



# **Business Consulting Solutions Catalog 2011**

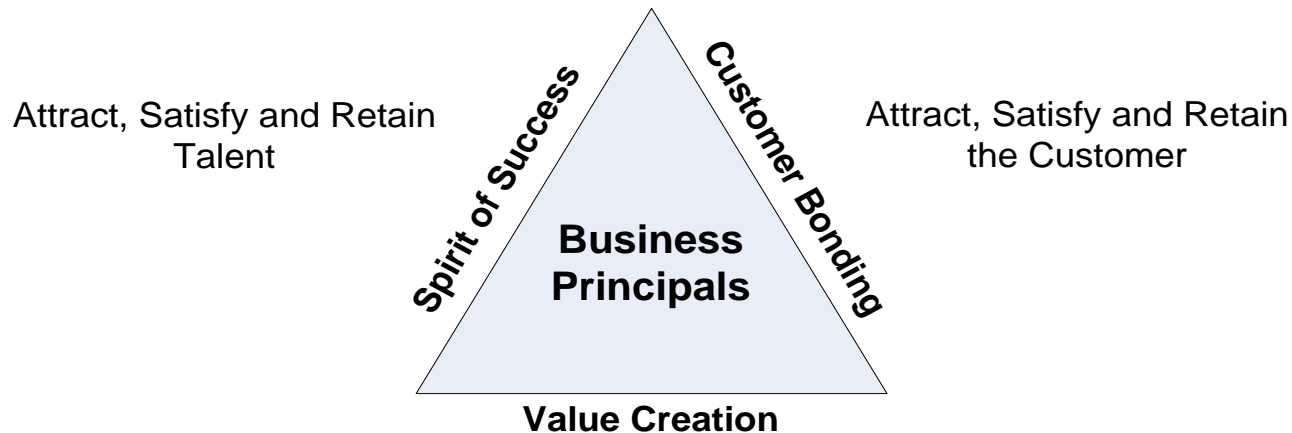
*"...It is the crisis that arises the inventiveness, the discoveries and the major strategies..."* (Albert Einstein)



José Antonio Venegas Q.

# 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 its success.



Corporate Policies and Practices that enhance the Competitiveness of a Company and simultaneously advancing Social and Economic Conditions in the Communities in which it operates

# Solutions Catalog 2011: Areas of Expertise



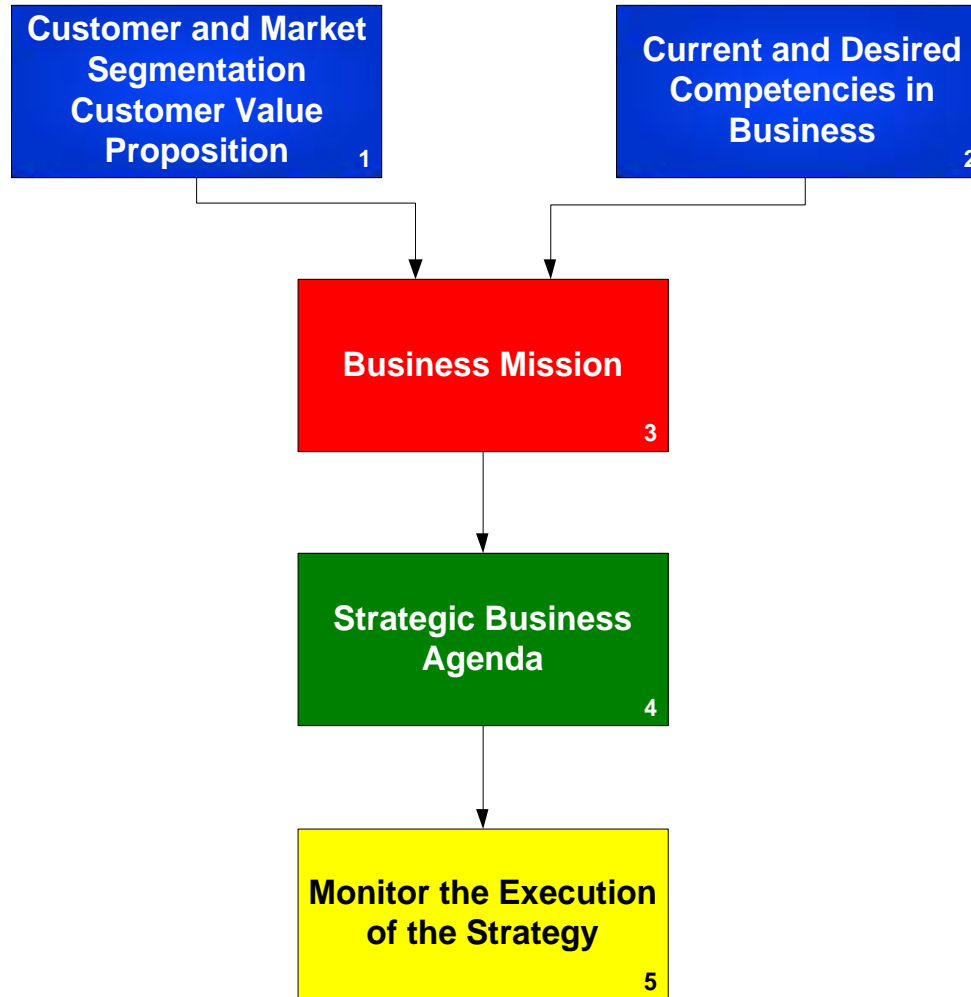
# Strategy and Business Plan

In ***Business Consulting*** we work together with Shareholders and Executives in search of consensus on the Direction and Course of the Business, ensuring Creating Shared Value Superior and Sustainable for short and long-term

## ***Benefits and Deliverables:***

- Integrating the Social Dimension of the Planning Model and/or Business Plan, connecting the Company with Society (*Economic Value Creation through Creating Shared Value*)
- Develop and Deploy the *Business Planning Process* based on the recommended Model:
  - ✓ Reconceiving Customer needs, Products and Markets
  - ✓ Redefining Productivity in the Value Chain
  - ✓ Enabling Local Cluster Development
- Deepen and Adapt the *Business Model* to crystallize New Opportunities for Growth and Renewal:
  - ✓ Adding a Social Dimension to Customer Value Proposition
  - ✓ Improve and/or Reinvent the Business Model
- Develop *Studies and Strategic Projects* (*Business Plan, Market Intelligence, Supplier Development, etc.*)

# Strategy and Business Plan: Creating Shared Value (Delta Model)



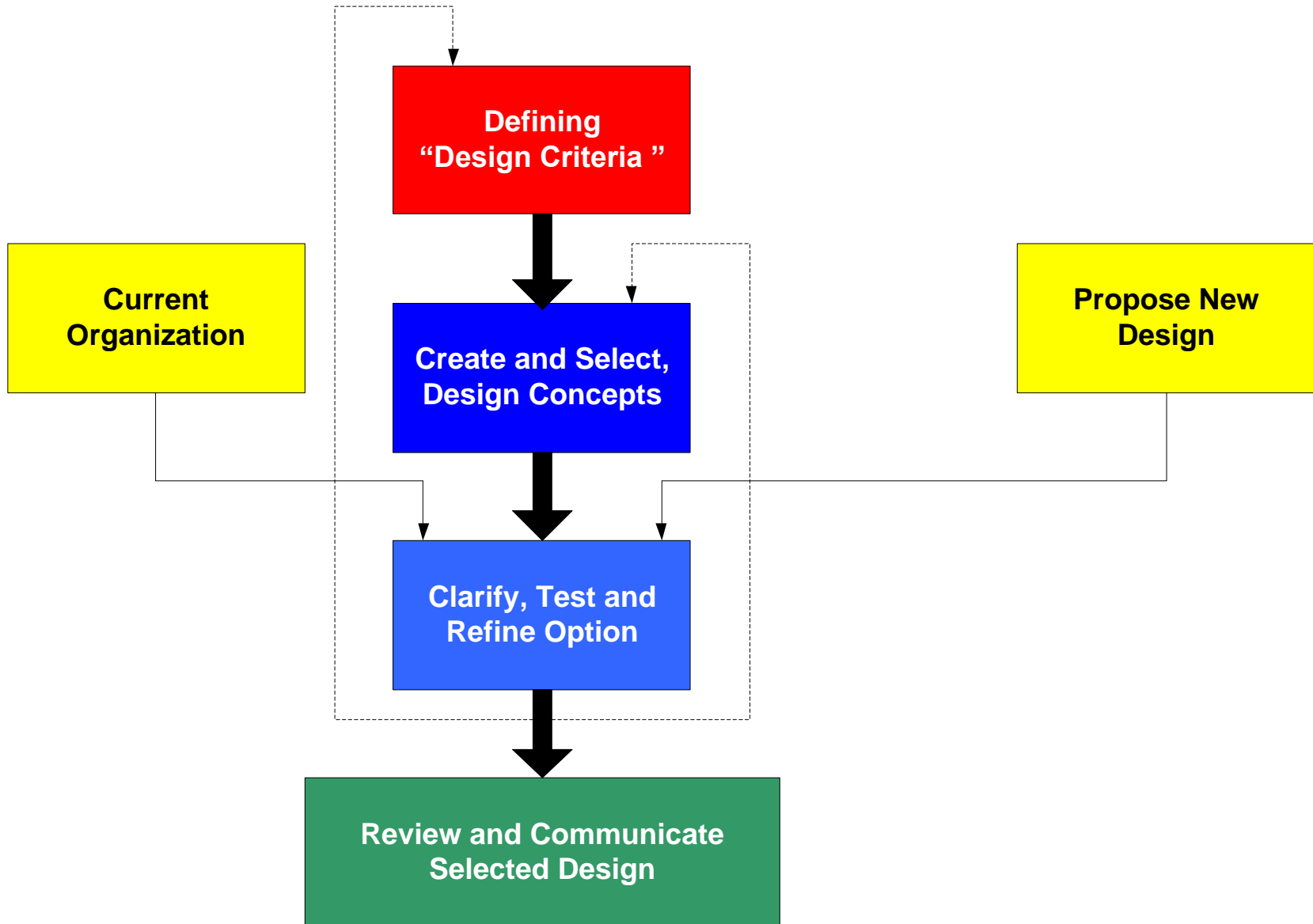
# Organization Studies and Projects

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 Business Objectives

## ***Benefits and Deliverables:***

- Evaluate and Analyze the *Effectiveness and Efficiency* of the current Organization to support the Strategy and Business 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)
- Linking *Authority and Responsibility* of the Organizational Units and Executive Positions with the Objectives and Key Business Process
  - Defining the Organizational Framework for Key Result Areas
  - Clarification and Definition of Contributions by Executive Position
  - Reorganize and Operate Boards, Committees and Work Meetings
  - Solutions to the Work Overload
- Develop and Implement *Reengineering Projects* to define and strengthen Key Business Processes, ensuring Cost, Quality, Speed and Service

# Analysis Process and Organizational Design



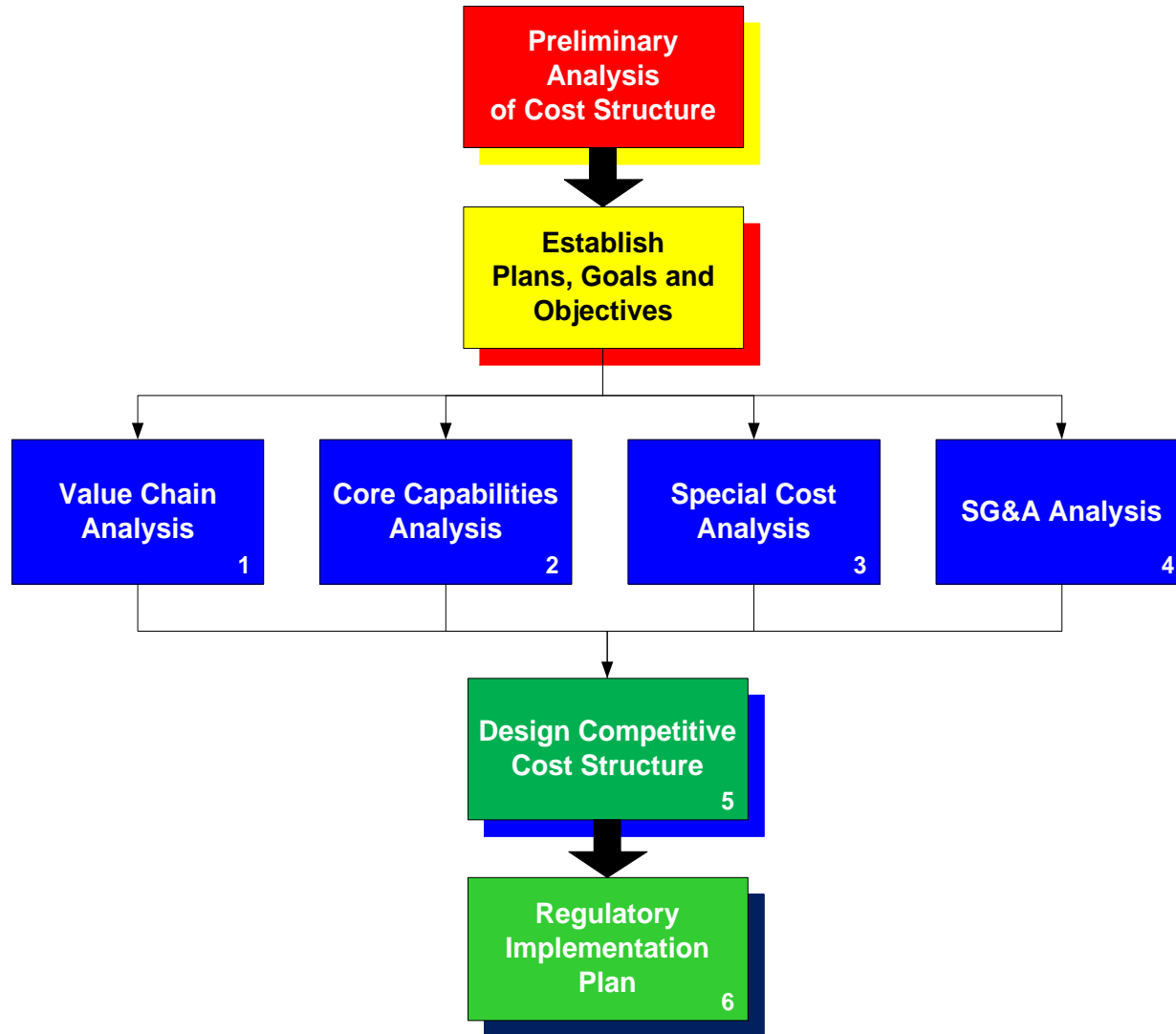
# Transformation Programs and Projects

In ***Business Consulting*** we work together with Leaders and Executives to perform Transformations and Radical Changes to strengthen and improve Business Practices

## ***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 Result Areas
- Redesign and establish the process '*Management by Objectives and Results*'
- Establish and facilitate the process for *Reinvention and Renewal* of Key Result Areas (Marketing & Sales, Procurement, Human Resources, Operations, Finance and Administration)
- Coaching and Support for Solving *Complex Problems and Transcendental Decision Making*

# Project: Structure of Competitive Costs and Expenses





## **Other Solutions**

# Renovation Projects

In ***Business Consulting*** we work together with Presidents, Directors, and Executives of Nonprofit Organizations to ensure the *Creation of Value* for Partners and Members

## ***Benefits and Deliverables:***

- Analyze and evaluate the Effectiveness and Efficiency of the Current Organization to support the *Needs and Expectations* of the Partners and Members
- Analyze and renew the *Services and Benefits Portafolio* to attract and retain Partners and Members
  - ✓ Competitive Coverage Ordinary Fees
  - ✓ Extraordinary Coverage Fees and Preferential Pricing
- Redefining *Planes and Infrastructure* necessary to ensure the Goals and Objective in the short and long term (Visión, Mission, Values, Initiatives, Projects and Performance Indicators)
- Establish a *Program of Total Quality Service* (Strategy, Training, Process, Organization) that supports the requirements of Members and Partners and Plans for short and long term

# Renovation Projects

In ***Business Consulting*** we work together with Mayors and Officials of Municipal Organizations to ensure *Value Creation for Citizens*

## ***Benefits and Deliverables:***

- Analyze and evaluate the Effectiveness and Efficiency of the current organization to support the *Needs and Expectations* of Citizens
- Analyze and renew the *Public Service Portfolio* to serve the Citizens:
  - ✓ Coverage with Municipal Taxes and Duties
  - ✓ Coverage with State and Federal Contributions
- Redefining *Plans and Infrastructure* necessary to ensure the Goals and Objectives for short and long term (Vision, Mission, Values, Initiatives, Projects and Performance Indicators)
- Establish a *Total Quality Program in Public Service* (Strategy, Training, Process, Organization) that supports the needs of the Citizens and Plans for short and long term.

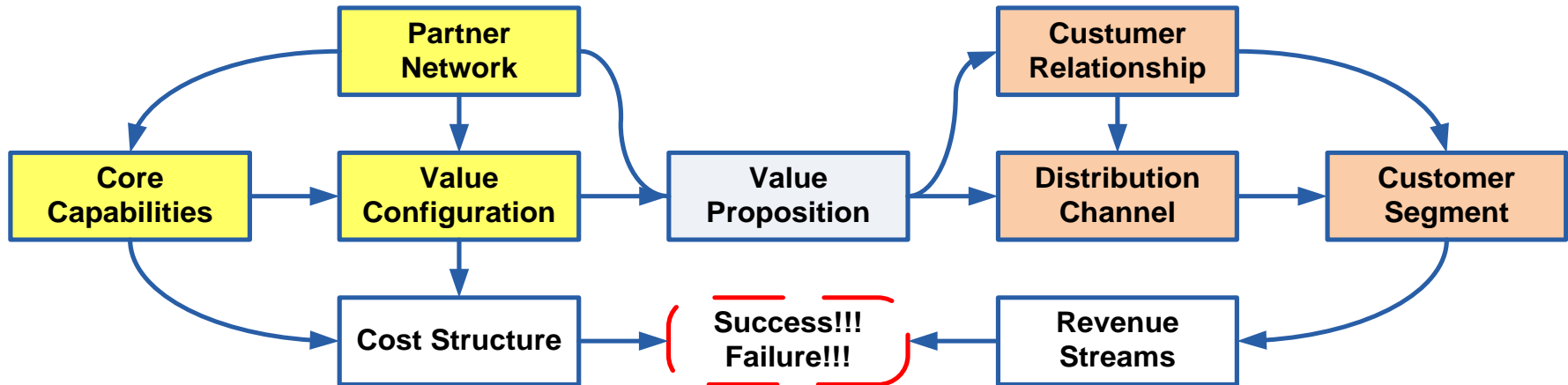
# Business Model Project

In ***Business Consulting*** we work together with Shareholders and Executives to deepen and adapt the Business Model of a Company ensuring the creation, delivery and capture of Value.

## ***Benefits and Deliverables:***

- Present a *Comprehensive Assessment* of the Business Model currently operating in the Company (Competitiveness and Productivity)
- Investigate and analyze the elements of the Business Model
  - ✓ *9 Basic Building Blocks*
  - ✓ *SWOT Analysis*
- Adapt and Modify the Business Model to crystallize New Opportunities for Growth and Renewal
- Generate and Present a Regulatory Implementation Plan for the *Selected Prototype* as Business Model for the Company
- Generate and Present a *Continuous Improvement* Plan to the Business Model to suit the Conditions and Environment Changes

# 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

# Our Clients

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nemak

Vitro

VITRO ENVASES

Crisa

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Stabilit  
EXPERTOS EN LAMINADOS PLÁSTICOS REFORZADOS

LAMOSA

Johnson Controls

GIS



GRUPO CHAPA  
Grupo Chapa, S.A. de C.V.

7  
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CHAPA  
DISTRIBUCION

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Confiable, como tú

CIFUNSA

VITROMEX

PROBURSA  
SOCIEDAD DE BOLSA

Grupo Transportes Quintanilla



NUEVO LEÓN  
GOBIERNO DEL ESTADO

GUSJ  
Carnes  
Naturalmente la Mejor

# Our Clients



Integradora de Agroinsumos  
del Noreste S.A. de C.V.

Integradora de Insumos  
del Noreste S.A. de C.V.



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