



Pearls 
Consulting
Putting Values First

Pearls Consulting Presentation

2017

We deliver Excellence in Management & Transformation Projects

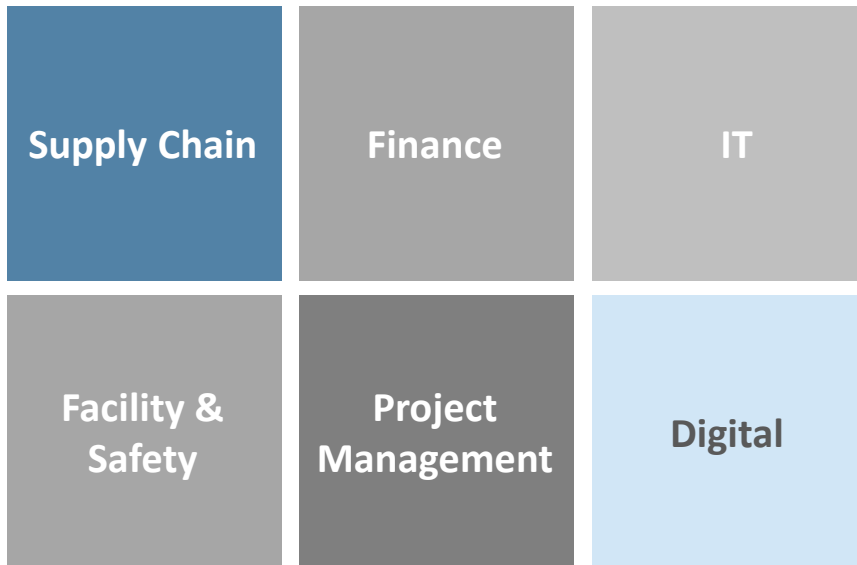
We are a **management consulting** firm specialized in organizational **transformation** and **operational excellence**.

Our consultants have a track record of **successful implementations** in Middle East, North Africa & Europe regions, and understand the **cultural context of Saudi Arabia**.

We deliver **sustainable results** through effective execution and change management, and we **deliver what we promise**.

We have strong capabilities to create value to our clients

We have strong expertise in functions transformation...



... and take into account industries specificities and regulations



We translate the business strategy into an operational reality, and we create practical and tangible results for our clients

Our team is composed of international experts (France, UK, Germany, USA) that adapt international best practices to the middle-eastern context

Our team is composed of Highly Qualified Managers, with international background and MENA knowledge...

- Most of our consultants have been educated at either one of the leading European business or engineering schools
- Our consultants understand the culture context and have a track record of successful implementations and successful change management approaches
- Key characteristics include:
 - Extensive experience with large international companies
 - A focus on results
 - The ability to work in multi-disciplinary, and multi-cultural teams
 - Intellectual curiosity, and an appreciation for the wider macro-economic environment
 - Functional depth in their chosen area
 - The ability to integrate analytical techniques, with effective change management
 - High aspirations for achievement, and a willingness to face-up to the 'major' issues
 - Pragmatism
 - Extensive experience of working on numerous client sites with in the Middle East

...completed by a network of international experts for punctual in-depth assistance

- Our experienced resources **work onsite** with client's top management and other key personnel to help **translate the business strategy into an operational reality**
- This includes:
 - Defining the operations strategy – addressing the 'major' issues in operations
 - Supporting projects (both large and small) and implementation
 - Building the capabilities needed to sustain and scale
- We do this by integrating four critical elements:
 - An in depth understanding of the competitive landscape, and underlying business strategy
 - Deep functional expertise in all aspects of operations
 - Intellectual rigour
 - ... and a hand's-on approach to implementation
- Resulting in **an ability to solve complex problems, and get the required changes implemented**
- It is this combination that we believe set's-us apart from our competitors

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Our consultants worked for several clients in the region, and in the world

- Clients Served by Pearls' Consultants (selected clients)



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Our differentiators



Usage of international best practices and standards

Most of our consultants have been educated at leading European business or engineering schools, worked in Europe, and have a track record of successful implementations and successful change management approaches



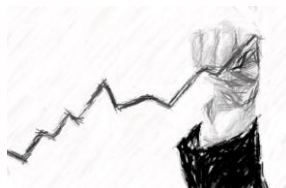
Middle Eastern culture understanding

All our consultant are Arabic speakers and are familiar with MENA region stakes and challenges



Deep expertise and consulting methodologies

Based on our deep knowledge of the client's core business, and consulting methodologies, our consultants develop powerful approaches to transforming people, processes and technologies



Result-driven and sustainable impact

We are the trusted and independent advisor of our clients, and we look for tangible and measurable value improvements to their business. We focus on sustainable results through effective execution, and we deliver what we promise



Collaborative approach

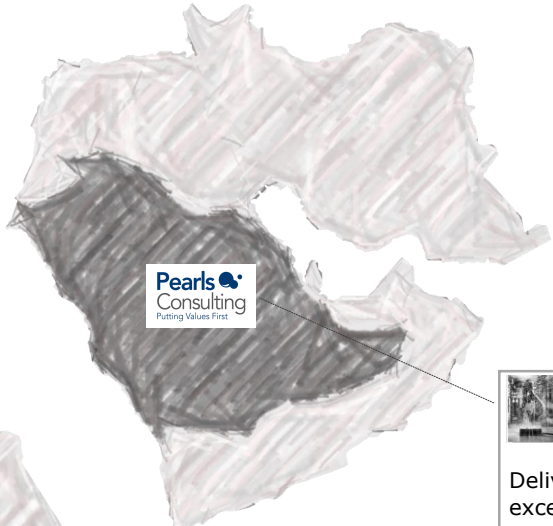
We tailor our approach and deliverables to our client's specific needs. We are flexible, collaborative and easy to work with

Our locations

Delivering
Operational Excellence
to support
Growth Agenda



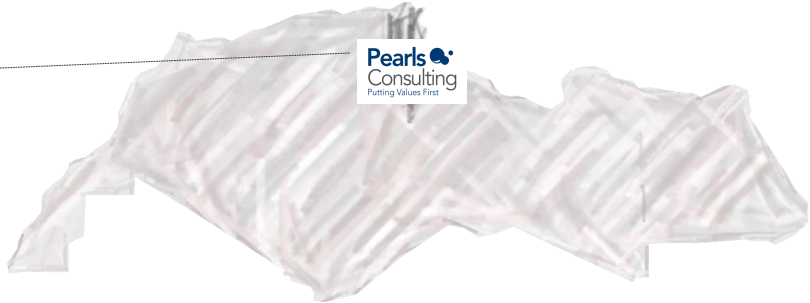
Achieving cost reductions
& supporting digital
transformations



Delivering operational
excellence & supporting
economy transformation
agenda



Building the
infrastructure and
capabilities needed to
support the region's
economy



Pearls Consulting is engaged in social development programs



We invest in human capital

- We develop future leaders
- We ensure know-how transfer



We develop non-profit organizations

- We support their management
- We develop strategic plans to achieve targets



We implement Sustainable Solutions

- We integrate the 3 pillars of sustainability in our projects:
 - Social
 - Environmental
 - Economical

Supply Chain Transformation at a glance

Examples of assignments

Vendor Relationship Management

- Design and development of prequalification criteria and processes
- Development of vendor performance criteria and processes
- Development of VRM business plan
- Development of IT transformation plan to implement best practices

Contracting

- Development of procurement policy
- Development of contracting strategy
- Definition and implementation of contracting KPIs
- Design, implementation and monitoring of procurement tracker

Strategic Procurement

- Development of strategic procurement methodology
- Development of portfolio analysis
- Development of full strategy pack for selected categories
- Development of a full study for House connection price index

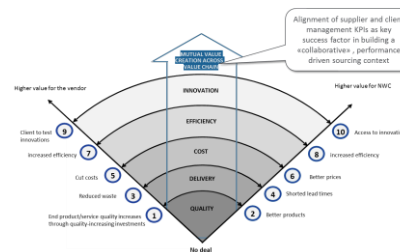
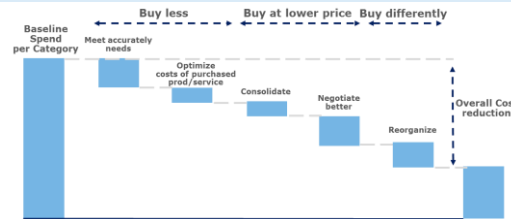
Materials Management

- Design and development of new materials processes
- Design and implementation of materials system
- Monitoring of cataloguing project
- Implementation of catalogue in system and link to finance and procurement

Our strengths

- Know-how of standards, processes, criteria and international best practices
- Usage of international methodologies, eg. SCOR model
- Deep knowledge of market systems (Oracle eBusiness suite, SAP, Ariba, etc.)
- Operational know-how of our consultants, and previous implementation lessons-learnt
- Worked for international companies, that implemented international standards in their supply chain.

Illustrations



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Facility and Safety Transformations at a glance

Examples of assignments

Fleet management

- Development of fleet strategies
- Implementation and monitoring of fleet strategies
- Development of SOW for tracking system

Building management

- Development of building strategy
- Design and development with IT teams facility e-processes
- Development of Building database

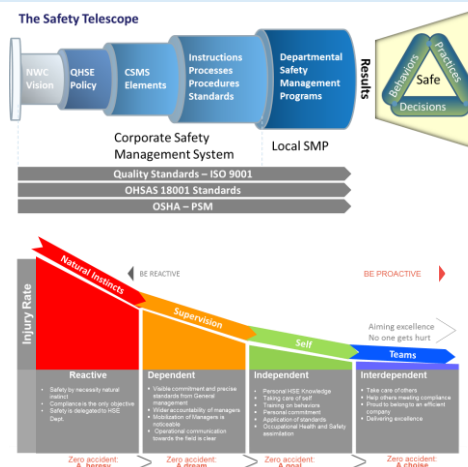
Safety

- Developed, implemented and monitored short and medium safety plans
- Developed Safety roadmap
- Developed Corporate Safety Management System

Our strengths

- Know-how of standards, processes, criteria and international best practices
- Knowledge of international standards: eg. OHSAS 18001
- Deep knowledge of market systems (e-process, tracking systems etc.)
- Operational know-how of our consultants, and previous implementation lessons-learnt
- Worked for international companies, that implemented international standards for their facilities, and their HSSE

Illustrations



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IT Transformation at a glance

Examples of assignments

IT Strategy

- Enterprise / IT strategy alignment
- Information system master plan
- IT infrastructure master plan
- Cloud strategy for an ERP program
- Analysis of digital impact on the company
- IT governance

IT Transformation

- Reorganization of IT Department
- IT processes analysis and transformation
- IT shared services setup
- ABC modeling (Activity-Based Costing)
- IT Cost reduction
- IT Service catalog definition
- Calls for tenders management
- IT Vendors panel analysis and optimization

Architecture and Specifications

- IT program follow-up
- Specifications preparation
- IT program organization
- IS architecture definition
- IT infrastructure architecture definition

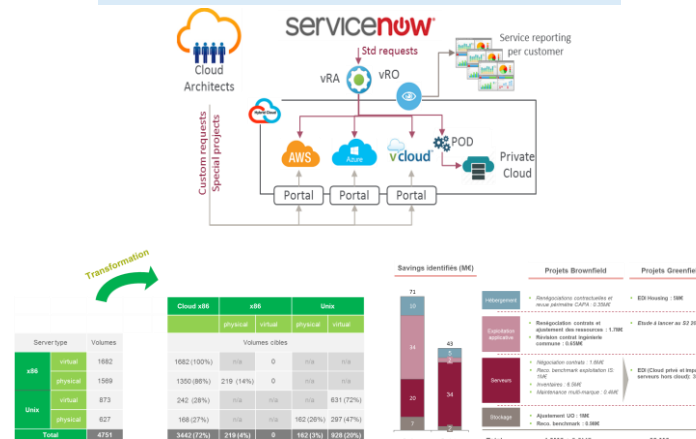
Risk management

- IT risks analysis
- IT security
- Identity management
- Audit

Our strengths

- Deep knowledge of international standards: ITIL, COBIT, eSCM, ISO27000, etc.
- Deep understanding of markets technologies, digital transformation challenges, and their impacts on IT system
- Deep knowledge of markets vendors, and their strategies (salesforce, sap, etc.)
- Operational know-how of our consultants, and previous implementation lessons-learnt
- Worked in international contexts, with solid project management methodology

Illustrations



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Project Management at a glance

Examples of assignments

PMO (Project management office)

- KPIs set up, SLAs set up, Reporting dashboards
- Prepare and animate steering committees
- Risk management and mitigation actions follow-up
- Prepare fact-based analysis in order to help the management take decisions

Projects Portfolio Management

- Develop value measurement frameworks
- Analysis of the projects portfolio: estimated benefits, risks planned costs and actual costs, etc.
- Prioritization scenarios based on projects added-value
- Communication with stakeholders

Project Management Audit

- Analysis of As Is project management practices
- Interview with project managers and stakeholders regarding project management perception
- Recommendations in order to improve project management

PM Tools Implementation

- Defined practices needed for project management (achievements follow-up, risks, financials, planning, etc.)
- Analysis of tools used across the organization (excel, Ms project, primavera, etc.)
- Implement corresponding tool for corresponding practice

Our strengths

- Usage of international methodologies, eg. Prince 2, PMI, etc.
- Deep knowledge of market systems (Oracle primavera, HP PPM, etc.)
- Project management tools (actions, scheduling, financial, risk, etc.)
- Operational know-how of our consultants, and previous implementation lessons-learnt
- Worked in international contexts, with solid project management methodologies

Illustrations



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Finance Transformation at a glance

Examples of assignments

VAT implementation

- VAT department organization
- VAT processes and tools implementation
- Audit of VAT calculation
- VAT trainings

Private-Public Partnership

- PPP strategy
- Creation of PPP entity within Finance Ministry
- Definition of suitable PPP models for projects
- PPP Organization setup
- PPP-able projects portfolio definition

Accounting Transformation

- Accounting department transformation
- Finance processes reengineering
- Finance system implementation

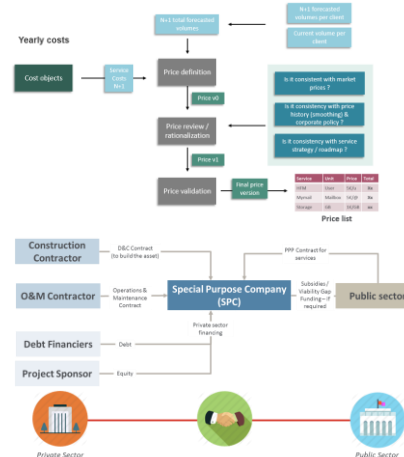
Risk and Compliance

- Implementation of the regulatory requirements: (Solvency II, IFRS, etc.)
- Audit of compliance of finance department

Our strengths

- Extensive knowledge of PPP practice. We have in our teams the best experts in the world of PPP strategy and implementation. Our experts helped Egyptian, Omani, Tunisian, Algerian governments and development banks in their PPP needs.
- Extensive knowledge of VAT organization and implementation. Our experts have assisted Ministers and Tax departments in the formulation of Tax laws and implementation.

Illustrations



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Digital Transformation at a glance

Examples of assignments

Digital strategy

- Digital impact on business
- Business model disruption
- E-commerce strategy
- Platform economy
- Identify technologies that can deliver value today and in the future
- Dematerialization

Digital marketing

- Digital marketing strategy
- E-commerce
- Online sales development
- Growth hacking
- E-reputation

Innovation

- Open innovation
- Ecosystem management
- Innovation stimulation
- Incubators creation

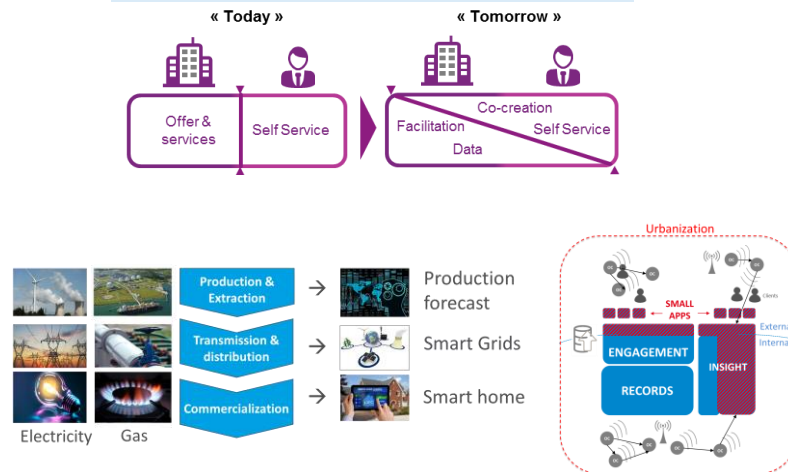
SMACT technologies

- Social media
- Mobility
- Analytics
- Cloud computing
- Internet of Things

Our strengths

- Deep knowledge of digital technologies, business models,
- Expertise of the impact of the digital on the business
- Consultants with operational background, who were involved in startups creations, and large companies digitalization
- Deep knowledge of markets vendors, and their strategies (salesforce, sap, etc.)
- Worked in international contexts, with solid project management methodology

Illustrations



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