



26 YEARS
OF EXPERIENCE

BUSINESS DEVELOPMENT & STRATEGY CONSULTING

FRANCE & ABROAD

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STRATEGIC AND OPERATIONAL SUPPORT IN FRANCE AND ABROAD



Marc ARNAUD



Pascal ARNAUD

Our mission

Our mission is to support and accompany executive management and business units, from the definition of their development strategy to its implementation

Our business

We help companies transform in order to strengthen their business model, regain their dynamism and flexibility, simplify their processes, adapt their stance, and commit to an approach of continual progress

Created in 1992 by
Pascal and Marc ARNAUD,
the group DIBS is
comprised of 2 companies:



Marketing
Consulting



Strategy
and Management
Consulting

Project sponsorship assistance

Ambition

Risk
& Performance

Business
Intelligence

Transformation

Project
management

Marketing
strategy

SHARE AMBITION AND MOBILIZE

Guiding executive management in the definition of their CORPORATE PROJECT



SUPPORT AND COMMITMENT OF THE EXECUTIVE COMMITTEE



Transformation of managerial postures

INNOVATION

STEERING

Characterization of the strategic pillars to take on

IMPACT MEASUREMENT
clients, employees,
suppliers /
contractors...

« The success of a corporate project greatly depends on management's adherence & support and the ability to sustainably change managerial practices. »



TRANSFORM WITH A SUSTAINING MOMENTUM

Definition of areas
for improvement
by executive management
and each division

Appropriation – Commitment
with the Executive Committee
/ Management Committee



DIGITAL
TRANSFORMATION

**PROCESS SIMPLIFICATION
NEW MANAGERIAL PRACTICES**

**PROJECT
ACCELERATOR**

Feedback

Management of goals
and objectives

« Transformation is seen as necessary by everyone,
but it's key to demonstrate how it is possible, and
how everyone will fit in and find their new place... »



ACHIEVE THE IMPLEMENTATION OF CORPORATE PROJECTS

TRANSLATING
THE PROJECT INTO
MEASURABLE
OBJECTIVES



RISK
IDENTIFICATION

PLAN « B »
IMPACT
on the project
on the company

**SYSTEMIC
RISK ANALYSIS
ON PERFORMANCE**

economic, industrial,
sales, managerial

**RISK
MANAGEMENT
AND CONTROL**

**PERFORMANCE
MANAGEMENT**
Informed decision-making

« The art of managing major projects by analyzing
the impact of the decisions that have been made
in order to secure the company's performance. »



STRENGTHEN THE METHOD TO ENSURE YOUR PROJECT'S SUCCESS

Characterization of the project

Project design and organization

GO/NO GO
PROJECT VALIDATION

IMPLEMENTATION
MANAGEMENT



COMMUNICATION

Operational
acceptance testing
Feedback

CHANGE
MANAGEMENT

« A successful project requires everyone
to be on board and mobilized as a whole. »



INCREASE THE VALUE OF YOUR DATA ASSETS

**Data repository
update**

**Data
enhancement
strategy**

INVENTORY

DATA CLEANSING

ENRICHMENT

**PREDICTIVE / PROJECTIVE
TEMPLATE APPLICATION**

**KPI - DASHBOARD
BI - REPORTING**

« Dear past, thank you for all the lessons.
Dear future, I'm ready! »



dbs

MARKET YOUR CUSTOMER SOLUTIONS



« The best way to understand is to ask the question,
listen to the answer, analyze the consequences,
and then build the solution. »



CONSULTANTS BASED IN Paris & Lyon

Our values



Respect for ethical conduct
and commitment

Strict confidentiality of all
information provided to us

Our strengths



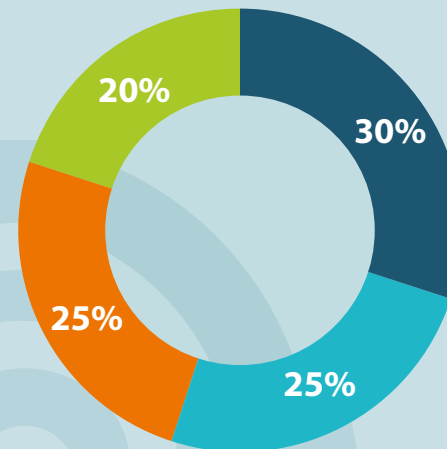
Consultants with strong corporate culture,
guaranteeing realistic, operational answers

Creative methodologies encouraging
management's support and commitment



Our business sectors

- Industry & Construction
- Services
- Utilities & Energy
- New technologies



OUR REFERENCES



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