

foRetail – Mission

foRetail structures the (international) business and aligns corporate activities



*FROM LOCAL
TO INTERNATIONAL*

foRetail gives clients focus and structure to make use of their internal resources



*FROM COMPLEX
TO STRUCTURED*

foRetail defines strategy around the consumer/market to assure the development of a relevant and differentiated profile (customer centricity)



*FROM PUSH
TO PULL*

foRetail provides a modular, integrated, harmonized, pragmatic one-stop strategic planning approach



*FROM MISSION
TO MEASURE*

Expert advice increases speed and quality

foRetail helps to structure the (international) business and to align corporate activities

	Issue / Challenge	Outcome	Benefits
SERVICE OFFERING	Active portfolio management	<ul style="list-style-type: none"> ▪ Transparency in the strategic potential of the portfolio ▪ Quality improvement of the capital allocation process ▪ Platform for strategic discussion and decision-making 	<ul style="list-style-type: none"> ☑ Blueprint for relevant and differentiated profile ☑ Speed up internationalization <ul style="list-style-type: none"> ✓ Assure consistent business model ✓ Assure local flexibility ☑ Change organization from push to pull ☑ Close gaps between planning and real life (assure implementation) ☑ Enable active portfolio management
	Strong international / diversified footprint	<ul style="list-style-type: none"> ▪ Scalable business blueprint (Key success factors, USP) as basis for clear and differentiated profile / positioning ▪ Structured overview of client's international business 	
	Fast growth → consolidation need	<ul style="list-style-type: none"> ▪ Focus on blue print allows local flexibility/responsibility ▪ "Regaining grip" and speed on business 	
	Customer centricity	<ul style="list-style-type: none"> ▪ Customer know how, based on integrated market research ▪ Aligned organization, based on common understanding ▪ Consistent roadmap and blueprint for profile building 	
	Ownership / management change (M&A, IPO, successor,...)	<ul style="list-style-type: none"> ▪ Structured induction of new management ▪ Consistent story for internal and external communication ▪ Consistent and precise description of drivers and potentials 	
	Re-structuring / Turn around management	<ul style="list-style-type: none"> ▪ Focused targets with clear road map / action plan ▪ Common understanding and align people / management ▪ Commitment and confidence of employees 	
USP	<ul style="list-style-type: none"> ▪ Senior industry experts from multi-national retailers guarantee high level experience and input, necessary for the customer understanding and professional judgment ▪ One-stop strategic planning process and consequent integration of available client's customer/business know how, does guarantee personalized, cost effective and fast determination of company blueprint, suitable to structure the local and international business. ▪ Modular approach assures cost control. 		