

APPLICATION OF SBS CONSULTING RUSSIAN EXPERIENCE IN THE IMPLEMENTATION OF INTERNATIONAL PROJECTS

About us

- **SBS* Consulting** operates for more than **15 years** in the Russian market
- The Company is currently among **the leaders of the Russian market of strategic consulting**
- Our client portfolio **consists of over 500 projects** for the largest companies and executive authorities at the federal and regional levels
- We are proud that **more than 80% of customers** continue to collaborate with us after the first project
- Our company employs professional partners and consultants, many of whom have previously had experience in the largest **international consulting and industry corporations**
- SBS Consulting is the founder of the **National Consulting Alliance (NCA)****, which includes leading Russian consulting companies in management, legal and financial consulting. We are able to offer clients a comprehensive service by combining the resources and competencies of NCA members while retaining key expertise and specialization

* - Strategy and Business Solutions

** - [National Consulting Alliance – Максимальная синергия для партнеров и клиентов](#)

Our services

Strategies development

- Development of industry strategies and government programs
- Development of corporate strategies and strategies of enterprises/business units
- Development of territorial development concepts



Management systems development

- Development of holding structure
- Development of organizational structure
- Development of a system of goals and KPIs
- Description of business processes
- Development of functional business plans



Operational efficiency improvement and support in changes

- Development of programs for operational efficiency improvement (procurement, production, logistics, personnel optimization)
- Support in changes by developing and launching new projects in the format of a project office and a joint team with the client
- Implementation of lean technologies at production and construction sites



Special offers

- Diagnostics of the organization's manageability
- ESG strategy development
- Support of construction management processes
- Organization and holding of strategic sessions
- RnD and technological engineering
- Development of business plan and support in attracting financing (for Russian market)



Our clients

1 Machinery



2 Mining and processing



3 Communal Services and Ecology



4 FMCG & Agro



5 Construction / Real Estate



6 Public Sector and Development Institutions



Our Leaders



Vladimir Samokhvalov

Managing Partner

Specialization: development of management systems, public administration, development of industry strategies

Consulting experience: more than 20 years



Oleg Sutyryn

Partner

Specialization: development of industry and business strategies, development of management systems, improvement of operational efficiency, mechanical engineering

Experience in consulting: more than 15 years



Ilya Zashlyapin

Partner

Specialization: regional planning, development of energy and municipal infrastructure, ecology, attraction of financing

Experience in consulting: more than 15 years



Sergey Samokhvalov

Partner

Specialization: development of business strategies and management systems, support of organizational transformations, optimization of business processes, retail, construction

Experience in consulting: more than 15 years



Sergey Safonov

Partner

Specialization: development of strategies, digital transformation programs, operational efficiency improvement, corporate and organizational development, financial sector, development institutions

Experience in consulting: more than 15 years



Alexey Kalinin

Director

Specialization: public administration, macroeconomic analysis and forecasting, development of economic policy

Опыт Experience in consulting: more than 12 years



Evgeny Ivkin

Associate Partner

Specialization: assessment of credit and investment risks of corporate borrowers, crisis management

Experience in consulting: more than 15 years



Artem Kuznetsov

Associate Partner

Specialization: development of business strategies and management systems, conducting strategic sessions

Experience in consulting: more than 15 years



Fedor Voronin

Associate Partner

Specialization: development of business strategies and management systems, support of organizational and operational transformations, retail, insurance

Experience in project management: more than 15 years



Alexander Fomin

Associate Partner

Specialization: development of concepts for the development of territories, development, management of construction projects

Experience in project management: more than 15 years

Prospective international projects based on SBS Consulting Russian experience

1. Strategy development for industries and territories
2. Implementation of a client-centric approach in public administration
3. Development of a program for energy and housing development
4. Improving the efficiency of mining and processing enterprises
5. Development of strategy, management system and support for implementation of changes for retail chains
6. Project office formation and support in construction project management
7. Development of retail banking and insurance strategy

Description of the proposed projects (1/7)

Project

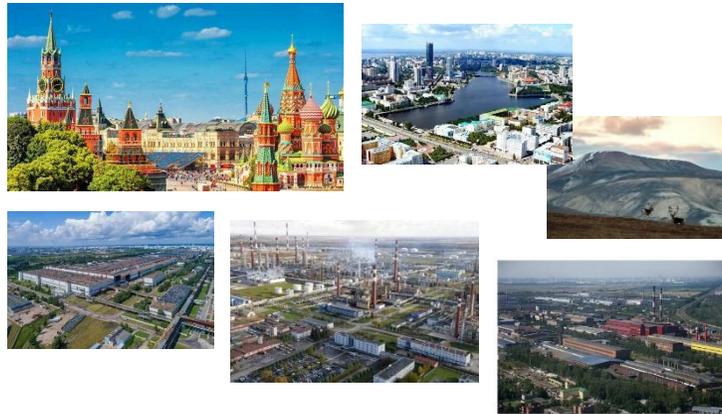
1

Strategy development for industries and territories

Background

Russia has accumulated a good methodological base for the development of strategies for the development of territories and the systematization of public administration.

This experience can be transferred within the framework of consulting projects for state and municipal authorities.



Experience of the SBS Consulting team



- Strategies and programs for the development of a number of industries for the long term have been developed, including:
 - Robotics, Additive and Digital Technologies Development Program
 - Strategy for the development of the machine tool industry
 - Strategy of development of the metallurgical industry of Russia
 - Heavy and Power engineering Development Strategy



- Regional development strategies and programs have been developed

Description of the proposed projects (2/7)

Project

2

Implementation of a client-centric approach in public administration

Background

Russia is one of the world leaders in the level of digital development of public services and services of executive authorities:

 <https://www.gosuslugi.ru/>;



www.mos.ru;



**МОИ
ДОКУМЕНТЫ**
государственные
и муниципальные услуги

<https://md.mos.ru/>;



<https://www.nalog.gov.ru/rn7>

[7/](#).

As part of the projects, we offer the development and implementation of standards of client-centricity, KPIs of civil servants, as well as a strategy for digitalization of public services and services based on Russian experience.

Experience of the SBS Consulting team



- The standards "State for Business" and "State for Citizens" have been developed to implement a client-centric approach in public administration« (for The Analytical Center for the Government of the Russian Federation)
- A methodology has been developed and an assessment of the level of compliance with the principles and standards of client-centricity is carried out
- Regular training of representatives of federal and regional authorities on the necessary standards and approaches is carried out

Description of the proposed projects (3/7)

Project

3

Development of a program for energy and housing development

Background

Russia's energy and utility systems are among the most reliable and efficient in the world. Within the framework of complex projects, it is possible to analyze the needs for energy and communal infrastructure of territories, work out technical solutions and assess the need and sources of financing.



Experience of the SBS Consulting team



A draft corporate development strategy, recommendations on the management system and operational efficiency improvement have been developed



A program of modernization and attraction of investments in housing and communal services has been developed



Proposals have been developed to improve the energy management system, the necessary business processes and regulations have been described

Description of the proposed projects (4/7)

| Project | Background | Experience of the SBS Consulting team |
|--|---|---|
| <p>4</p> <p>Improving the efficiency of mining and processing enterprises</p> | <p>Many Russian and Kazakh companies are currently implementing complex projects to improve their efficiency and implement ESG standards. The use of modern methods contributes to an increase in production, improvement of production quality, development of supplies and logistics processes.</p> <p>This experience can be used to develop transformation programs and improve the environmental efficiency of enterprises in BRICS+.</p>  |  <ul style="list-style-type: none">▪ A new control system has been developed▪ Projects are being implemented to optimize the number of personnel <hr/>  <ul style="list-style-type: none">▪ Modernization programs have been developed for various metallurgical and machine-building enterprises belonging to the OMZ group (more than 10 enterprises) <hr/>  <ul style="list-style-type: none">▪ A comprehensive controlling system has been developed, including the KPI system of mining enterprises, and information collection procedures <hr/>  <ul style="list-style-type: none">▪ A program of environmental modernization of 15 mines and 4 processing plants has been developed, the financing structure has been determined taking into account the potential of using "green" tools |

Description of the proposed projects (5/7)

Project

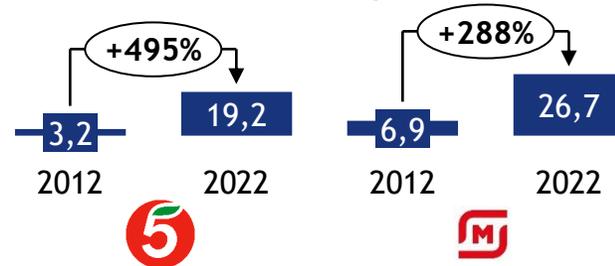
5

Development of strategy, management system and support for implementation of changes for retail chains

Background

Currently, the Russian Pyaterochka and Magnit networks are among the largest and most actively growing in the world. The experience of developing and implementing modern management mechanisms can be used to expand and improve the quality of service in retail stores in BRICS+.

Number of stores, thousand pcs.



Experience of the SBS Consulting team



- A strategy for the development of the retail network as a whole has been developed
- A CVP (Customer Value Proposition) improvement program has been developed
- A strategy for the development of territories has been formed



- Proposals have been developed to improve operational efficiency
- Training of employees has been carried out

Description of the proposed projects (6/7)

Project

6

Project office formation and support in construction project management

Background

Russia has accumulated a wealth of experience in managing infrastructure, civil, industrial and other construction projects, which can be transferred within the framework of consulting projects or design, construction, engineering management services for ongoing projects in the BRICS+ countries.



Experience of the SBS Consulting team

samolet

- A program has been developed to improve the efficiency of construction management, which has reduced the construction time to 30%

AKKERMANN

- Support has been provided for the launch of a project office for the construction of a new enterprise



- A capital construction management system has been developed, including relevant regulations and instructions



- An advanced investment project management system has been built in the Moscow Department of Construction



- A concept for the development of a territory with a total area of more than 4 hectares has been developed, design management has been carried out, the creation of a general contractor service, preparation for the sale of real estate objects, connection to resource supply networks, management of the construction of the thermal circuit of buildings

Description of the proposed projects (7/7)

| Project | Background | Experience of the SBS Consulting team | | | | | | | | | | | | | | | | | | | | |
|--|--|---|---|---|----|----|--|--|---|--|--|-------|-------|-------|-------|-------|---|---|---|---|---|--|
| <p>7</p> <p>Development of retail banking and insurance strategy</p>  | <p>Russian retail banks and insurance companies are among the best in terms of service quality, not inferior to American and European ones. Within the framework of the projects, it is possible to assess the existing level of development of national banks, develop a growth and transformation program and provide support for change management.</p> <p>Rating of banks by number of customers in 2023, million customers</p> <table border="1"> <tr> <td>20</td> <td>25</td> <td>30</td> <td>45</td> <td>80</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table> <p>The total volume of insurance premiums (including incoming reinsurance) in 2022, billion rub.*</p> <table border="1"> <tr> <td>135,2</td> <td>158,9</td> <td>163,9</td> <td>167,4</td> <td>310,5</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table> | 20 | 25 | 30 | 45 | 80 |  |  |  |  |  | 135,2 | 158,9 | 163,9 | 167,4 | 310,5 |  |  |  |  |  | <p> ▶</p> <ul style="list-style-type: none"> The bank's corporate strategy and development strategies in four countries have been developed <hr/> <p> ▶</p> <ul style="list-style-type: none"> A market entry strategy has been developed <hr/> <p> ▶</p> <ul style="list-style-type: none"> A development project office has been established for Tinkoff Strakhovanie Support for the implementation of development initiatives has been provided <hr/> <p> ▶</p> <ul style="list-style-type: none"> Customer experience is analyzed Proposals have been developed to improve the quality of work with the clients |
| 20 | 25 | 30 | 45 | 80 | | | | | | | | | | | | | | | | | | |
|  |  |  |  |  | | | | | | | | | | | | | | | | | | |
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Sources : Raexpert, raexpert.ru/rankingtable/bank/msb_2023/tab02/; * - the average dollar exchange rate in 2022 is 74.30 rubles.

Contacts



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