

**What to do.**  
**Will to change.**  
**How to do it.**

## Who we are

Founded in 1980, Solving Efeso is a top management consultancy firm specialised in strategy, operations and organisation effectiveness.

Solving Efeso mission is to support client organisations in releasing the opportunities “locked” in their value chains to raise company competitiveness and provide substantial, tangible and lasting gains.

Quoted on the Paris Stock Exchange, it operates in over 50 countries with a network of over 20 offices worldwide and a strong presence in Europe, US, South America and Asia.

With a team of more than 350 consultants representing 30 different nationalities, Solving Efeso works with over 300 major companies, including 30% of the 200 largest European groups.



## Strategy in Action

Created from more than 30 years experience in strategy, operational excellence and successful business change, Strategy in Action is focused on development of real options and total execution.

Strategy in Action is the winning approach based on the combination of our strategic and operational competences in an ideal working climate to bring permanent innovation.

Solving Efeso provides a unique blend of multi-specialist skills very different from those found in other management consultancies

- The combination of our strategic and operational teams widens the scope of opportunities open for the client
- Our teams have a core competence in managing the connections between executive teams, functions and operations
- Our teams create the climate and evolve the capabilities of the organisation to accelerate and sustain change
- Our professionals speak the business language of management, the technical language of functional teams and the practical language of the shop floor staff
- Our progressive tools and techniques have been proven and fine tuned in over 1000's of applications
- Our way of working in tandem with the client ensures mutual commitment and guarantees tangible and measurable results.





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**Strategy development:  
Do the right things**

## Our core capabilities

Solving Efeso provides the client with a blend combining three original core capabilities focused to achieve measurable results. These are delivered by a professional team that is fully integrated yet composed of true specialists.

The “Strategy in Action” signature approach of Solving Efeso is based on the mantra “what to do – will to change – how to do it”

- Strategy development – *what to do*
- Change management – *will to change*
- Operational excellence – *how to do it*

It is a continuous and dynamic process where strategic intent is synchronised with the practicalities for successful execution. Organisational efforts are aligned to the correct change agenda and communication works “top down and bottom up”.

A holistic perspective built on deep understanding: vision and quality of thought

- Support to the top management in taking difficult decisions in a fast-changing world
- Deep understanding of the customer’s distinctive competences and intimate value chain knowledge
- Creative approach to find the strategic alternatives which can forge an edge and a real breakthrough
- Practical and implementable steps resulting from a collaborative process that enables the joint team to challenge all potential strategic alternatives
- Orientation towards action and execution: multi-specialist expertise provides output solutions that are always operationally and culturally feasible
- Strategic sustainable development frame.

Create the climate and evolve the organisational capabilities to bring permanent innovation

- Energize all people in the organisation to enable their true potential to be fulfilled
- Change by doing - visible, measurable and effective - in a collaborative team
- Provide direction for the development of every member and level within the organisation
- Steer the change with a lean and results driven leadership and management approach.

Structured approach and effectiveness

- The World Class Operations Management (WCOM™) system is applied to manufacturing, commercial operations, administration and throughout the supply chain
- A time-tested, cost effective programme: we use the best tools efficiently to maximize the results
- A level of “knowledge transfer” unmatched by any competitor: full participation of employees - creates a more skilled, more effective, and more satisfied organisation
- A formula that changes the paradigm by leveraging the strengths of Lean, TPM and Six Sigma.

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**Change management:  
Engage, accelerate & sustain**

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**Operational excellence:  
Do the things right**



## Multi-sector expertise

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## Client service

Solving Efeso assignments span from strategic analysis to improving operational efficiency. We place particular emphasis on the successful implementation of recommendations and more than 70% of our activity is focused on creating and sustaining effective organisational change.

We bring together inputs and expertise from a range of fields, teaming up professionals in functional areas with industry specialists. This gives added breadth and depth to our business, value chain and subject matter know-how. Our international scope and delivery capability ensures that clients have access to skills in keeping with their own specific requirements be it national, regional or global levels.

Solving Efeso is proud to serve a broad base of satisfied clients many of whom are amongst the leading companies operating in their industry sectors.

Our consultants bring something extra by blending client sector experience with the knowledge and ability to transfer relevant best practices from other industries with a radical and short-term impact.

Through original, focused and effective solutions, our teams ensure practical, competitive and measurable results.

- Strategy development
- Change management
- Operational excellence

- Supply chain
- Purchasing
- World Class Operations Management (WCOM)
- Sustainable development
- Product & process development
- Commercial excellence
- Complexity management
- Corporate finance
- Performance monitoring

- Consumer goods & luxury
- Financial services
- Manufacturing
- Oil & gas
- Process industry
- Public sector
- Real estate
- Retail
- Services
- Telecom & media
- Transport
- Utilities

## Core capabilities

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## Functional capabilities

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## Industry sectors

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## Our Offices

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- Abu Dhabi
- Atlanta
- Barcelona
- Berlin
- Budapest
- Buenos Aires
- Dakar
- Geneva
- Gothenburg
- 's-Hertogenbosch
- Istanbul
- London
- Manchester
- Milan
- New York
- Paris
- Rome
- São Paulo
- Seoul
- Shanghai
- St. Petersburg
- Stockholm



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