



©Opaconsult proposes specifically its services to any **S.M.E.** 's managers, of which the company is operating in « **B to B** » markets, and more specifically in the **chemical** sectors, due the experience of its consultants.

The ©Opaconsult consultancy proposals are designed as a response to a remark widely spread and too often verified that the SME's manager(s):

- are lacking of time, engaged in managing their business on a daily basis,
- and often too, have to face to a lack of the human resources, either in number, or having the required expertise, given the limited staff resources the SME's have by definition.

The consequence of this lack of time and resources can thus lead to:

- the absence of specific plans to improve the profitability in the short and medium term,
- the absence of specific development and growth strategies, both internal and external.

Here, ©Opaconsult can help you by offering you 3 types of services:

1. consultancy missions leading to very **Practical Recommendations**,
2. tailored training sessions targeting specific staff,
3. providing temporary and additional human resources with the expertise which is looked for. (Interim Management)

©Opaconsult only proposed tailor-made offers.

For each of our interventions, we always keep in mind our philosophy of action, i.e.:

- a very practical approach,
- which takes into account the client's competitive environment and more specifically,
- the capacity of its staff to accept and to implement the recommendations proposed by ©Opaconsult and validated by the management.

Profitability improvement

1. Operational profitability analysis:

- analysis of product margins,
- analysis of the packaging with the respect of products offer,
- analysis of marketing costs,
- analysis of payment terms and late payments,
- cost analysis of the non-quality,
- analysis of inventory levels and their turnover rate,
- analysis of the sales forecasting process,
- analysis of purchases (economical quantities, prices and payment terms),
- analysis of the production cycle: time, resources request,
- analysis of production yields and raw materials losses,
- analysis of manufacturing processes,
- analysis support functions (scheduling, sales administration) costs and staff qualification,
- ...

2. Benchmarking:

- with the respect of the products offers, (extent of the products range, packaging, ...),
- with the respect of services bundled with the products offers,
- with the respect of sales conditions and payment terms,
- with the respect of the competitors buying power,
- ...

3. Cash management:

- process analysis of sales and purchases forecastings,
- analysis of the supervision process regarding the customer and the supplier payments,
- analysis of the cash management planning (proposal of simple models),
- staff training in cash forecasting and recovery of receivables,
- factoring contracts,
- ...

4. Advices to choose, to set up and/or to optimize an ERP for a finer control of the company:

- analysis of the situation and of the needs of the company,
- market analysis of ERP dedicated to SME's,
- assistance to the ERP configuration,
- staff training.

Growth strategies

1. Internal growth:

- maximizing the performance of sales teams, networks of agents and distributors,
- relaunch of existing product lines,
- developing new market segments with existing product lines,
- selection of R & D projects,
- launch of new products.

2. External growth:

- research and selection of distribution networks in France and abroad. Sales potential and profitability evaluation,
- research and evaluation (sales potential and profitability) of new products lines, new technologies and business assets to buy,
- research, strategic and financial analysis, of targeted companies with the objective to acquire them. (valuation, legal issues and foreseen integration issues)

For these operations, **©Opaconsult** may advise its client to find:

- dedicated lawyers,
- financing institutions,

in order to implement effectively and timely these operations.

Staff training

©Opaconsult may also offer special training dedicated to key personnel involved in the implementation of the recommendations proposed by **©Opaconsult** and approved by the management.

And more specifically, **©Opaconsult**, with the specific experience of its consultants, can propose training sessions concerning:

- the regulatory changes in the field of Chemicals,
- the mastering of the impact of **REACH** on the client's business,
- the mastering of the impact of new regulations on the labeling of Chemicals (**GHS** : Global Harmonized System),
- the use and/or the optimization of the information system (**ERP**).

Interim Management

At the end of the mission itself, **©Opaconsult** may also propose an « Interim Manager », an experienced executive who will be involved in the business for a limited period of time, under the authority of the company management.

He will implement the recommendations with one major objective in mind: to get the first effective results. 2/2

Consultancy Mission

Any mission of **©Opaconsult** is thus subject to a specific quotation which is joined to the detailed mission proposal. The price is **fixed**.

Our missions follow the main steps:

1. an initial meeting between the Managing Director of the company and the **©Opaconsult** consultant where the objectives will be set up and approved as well as a tentative agenda,

2. followed by the written **©Opaconsult** proposal,

3. signature of the contract of consulting services covering all elements of the mission after a possible adjustment of objectives, methodologies and schedules and the payment of 50% of the total amount of the service (with the issue of 1st invoice),

A Login and a Password are then given to the Managing Director in order to access to the Client Area of the **©Opaconsult** Web site where digital files (Excel ©, Word © Acrobat ©, ...) can be uploaded and downloaded to speed up the data transmission,

4. completion of the mission itself,

5. delivery of the final report and other deliverables, along with a 2nd invoice representing 40% of the total amount of the contract,

6. a meeting to present the conclusions and the recommendations will take place within ten days after the delivery of the final report. Delivery of the 3rd and last invoice representing the balance of the contract (10%).

Feel free to contact us or to visit our website where you will find more details.

Feel free to contact us. You'll not waste your time:

- you will receive an e-mail within 48 hours as an initial response,
- and if you request an appointment, either by telephone or a visit, you will receive in any case a call report which may contribute to your own thinking.

Opaconsult© e.u.r.l.
7, rue Francisque Sarcey
F-92000 Nanterre
(France)

tel. : +33 1 47 25 99 20
fax : +33 1 47 25 99 20
mobile : +33 6 20 86 60 05

contact@opaconsult.com
www.opaconsult.com