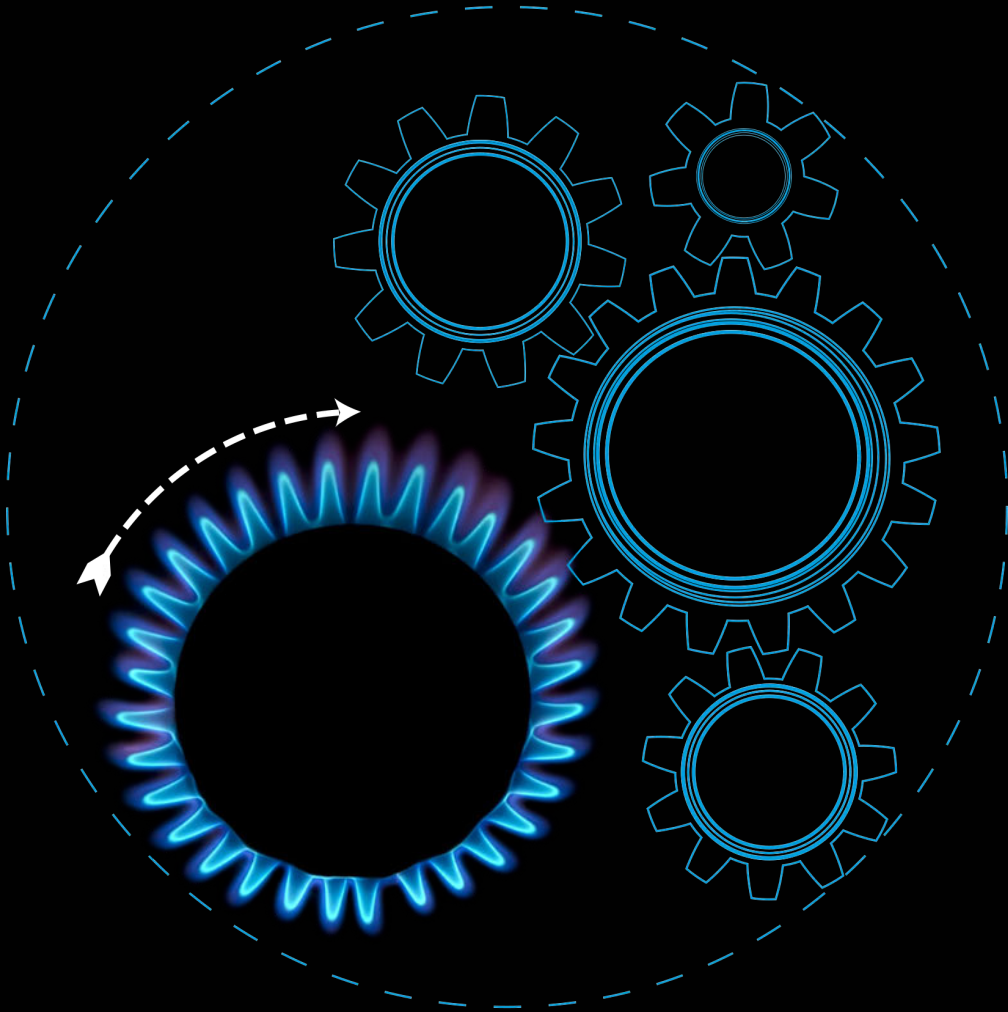


**Deloitte.**

Private



**Value for business**

Working effectively  
and efficiently

The current market environment is dominated by competition, the drive for innovation and digital transformation, new competitors, new sectors, greater customer and social awareness. Companies are called upon to analyse their production and organisational models to ensure they continue to generate value and profitability in the long-term and in a fast changing environment. This is the challenge faced by entrepreneurs. It calls for an integrated response that embraces their different operational contexts. To meet this challenge, entrepreneurs need up-to-date information to compare to benchmark models, new professional expertise for speedy responses, information material that meets the expectations of their target audience, and not least to optimise production, commercial and human resources in order to remain competitive.

## **Deloitte Private**

Deloitte develops collaborative projects based on the needs of its clients, creating bespoke solutions appropriate to clients's size and objectives.

By first listening to its customers' needs, Deloitte supports entrepreneurs and aims to position itself as a Trusted Business Advisor, providing tailored multi-disciplinary solutions for:

- Family businesses and entrepreneurs
- Family offices and private investors
- Public and private SMEs
- Private equity firms, in their approach to SMEs
- Micro-enterprises.

## **Corporate needs**

The principal needs of companies wanting to remain competitive in the market, adopting effective and efficient systems and processes, are:

### **Streamlining operational processes**

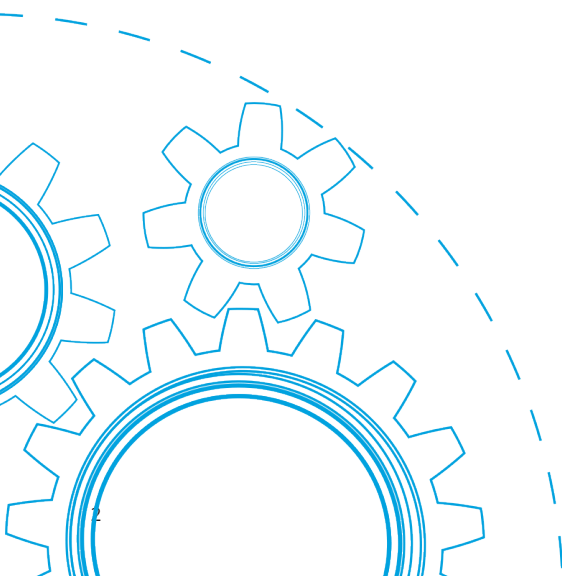
- Optimising cost structure and working capital
- Rationalising operations and control systems
- Defining adequate planning and scheduling models for energy management as well as production, administrative and logistical processes
- Improving and developing new B2B and B2C relationship models with their customers using digital processes and technologies
- Developing technological and digital solutions to support operations in an Industry 4.0 context.

### **Performance and measurement criteria**

- Adopting appropriate management control systems for effective planning and operational control processes (analytical accounting and budgeting)
- Implementing precise and prompt financial and operational reporting systems
- Using appropriate physical and digital indicators to measure economic, financial, commercial, marketing and customer service performance, with metrics customised to the business.

### **Stakeholders**

- Establishing and maintaining solid and mature relationships with all financial partners, with effective communication of performance and company strengths
- Preparing talent attraction and staff retention strategies to support growth
- Maintaining systematic and positive relationships with customers, suppliers and partner companies, and carrying out satisfaction surveys.



## The Deloitte approach

Deloitte is a leading professional services provider, offering a wide range of services. Combining a tradition of quality with innovative methods and technologies, Deloitte is the ideal partner to provide assistance in identifying value added solutions through various services:

- **Defining effective strategies** that support companies to face the complex challenges of a competitive environment through an innovative and concrete approach tailored to specific needs
- **Defining pathways focussed on product and process innovation**, including open innovation
- **Defining a company's development plan and go-to-market model** by analysing the competitive environment, optimising working capital costs, operational efficiency and monitoring operating and financial performance
- **Identifying appropriate financing arrangements for investment in efficiency improvements** and fiscal support to obtain them
- **Developing control models** to monitor and manage economic and financial information, both current and prospective
- **Support for the adoption of an entity data management solution** that enables advanced analysis (Analytics) and monitoring of processes (Reporting/Dashboarding), facilitating optimisation of the business in terms of effectiveness and efficiency
- **Supporting the Finance team in optimising efficiency in business processes**, e.g. supporting investment analysis and the preparation of financial plans aimed at illustrating the sustainability of investments, and supporting operational and management activities
- **Analysing production and procurement processes** to identify possible areas for improvement by optimising the cost structure and the processes themselves
- **Assisting the digital transformation of company operations** for greater competitive advantage, integrating innovation in operational and production processes (Industry 4.0) across the entire value chain (marketing, sales, after-sales services, personnel management, IT...)
- **Implementing Enterprise Resource Planning systems** to simplify and improve efficiency in all business processes (financial, supply chain, production), and to increase organisational efficiency by optimising investment in hardware and software licenses
- **Analysing current practices in the advancement and management of human capital deployed by the company** in order to define a strategic growth plan, identify critical issues and identify areas needing intervention so as to improve efficiency
- **Supporting the implementation of corporate governance, policy and internal procedure systems** in line with current needs and with company growth
- **Implementing risk management systems** consistent with the company's growth and compatible with its organisational structure
- **Supporting the adaptation of tax strategies** to new operational requirements and to continuous regulatory changes in order to minimise the risk of non-compliance and penalties
- **Supporting the optimisation of available hardware and software resources** and identifying possible **Hybrid Cloud solutions** to achieve greater flexibility of applications based on the varied use of resources, on related costs and potential identified risks.

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## Contacts

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