

# Corporate Introduction

**Consulting, Systems, Outsourcing**

**CHICAGO • DUBAI • LONDON • SINGAPORE**

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**Stratence Partners** has the Mission to make successful the People we partner with:

- Achieving Short-Term **Tangible Results** & Long-Term **Sustainable Excellence**
- Applying a Transformational Business Model across **Strategy** Optimization, **Pricing** Excellence & **Commercial** Effectiveness

## Added Value Profile

- 25 Years of Experience
- 800 Successful Projects
- 50 Senior Professionals
- 360° Best Practices
- 13 Global Offices

## Partnership Commitment

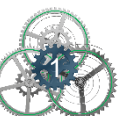
- 100% Proven Methodologies
- 100% Transfer for Future Autonomy
- 100% Stakeholders' Full Satisfaction
- 1 to 1 Impact for Quick Wins Return
- 1 to 10 ROI in Excellence Roadmap



**Where to win and how to maximize Win-Rate**

**Align Pricing with the Organization's Strategy**

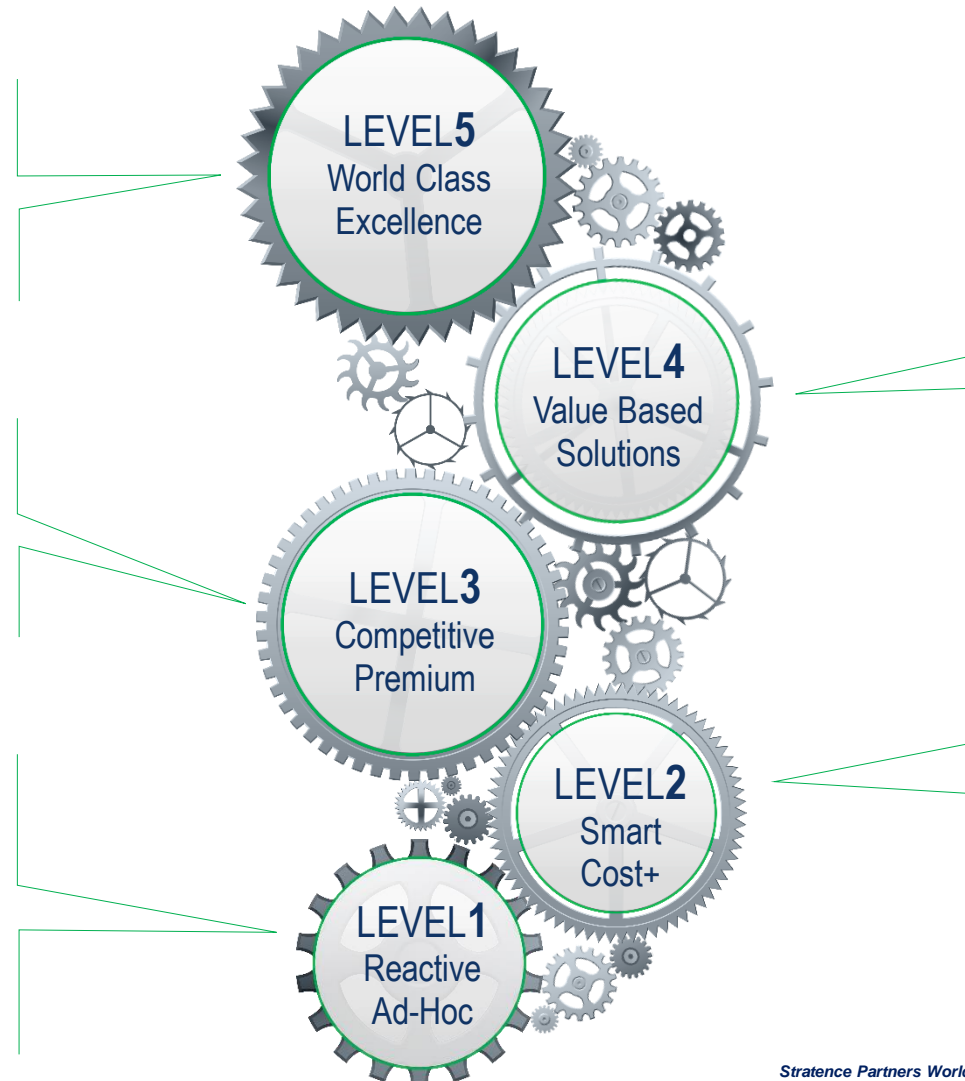
**Maximize expected results as Profit, Volume and Share**



# World Class Benchmarking Model

Stratence Partners leverages a proprietary **World Class Benchmark Model with 40 Best Practices** to support the Organizations towards an effective “Transformational Profitable Excellence”

- Industry Leadership
  - Continuous Improvement
  - Strategic Power Mindset
  - Predictive Models
  - **+3% to +5% Profit**
- 
- Win-Win Sales Scenarios
  - Proactive Premium Analytics
  - Competitive Intelligence
  - Dynamic Strategy
  - **+4% to +8% Profit**
- 
- Issues on Dataflow
  - Systems Inefficiencies
  - Firefighting Decision Making
  - Broken & Missing Processes
  - Unaligned Mindset
  - Silos & Slams Organization



- Innovation by Design to Price
  - Dynamic Intelligence
  - Solutions & Partnerships
  - Value-Solutions Selling
  - **+3% to + 6% Profit**
- 
- Micro-Segmented Strategy
  - Fact Based Analytics Insights
  - Best Practice Waterfall Toolbox
  - Sales Execution
  - Control & Transparency
  - Cross-Functional Alignment
  - Dataflow, Systems & Processes
  - New Tech (eCom, AI, ML, Ethereum)
  - **+5% to +12% Profit**



# Proven Cross-Industry Expertise

## Stratence Partners

- Has acquired deep expertise by **partnering** with leading Organizations across many Industries
- Has applied **Thought-Leadership and Cross-Pollination** to help the Organizations to outperform the competition through innovation and disruptive Best-Practices

B2B	B2B2B	B2B2C	B2C
			
			
			
			

*Specific Industry Expertise, Business Cases and References available on demand*

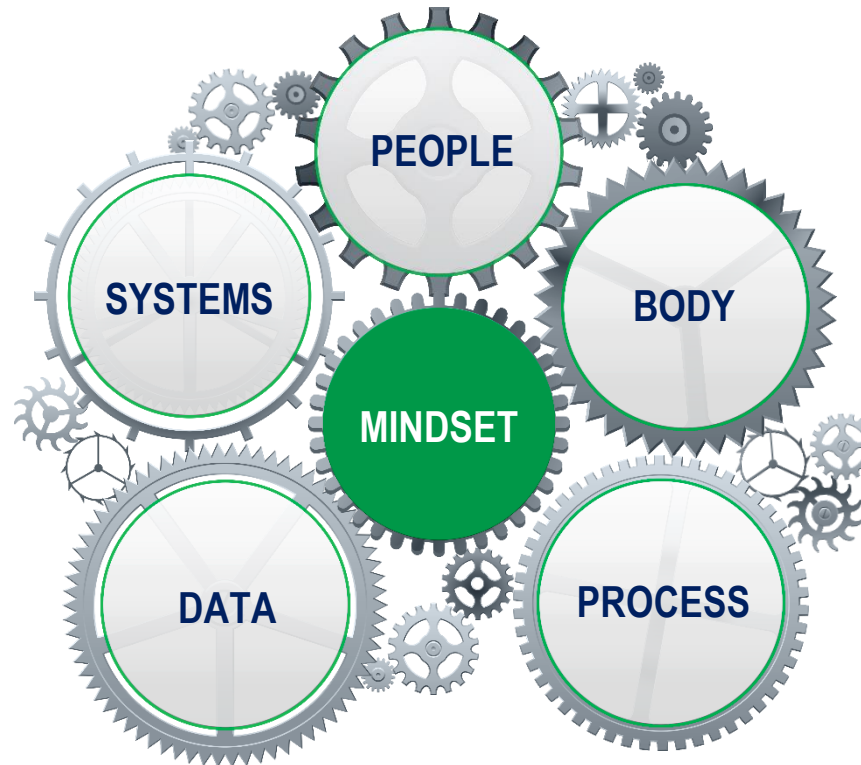


**Stratence Partners** promotes a **360° Thought Leadership** transformational approach to Change Management, Full Capabilities Transfer and Effective Implementation

**Develop** Talent Management & skill-up the Organization by coaching & training to engage the People

**Integrate** flexible & user-business oriented tools & Systems

**Enhance** business intelligence with automated-integrated flow of Data



**Secure** effective Organization & dynamic decision-making Governance Body

**Enable** Best Practices - Learning Platform & Continuous Improvement Process

**Guarantee** the results by preparing the Management & Cross-Functional Stakeholders Mindset



# 5 Steps to Profitable Excellence

Over more than 800 projects and 25 years, **Stratence Partners** has applied a 5 steps approach securing success and profitability

## Strategic Deep Dive to Plan the Detailed Journey to Excellence

- Benchmark vs. the World Class Model for a fact-based Maturity Assessment in Strategy Optimization, Pricing Excellence & Commercial Effectiveness
- On-board the Organization in a Roadmap for Excellence through Change Management & Capabilities Transfer: Short-Term Actions (Quick Wins) & Long-Term Vision

## Unleash & Validate Short to Long-Term Financial Impact

- Build-up a Best Practice Strategic, Commercial & Pricing Dataflow to be embedded into customized off-the-shelf Tools, for Analytics & Business Cases
- Transfer Capabilities for running ROI Scenarios, measure short & long term potential & get validation through Cross-Functional & Leadership Buy-In

## Design the New Eco-System & the Holistic Implementation Plan

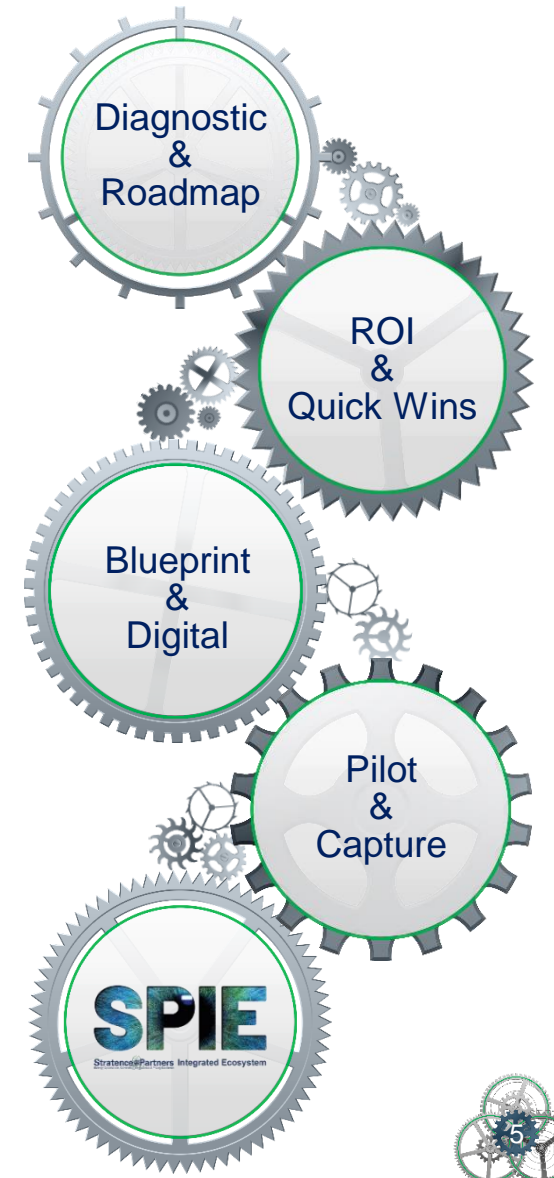
- Define the new Best Practices for People, Processes, Organization, Governance, Dataflow & Data-Science Integration & (New Tech) Digital Transformation
- Agile Design of the Detailed Implementation Plan with Activities, Dependencies, Resources, Accountabilities, Success Measurement KPI's and overall Budget

## Capture Quick Wins & implement 1<sup>st</sup> Gen of the New Eco-System

- Implement a 1<sup>st</sup> Version (MVP1) of Capabilities to validate & fine tune the “Long-Term Digital Eco-System Solution”
- Measure the Performance to seize short- & long-term benefits across Strategy Optimization, Pricing Excellence & Commercial Effectiveness

## Scale Strategy Optimization, Pricing Excellence & Commercial Effectiveness

- Move the full Organization towards Excellence by implementing efficiently the New Digital Eco-System across BU's & Geographies
- Secure sustainability & scalable Best Practices with formalized Processes (DACI), Organization (People) & Governance



We will be pleased to organize **1 hour virtual meeting** with the following proposed agenda:

1. Understanding your specificities  
*Business, current setup and expectations*
2. Short introduction to Stratence Partners  
*Profile and Value-Added Proposition*
3. Moving through a possible collaboration  
*Discussion on content & scope's options*
4. Next steps



**Fernando  
Ventureira**  
Chief Executive Officer



**Frédéric  
Duhamelle**  
Senior Vice President

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