

Our experience for you.

| Segment | Initial Situation and Goals | Implementation |
|----------------|---|--|
| Infrastructure | A Swiss company is seeking a market entry strategy for a new business segment. | <ul style="list-style-type: none"> • Market analysis: Customer segments with needs, transparency of market potential, and identification of the addressable potential. • Development of a market entry strategy with a roadmap and targeted actions. |
| Construction | An international group is seeking growth opportunities in a defined business segment. | <ul style="list-style-type: none"> • Identification of vertical and horizontal growth options within the value chain. • Development and operationalization of a growth strategy focused on the multiplication of core competencies. |
| Infrastructure | EBIT issues of a company in project-based business are to be identified and resolved. | <ul style="list-style-type: none"> • Performance check-up across all functions with identification of relevant levers. • Definition of measures and active support during implementation, including progress monitoring. |
| Infrastructure | An airport aims to develop a new strategy, design the corresponding processes and organization, and implement them. | <ul style="list-style-type: none"> • Development of the new strategy with the Board of Directors (BoD) and Executive Board (EB). • Analysis and design adjustments of processes – creation of a process landscape. • Design and implementation of the new organization. |