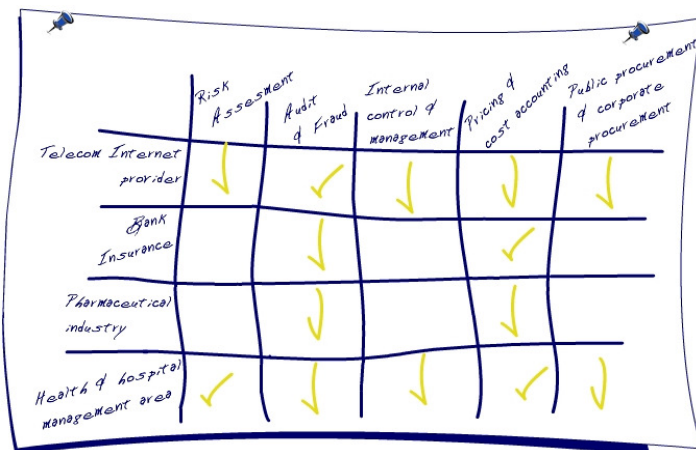


Challenge in the Private Sector

Sustainable firms are profitable and flexible firms. Nevertheless, flexibility has a cost (human, financial and organisational).

“Affordable flexibility” is a challenge as such. Based on our experience, we assume that it is possible to introduce **humanly, financially and organisationally acceptable flexibility** in order to be ready for any of the **foreseen and reasonable scenarios**.



	Risk Assessment	Audit of Fraud	Internal control of management	Pricing of cost accounting	Public procurement of corporate procurement
Telecom Internet provider	✓				
Bank		✓			
Insurance		✓		✓	
Pharmaceutical industry		✓		✓	
Health of hospital management area	✓	✓	✓	✓	✓



considers that anticipation of the scenarios coupled with risk assessment is the basis of reliable implementation of any strategy. Then come the market and environment surveys to identify the occurrence of the first signs announcing the necessity of change.

We have ticked in the matrix above our fields of excellence that correspond to the areas in which our consultants have already acquired proficiencies and credentials.

Our assistance may be helpful for anticipating and solving strategic and operational issues as well.

⇒ Strategic approach

- Introducing and disseminating Risk management
- Using Internal audit and internal control for efficiency improvement
- Introducing cost analysis and defining pricing
- Implementation of cost analysis and linkage of pricing with the market and costing
- Designing Strategy of procurement and investment plan
- Improving Public/Corporate Procurement for reduction of costs by creating “pools of competence” for gathering various parts of know-how involved in complex tender processes

⇒ Operational approach

- Follow-up of risk management
- Planning, carrying out internal audits and implementing recommendations
- Involvement of managers into internal control (under their responsibility)
- Purposefulness of the use of resources according to objectives
- Quality and adequacy of Procurement methods at operational level
- “Bidding engineering” when it comes to sales to public entities