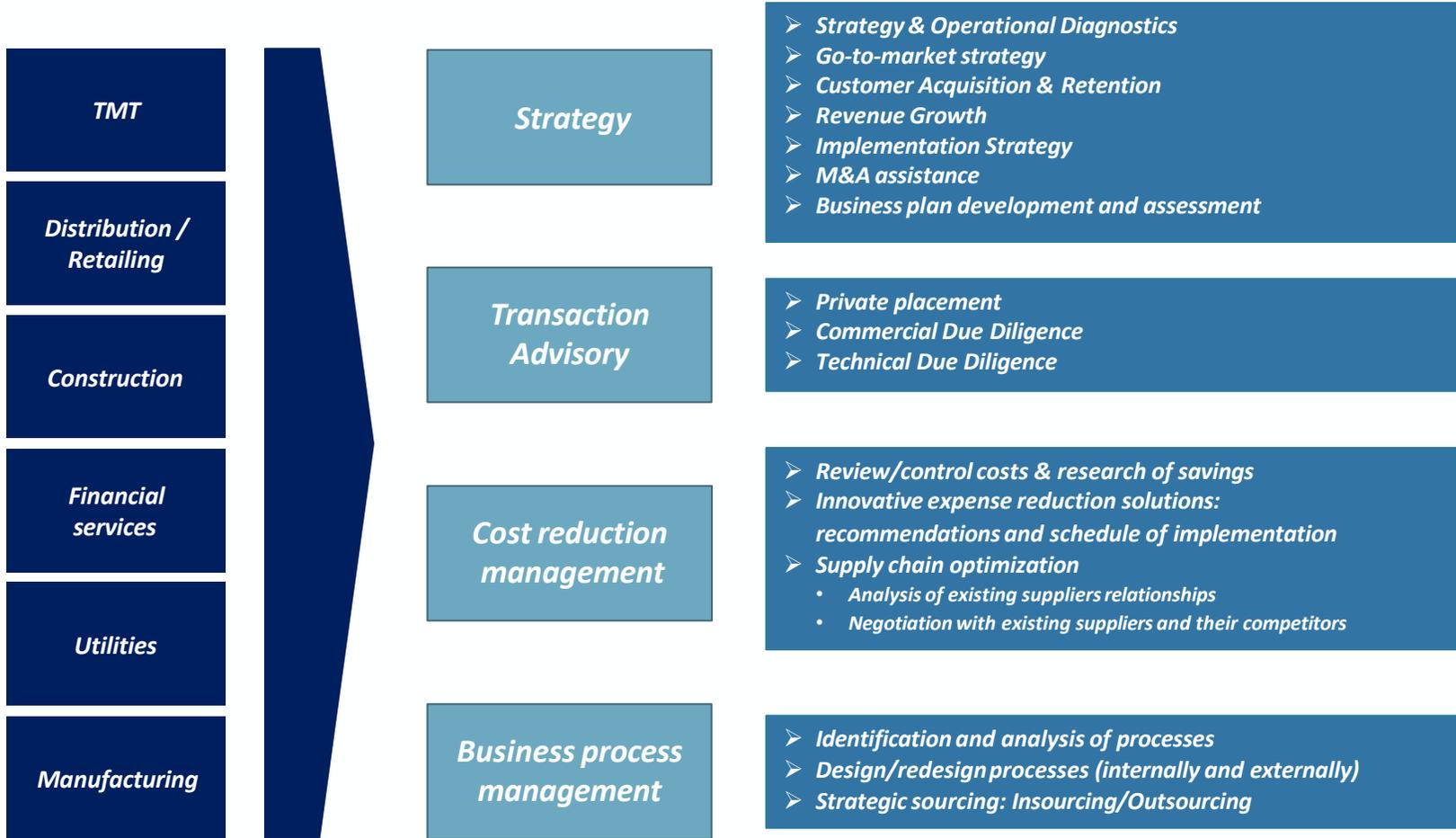
- *Present recommendations to management team*
- *Buy-in from key stakeholders*
- *Establish consensus*

- *Elaborate implementation strategy*
- *Identify Key Result Areas*
- *Review and revise implementation strategy*



# MANAGEMENT CONSULTING SERVICES

*NEREO offers management consulting services across multiple industry sectors*



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- TMT
- Distribution / Retailing
- Construction
- Financial services
- Utilities
- Manufacturing



*Turnaround management*

- Opportunity management
- Situation assessment
- Emergency management
- Restructuring and return to normal support
- Help to manage, stabilize, fund and fix underperforming companies
- Viability plan

*Cash & Credit Risk management*

- Design and implementation the Treasury policy
- Financial diagnosis & enterprise decision making
- P&L improvement plans
- Scorecards
- Dealings with Financial Institutions
- Investment projects analysis
- Budgetary Control
- Optimization of sales and credit policy
- Identification of risks: customer classification, portfolio analysis, monitoring of customer risk
- Integrated billing cycle management
- Collection management

*Human resources management*

- On-site training, coaching and team building
- Organizational structure design : organization structure, competency models, job descriptions, compensation plans, assessment and selection.
- Culture integration management in M&A
- Human resources restructuring plan
- M&A project staffing and management options
- HR policies, procedures and processes analysis and design

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Global experience, multi-sector expertise



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## Relevant projects executed by NEREO

SECTOR	CLIENT	NEREO 's ROLE
TMT		Preparation of strategic plan, including designing the required business processes (incentives, systems, methods, management and HR, financial and information) required for improvement of performance outputs.
Distribution / Retailing		Design business procedures, including of legal matters, incentives, systems, methods, management and resources (human, financial and information). Change management program implementation, dealing with change resistance.
Construction	 SERVICIOS PORTUARIOS Y LOGISTICOS	Identification, analysis, and design/redesign of the company's internal business processes, including IT support systems and management KPIs. Implementation of change management program dealing with change resistance
Private Equity	 Oman-Brunei Sovereign Fund شركة عُمان بروني للاستثمار Oman Brunei Investment Company	Conducting an intensive Due Diligences process (both technical and financial) for a M&A transactions (eventually completed). Business processes re-design for implementing the post-transaction Strategy Plan, including management KPIs
Utilities (Electricity)		Organizational structure design and evaluation of the management team. Business processes re-design, including IT support systems and platforms.
Manufacturing (automobile)	 Mercedes-Benz	Organizational structure design and appraisal of the management team. Change management program implementation Business processes re-design, including IT support systems and platforms, including management KPIs
TMT		Merger assistance: organizational restructure design , Culture integration management and Human resources restructuring plan. Change management dealing with change resistance.
Financial services		Assistance to the executive levels in the post acquisition, restructuring and integration of a new business. Design and implementation of change management program and deal with change resistance.
Publishing		Feasibility plan design and implementation, headcount rationalisation. Evaluation of competency and efficiency of business procedures according to the c
Insurance services	 Allianz Group Seguros	Finance and treasury management and business transformation. Design and implementation of change management program and deal with change resistance.

**NEREO**

[www.nereoconsulting.com](http://www.nereoconsulting.com)