



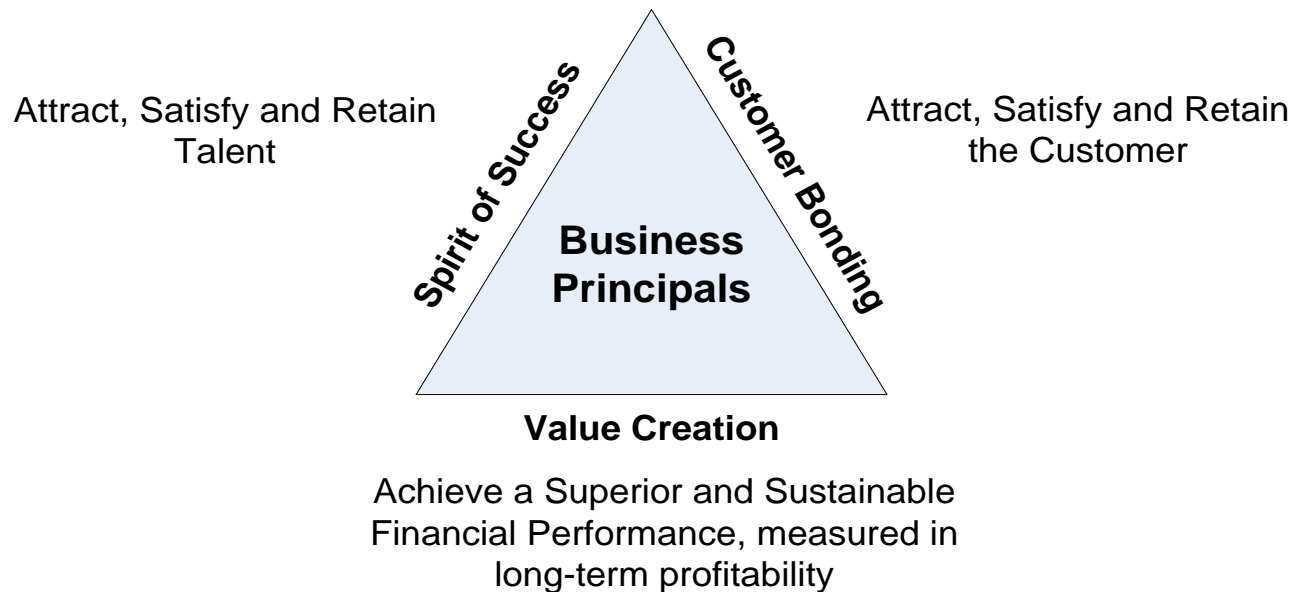
Business Consulting Solutions Catalog 2009

“...It is the crisis that arises the inventiveness, the discoveries and the major strategies...” (Albert Einstein)



Our Mission Statement

In *Business Consulting* we seek to contribute directly with Mexican Enterprise Groups and Businesses, making decisive improvements in their direction and results through forceful solutions that ensure the business success.





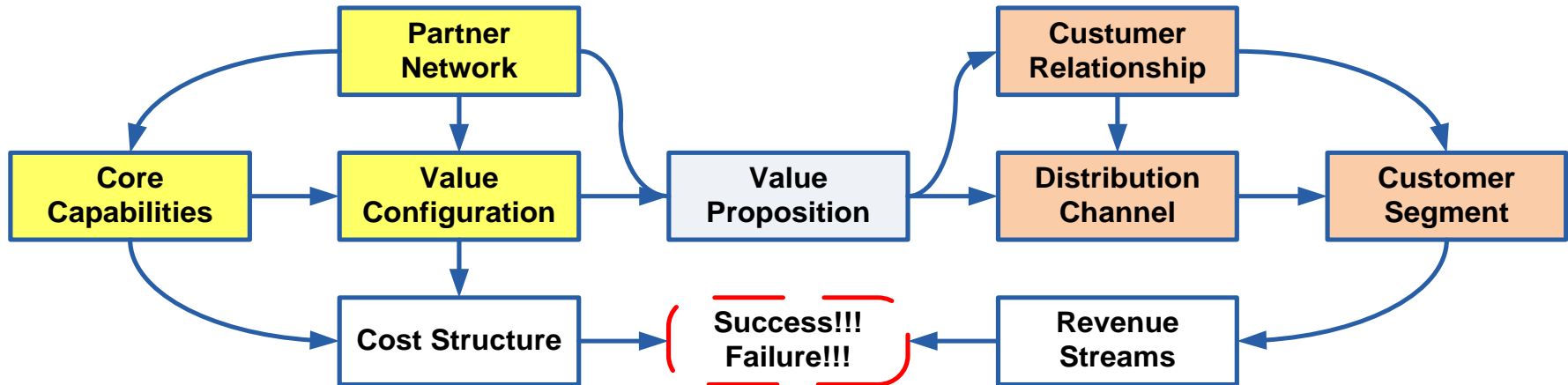
Strategy and Anti-Crisis Plan

In ***Business Consulting*** we work together with Business Owners, Leaders and Executives to ensure the survival of the business in times of crisis and strengthened in the medium term

Benefits and Deliverables:

- Analyze and Evaluate the Capability of the Company to face the Crisis (Strategy and Business Model)
- Form a Work Team Dedicated to the Crisis Management of the Business
 - Scenario Development and its Impact on Business
 - Evaluation and Prioritization of Initiatives
- Develop and Implement Actions to Mitigate Risks (Revenue Contingent Plan, Cash, Working Capital, Debts, Investments, Product Portfolio, Cost Structure)
- Develop and Implement Programs and Projects to Capitalize Opportunities

Business Model



A *Business Model* is a conceptual tool that contains a set of elements and their relationships and allows expressing the *Business Logic* of a specific firm.

It is a description of the *value* a company offers to one or several segments of customers and of the architecture of the firm and its network of partners for *creating, marketing, and delivering* this value and relationship capital, to generate profitable and sustainable revenue streams.

A Business Model (also called a Business Design) is the mechanism by which a business intends to generate revenue and profits

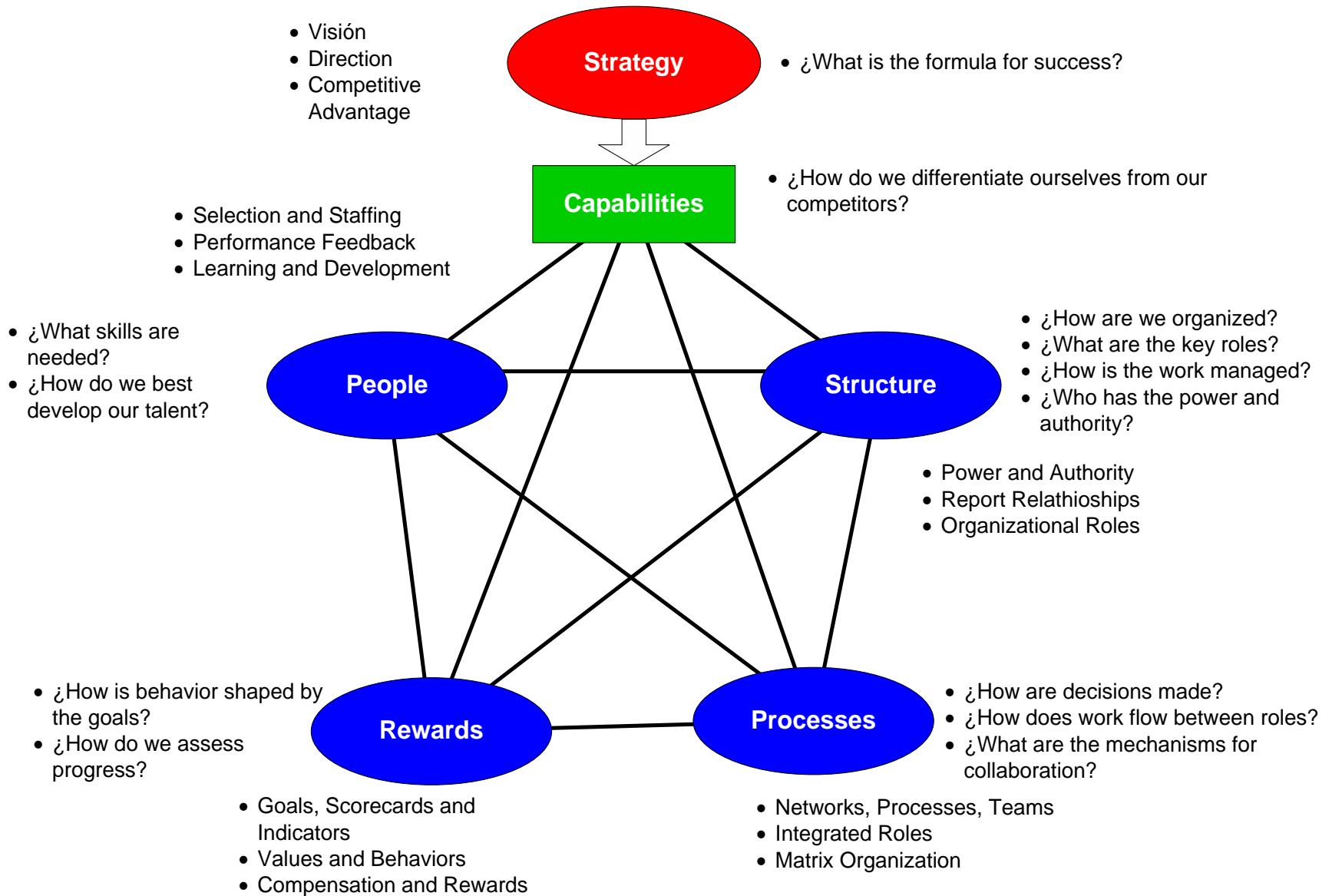
Organization Studies and Projects

In ***Business Consulting*** we work together with Leaders and Executives to build and develop organizational capabilities required to ensure the Successful Execution of the Strategy and Anti-Crisis Objectives

Benefits and Deliverables:

- Analyze and Evaluate the Effectiveness and Efficiency of the current Organization to support the Strategy and Anti-Crisis Objectives
- Develop and Implement Organization Projects to determine:
 - Type, Mix and Size of the Organizational Structure (Vertical Organization)
 - Processes, Lateral Capabilities and Networks (Horizontal Organization)
 - De-Layer, Downsizing and Eliminate Bureaucracy (Lean Organization)
- Develop and Deploy Solutions for the Work Overload at a Business Level or Area
 - Redefining Contributions, Roles, Decisions and Indicators
 - Optimization and Reorganization of Committees and Work Meetings
- Develop and Implement Reengineering Projects in Key Business Processes, ensuring Cost, Quality, Speed and Service

Organization Studies and Projects



Transformation Programs and Projects

In ***Business Consulting*** we work together with Leaders and Executives to make Transformations and Radical Changes to ensure the Successful Execution of the Strategy and Anti-Crisis Objectives

Benefits and Deliverables:

- Develop and implement Costs Projects, ensuring changes and radical reductions in the SG&A of the Business
- Build, Develop and Implement a Balanced Scorecard at a Business Level or in a Key Results Area
- Redesign and establish the process ‘Management by Objectives and Results’ in a time of crisis
- Establish and facilitate the process for Reinvention and Renewal of the Key Results Area (Marketing & Sales, Procurement, Human Resources, Operations, Finance and Administración)
- Coaching and Support for the Solution of Complex Problems and Transcendental Decision Making

Our Clients

- Grupo Alfa (NEMAK)
- Grupo Vitro (FAMA, CRISA, Enseres Domésticos, Envases, Corporativo)
- Grupo IMSA (ACUMEX, STABILIT)
- Grupo LAMOSA
- Grupo Chapa (7-Eleven, Casa Chapa, Servi-Despensa, Corporativo)
- Grupo Industrial Saltillo (CINSA, CIFUNSA, VITROMEX)
- Grupo Financiero PROBURSA
- Grupo HERMES (ARALMEX)
- Transportes Quintanilla
- Gobierno del Estado de Nuevo León
- Grupo GUSI
- Grupo QUIMMCO (CNH de México)
- FEMSA Insumos Estrategicos
- Comercial Encanto
- Integradoras

- ***Business Consultant:***

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