



Services Audit, Consultancy, Advice & Coaching

Format	Objectives	Methodology	What Sets Us Apart
<p>Consultancy Advice</p>	<p>We answer calls for very short, sharp assignments to listen to and advise on key strategic and/or operational decisions.</p>	<p>We play a twofold role of consultants and advisors.</p> <p>As consultants, we tell clients what they need to do to solve their problems or challenges.</p> <p>As advisors we help clients to expand their awareness of the issues they are facing, gain clarity about what they want to achieve (future vision), identify the obstacles in their way, and think strategically about how to overcome those obstacles.</p>	<p>Our agility and flexibility;</p> <p>Our partnership-type of business relations;</p> <p>An integrated approach to supply & value chain management with an added layer of digital technologies;</p> <p>Our unified approach to Sustainability, CSR and Resilience for optimal outcomes.</p>
<p>Audit Consultancy Advice</p>	<p>We accept short or long consulting missions to help clients:</p> <ul style="list-style-type: none"> - To solve a problem; - To reach objectives previously defined; - To improve business performance in terms of operations, profitability, management, structure and strategy. 	<ol style="list-style-type: none"> 1. Discovery phase; 2. Audit; 3. Analysis and solution phase; 4. Specific recommendations to address previously identified problems; 5. Implementation phase; 6. Evaluation of the results and proposal of corrective measures, if necessary. 	<p>Our qualifications and certificates</p> <p>Our digital tools to audit and report results in accordance to standards and KPI systems.</p>



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<p style="text-align: center;">Leading Improvement Change Transformation by <i>Action Learning</i></p>	<p>To improve performance.</p> <p>To work on real complex problems. To identify what needs to be changed, set realistic goals, and develop implementation plans while enlisting stakeholder commitment to execute those plans.</p> <p>To learn as individuals, as a team, and as an organization.</p>	<p><i>Action Learning</i> by WIAL is a process of insightful questioning, reflective listening and feedback to generate transformational learning and effective solutions.</p> <p>Components of the methodology:</p> <ul style="list-style-type: none"> - A specific project, problem or opportunity; - A group or team of 4-8 people (set); - A process of insightful questioning and reflective listening - A concrete plan of action on the problem <p>The Action Learning process:</p> <ol style="list-style-type: none"> 1. Preparation of the workshops: framing the problem 2. Formulation of the question 3. Planning the workshops 4. Workshops in action 	<p>Our certification on the Action Learning methodology by WIAL.</p>



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<p>Co-creation of eco-systems and business models</p>	<p>To identify opportunities for improvements, innovation (incremental and breakthroughs) and development;</p> <p>To cocreate new and alternative ecosystems and business models through the blending of innovation, collaborative intelligence, and foresight.</p>	<p>Our “KIIF framework” summarizes our pathway and process of creation of Knowledge, Intelligence, Insights and Foresight geared towards our clients’ continuous improvement, change & transformation, with the future in mind.</p> <p>Our pathway or methodology:</p> <ol style="list-style-type: none"> 1. Context Analysis 2. Audit and reporting 3. Framing 4. Scanning 5. Strategic Foresight 6. Strategy Design 7. Business Model Design and Innovation 8. Policy Design and Planning 9. Workshops of integration: from the design of strategies and policies to their implementation 	<p>Our pathway or methodology that helps organizations build internal capability and ensure that transformations hit their target.</p> <p>Our <i>Action Learning</i> workshops that help finding solutions for complex problems, and imagining alternative scenarios and new business models;</p> <p>Our digital tools to engage all agents of change and transformation and to scan the environment.</p>