



NEREO



An introduction to NEREO Management Consulting

July 2014



Introduction

Credentials



A Unique customised proposition

Senior expertise, hands-on approach, execution

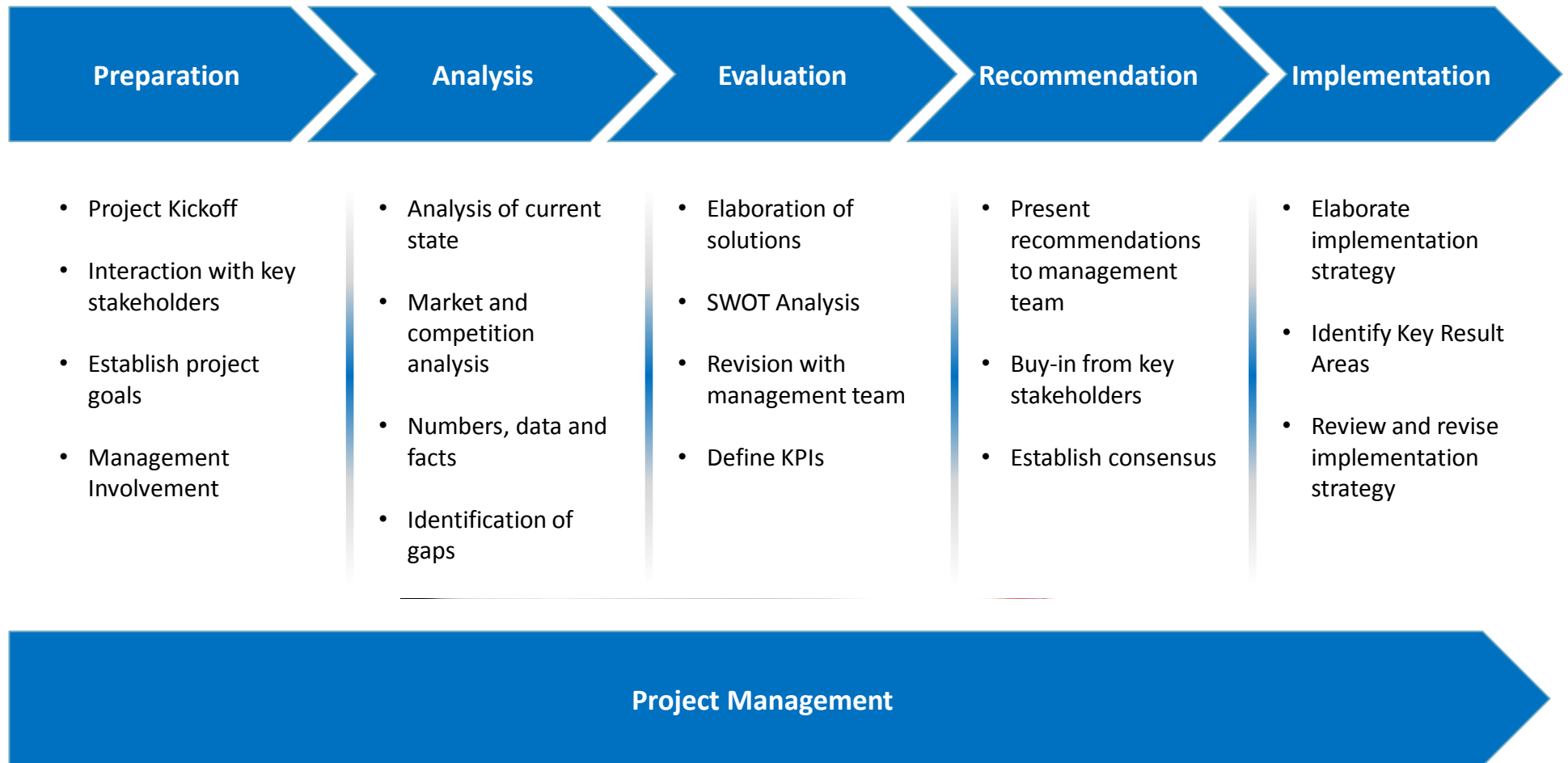


Our Engagement Methodology



Our Consulting Approach

Structured, Collaborative, Result-oriented

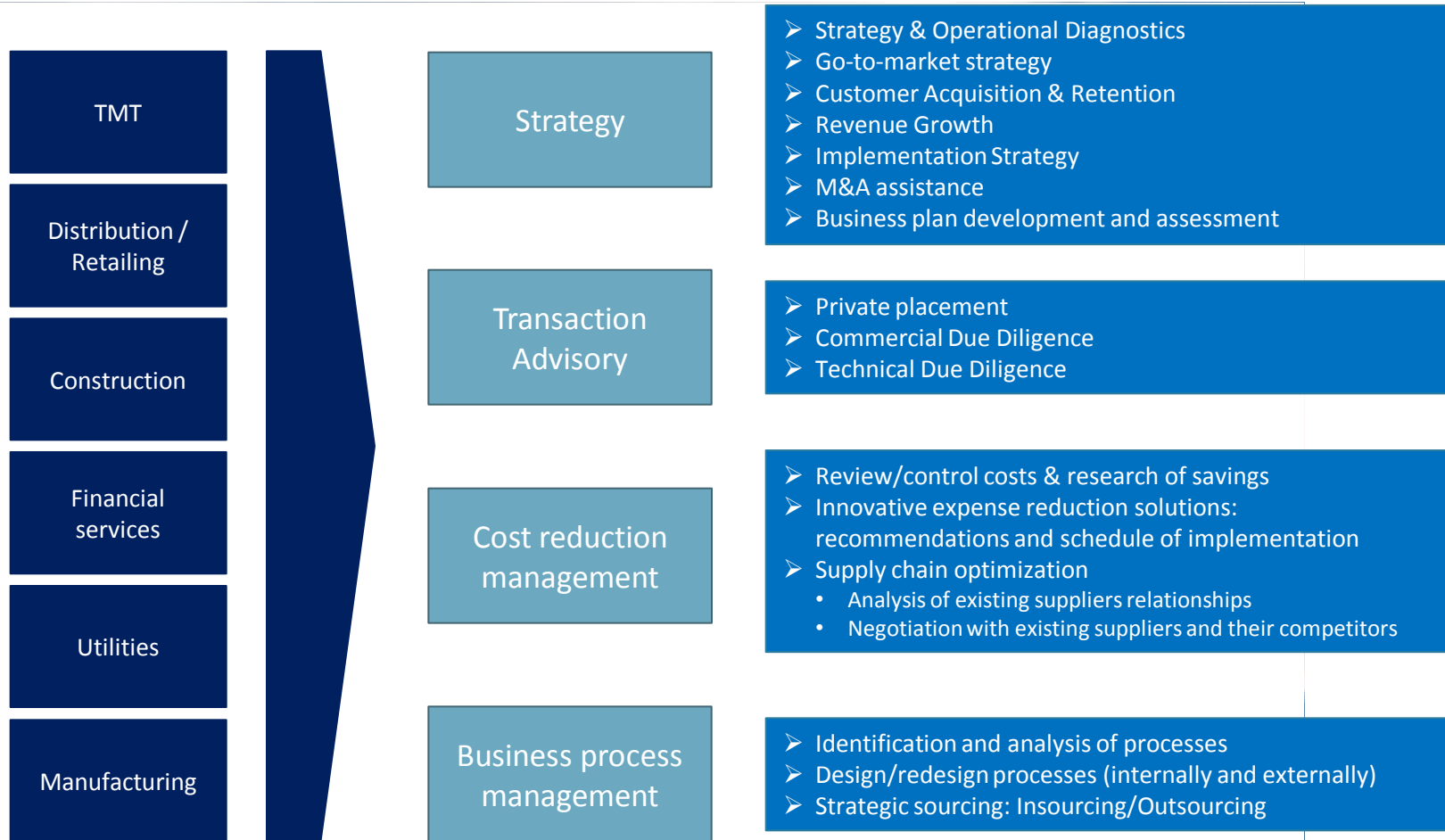


Our services

Management consulting services



NEREO offers management consulting services in a number of industry sectors



Our services

Management consulting services



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TMT

Distribution /
Retailing

Construction

Financial
services

Utilities

Manufacturing



Turnaround
management

Cash & Credit Risk
management

Human resources
management

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

- 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

- 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



AGENDA

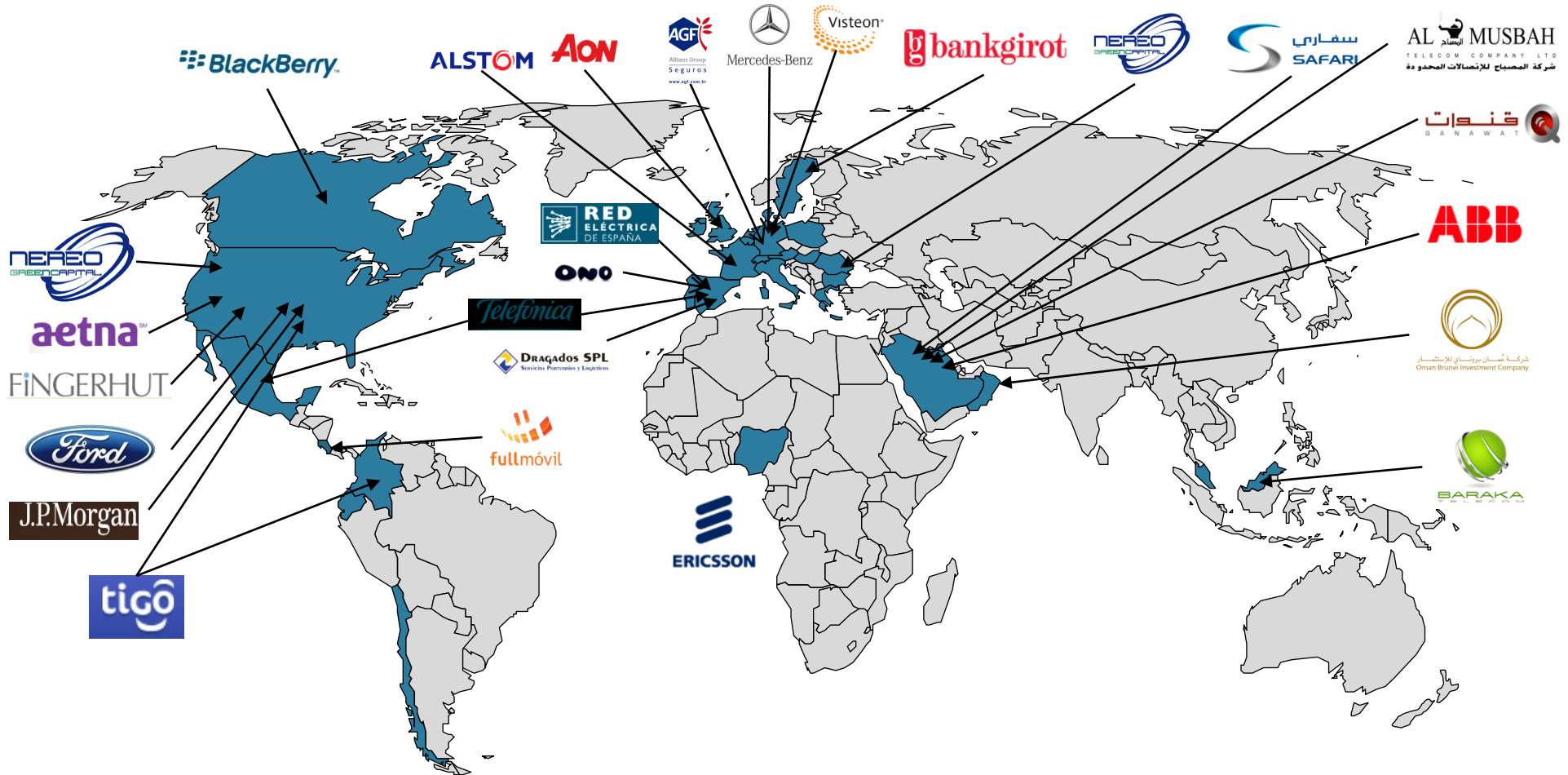
Introduction

Credentials



Projects executed

Global experience, multi-sector expertise



Projects executed

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 بروناي 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 www.agf.com.br	Finance and treasury management and business transformation. Design and implementation of change management program and deal with change resistance.

NON EXHAUSTIVE

NEREO

www.nereoconsulting.com