





An introduction to NEREO Management Consulting



Introduction

Credentials



A Unique customised proposition

Senior expertise, hands-on approach, execution



Senior level involvement

Highly experienced team contributes to each engagement

Rolling up the sleeves

In-depth analysis, intensive interaction with all stakeholders to obtain all relevant information

Global reach

Execution of projects across the world, with teams at client locations

'Glocal' approach to execution

Bringing to fore our global experience, keeping in mind the local context

Independent Advice

Long-term client relationships, pursuing the best interests of our clients

Our Engagement Methodology





Our Consulting Approach

Structured, Collaborative, Result-oriented



Preparation Analysis Evaluation Recommendation

- Project Kickoff
- Interaction with key stakeholders
- Establish project goals
- Management Involvement

- Analysis of current state
- Market and competition analysis
- Numbers, data 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

Implementation

- Identify Key Result Areas
- Review and revise implementation strategy

Project Management



Our services

Management consulting services



NEREO offers management consulting services in a number of industry sectors



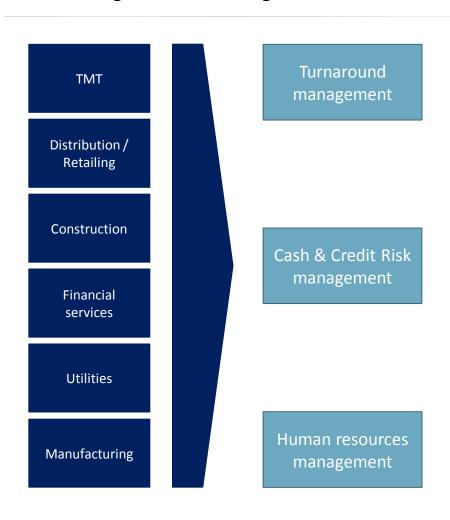


Our services

Management consulting services



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- 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





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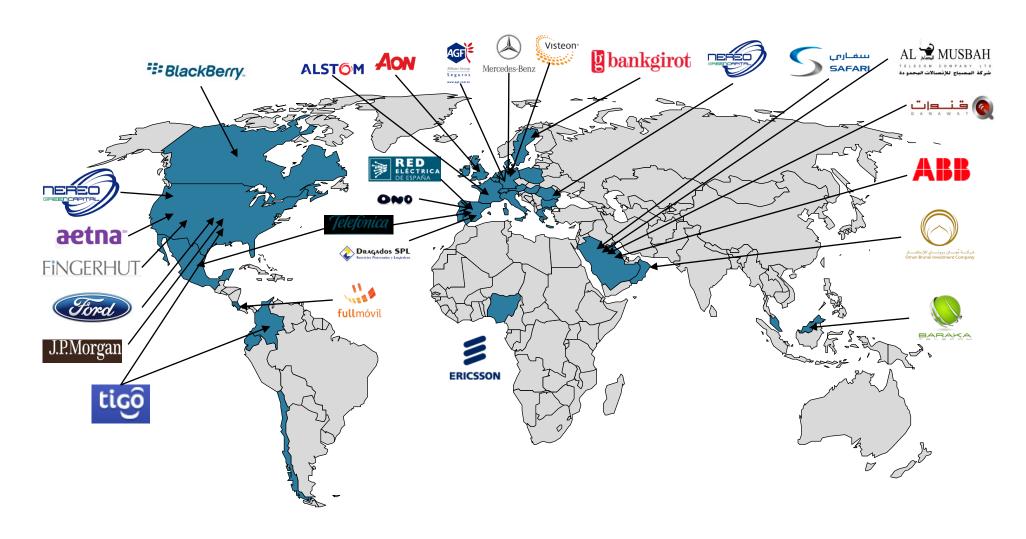




Projects executed

Global experience, multi-sector expertise







Projects executed

Relevant projects executed by NEREO



SECTOR	CLIENT	NEREO's ROLE
ТМТ	Telefonica	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	Fingerhut	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	DRAGADOS SPL 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 شرک قصان پرواسای الاستشار 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)	RED ELÉCTRICA DE ESPAÑA	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
тмт	ON0	Merger assistance: organizational restructure design, Culture integration management and Human resources restructuring plan. Change management dealing with change resistance.
Financial services	J.P.Morgan	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	GRUPO ZETA	Feasibility plan design and implementation, headcount rationalisation. Evaluation of competency and efficiency of business procedures according to the c
Insurance services	AGE(Allians Group Seguros	Finance and treasury management and business transformation. Design and implementation of change management program and deal with change resistance.
DEBEC	www.agf.com.br	· · ·





www.nereoconsulting.com