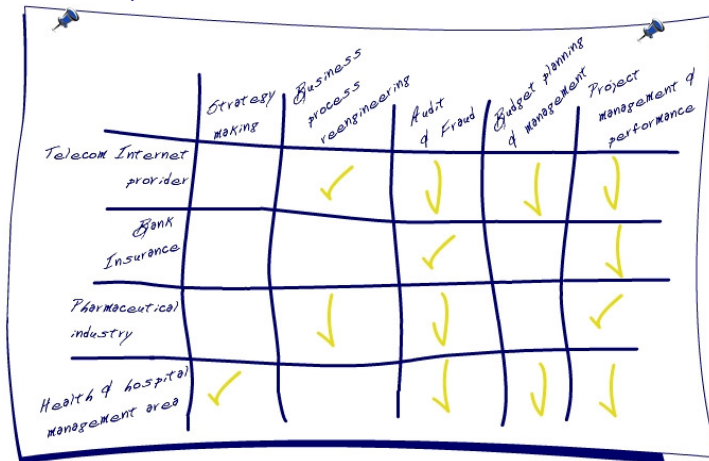


## Change in the Private Sector

The Private Sector – stemming from the public sector or not – is confronted with the need of tremendous changes because of acceleration of life cycles, turn over of technologies, reduction of margins, generalisation of mass markets, etc.



	Strategy making	Business process reengineering	Audit of Fraud	Budget planning of management	Project management of performance
Telecom Internet provider		✓	↓	↓	↓
Bank Insurance			✓		↓
Pharmaceutical industry		↓	↓		✓
Health & hospital management area	✓		↓	↓	↓

Management needs to be very reactive with no room for wrong choices. Business development has become the leading component of sustainability and profitability.

Our Partners have a long experience in the sectors mentioned in the presented matrix. They were also

involved in “privatisation processes” and in Process reengineering aimed at better preparing Public activities for competition in the open market.

At the moment, C2C® devotes its resources and competences in priority to its core business:

- ⇒ Strategy making in Health sector and Hospital management
  - Identification of objectives, stakes and risks, threats
  - Priority making, investments plans
  - Training and capacity building strategy
- ⇒ Business process reengineering
  - Mapping of processes (complementing single hierarchical vision)
  - Improvement of flexibility to new markets or new technologies
  - Allocation of resources to the processes
  - Cost accounting according to processes (Activity Based Costing)
- ⇒ Establishment or improvement of internal audit, internal control and Fraud seeking
  - New perspectives for internal audit (improvement of overall efficiency)
  - Interaction between audit and internal control (not only financial)
  - Effective fraud investigation where needed
- ⇒ Development of project management and linkage with budget
  - Project management methodology
  - Assessment of the objectives, needs and milestones
  - Strategic planning and strategic projects
  - Audit of project