

*Bridging People, Companies and Geographies...
With Insight, Perspective and Knowledge*

Some of the services we offer:

Strategy & Business Development

- ✓ Strategy Definition and Audits
- ✓ Business Plans
- ✓ Business Model Analysis
- ✓ Competitive Market Analysis
- ✓ International Expansion and Representation

Execution & Delivery

- ✓ Project Management
- ✓ Change Management
- ✓ Communications

Processes

- ✓ Process Mapping
- ✓ Process Engineering
- ✓ Supply Chain Alignment
- ✓ Outsourcing Support
- ✓ Quality Audits & Review

Systems Dynamics

- ✓ Analysis and Mapping
- ✓ Simulation
- ✓ Systems Thinking

Leadership Development

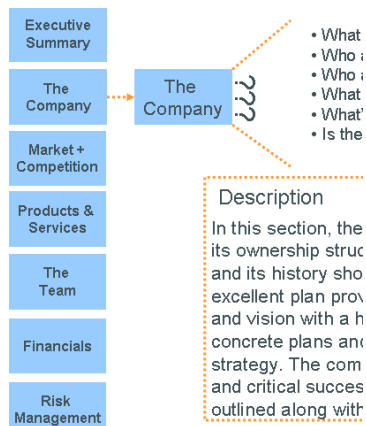
- ✓ Events
- ✓ Seminars and Workshops
- ✓ Coaching
- ✓ Skills Training

Strategy and Business Development

Strategy is about differentiation and uniqueness. It is about creating a unique value proposition and making tradeoffs on a regular basis between what should be done and what should be avoided.

Strategy answers the question on how can you deliver consistently a unique value to meet an important set of needs for a specific set of customers.

Our team helps you through the process from defining and refining your strategy all the way through to execution. Given our global viewpoint and the different perspectives we have, our team would work with you and your team to look at strategy through several different lenses, tools and techniques.

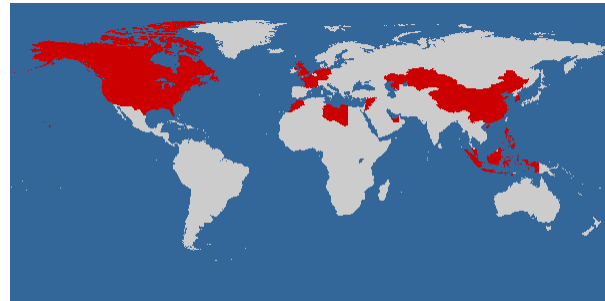


We support you in all aspects of developing a **Business Plan** for investors and other audiences. This could include the definition of new **Business Models**. We could complement your team by performing **Market Studies** and **Competitive Analysis**. Given our independence and belief structure, we provide you with unbiased and objective advice.

At Taramaki, we believe that delivering on your plan through proper execution is a pre-requisite for your success. As such, we provide actionable solutions and we are willing to support your team in the execution phase. We would develop jointly plans for **Project Management, Change Management and Communications**. If required, we could assist with **Temporary**

Resources.

When it comes to your **International Expansion**, Our staff's contacts and cultural negotiation skills are put at your disposal to create a **Market Penetration Plan**. Taramaki could additionally partner with you by representing you and setting up meetings with key decision makers in specific countries in Europe (*England, France, the Netherlands, Germany and Cyprus*), the Middle-East (*U.A.E., the Levant countries, Libya and Morocco*) and South Eastern Asia (*Indonesia, Malaysia, the Philippines, Singapore, Japan and China*)



Sectors: Telecommunications, Information Technology, Manufacturing, Pharmaceutical, Logistics, financial and Services

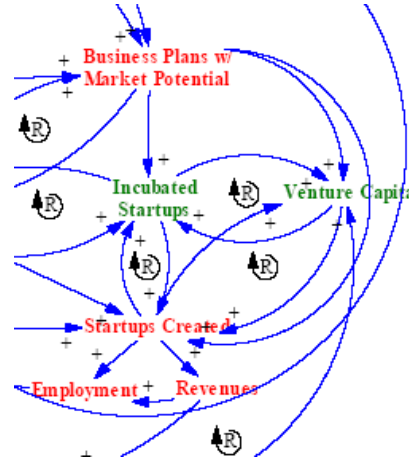
System Dynamics Analysis and Mapping

When introducing new products, services, structures or policies; different interactions within the system tend to happen. **System Dynamics** is an approach to understanding the behavior of complex systems over time, such as one finds in business, government and other social systems. System dynamics thus allows managers, strategists and policy makers to predict the

outcomes of a system in order to affect that system. System dynamics is used in a wide range of areas, such as economic, population, and ecological systems.

The process of utilizing system dynamics is characterized by:

- Searching for useful solutions to real problems by using the predictive power of system dynamics models.
- Using computer simulation models to understand and improve such systems.
- Basing the simulation models on mental models, qualitative knowledge and numerical information.
- Using methods and insights from feedback control engineering and other scientific disciplines to assess and improve the quality of models.
- Seeking improved ways to translate scientific results into actual implementation.

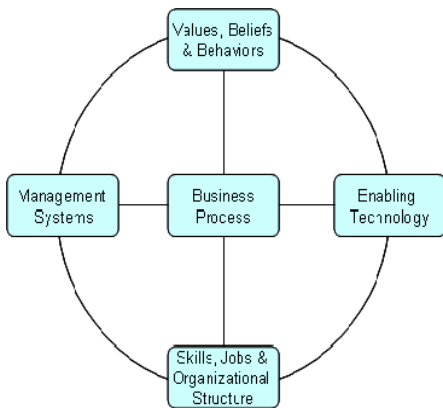


Taramaki supports your team in defining and studying the whole system, the interactions and the different feedback loops in it. This would allow you to select the optimal set of actions that would lead to the best results.

Process Mapping and Process Engineering

At the core of every company are its processes – workflows that are recurrent and which cross organizational boundaries and require coordination in order to achieve a defined business outcome.

Processes do not live in isolation. There are many interrelated elements (see the business circle) that interact together and that need to be analyzed and changed in parallel along with the process design and engineering work to meet the improvement targets in areas such as cost, quality, service and speed.



Using proven methodologies and tools, our team will work with yours in the different phases of a process engineering project from **project initiation** to **process understanding** followed by the **new process design** and finally through the **business transition** phase.

We start by linking your strategy to the process in question in order to establish its salience, value-add and how it ties into your identity. We then work to establish

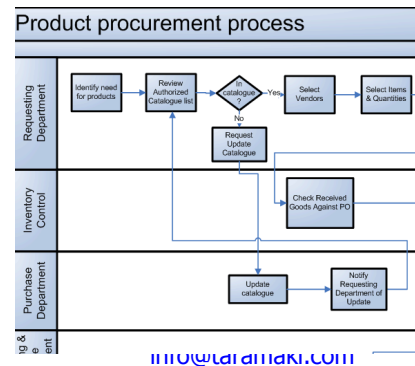
the baseline metrics for the process, to determine the scope of the redesign and do the **AS-IS Model**.

We work with the team of all stakeholders in the process to do the **workflow** based on proven **Quality** principles.

In the next phase, we create the new process design (**Future View**), benchmark for transition and pilot the Implementation Plan. If required, we work with Business Process Outsourcers (BPOs). Finally, we assist with an across the board implementation of the new process.

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We also offer **Supply Chain Alignment** services related to Manufacturing.

Leadership Development

At Taramaki, one of our core beliefs is that individuals, teams, organizations and institutions need to work continuously on honing their leadership skills and developing their skills to unleash their full potential of excellence. As such, leadership development is a cornerstone of our approach.

We live in a world of constant change. Competition is now global and the demands on people are always increasing. As a consequence, building leadership capacity is a must in order to meet the challenges.

Taramaki offers **Leadership Events, Seminars** and **Workshops** and **Coaching** depending on your requirements and budget.

Our **leadership events** are given in person or, depending on need, broadcast via satellite (or web) and represent the best in leadership and management thinking from the best gurus in the world. An example included speakers include *Jack & Suzy Welch, Clayton Christensen, Pat Mitchell, and Patrick Lencioni*. These broadcasts are used by many clients to enhance their internal training and leadership development programs. These programs are also available on playback DVD which gives you *convenience, control* and *cost management*.



Customized Seminars and **Workshops** on Leadership and other current management Issues are available on request. Examples include Organizational Development, Business Development, Process Engineering, Strategy, Entrepreneurship, System Dynamics, Innovation... All workshops have preparation material and exercises for participants and we could set-up **coaching** sessions after the workshop to assist the participants in internalizing the learnings and applying it to real challenges in your organization.

Our Guarantee

We pride ourselves on adhering to the highest standards of ethics and professional management.

Your satisfaction is guaranteed with the work we perform. This is our promise to you, regardless of the project size.

You will get the results we promise you. We measure our performance by the results you achieve. If, despite following our advice and despite all the work we've done for you, you don't get the results we promised you, we'll either keep working at no additional cost, until you do; or we'll refund your money.