

COMPANY PRESENTATION



About us

- **Leading Russian strategy consulting firm** in middle price segment
- **SBS Consulting** was founded in **2006**. Previously, the company was called LLC "Business Solutions"
- **Our client list** includes over 20 largest Russian companies, federal agencies of executive authority and a number of regions of the Russian Federation
- **90% of our clients** continue working with us after the first project
- **Focus:** strategy and business plan development; management system and business processes enhancement; performance excellence; Public Sector consulting.

Industry areas of expertise

Metallurgy and Machinery	
Oil & gas, Chemicals	
Construction and Real estate	
Consumer sector and Retail	
Development institutes	
Government sector	

SBS Consulting leadership comprises 5 partners with extensive experience in leading international and Russian companies



Vladimir Samokhvalov

Graduate of Higher School of Economics, 20 years of experience in management consulting and participation in more than 100 consulting projects for different industries, the federal government and regional administrations. Author and presenter of seminars on KPI-based management systems.



Sergey Artemyev

Graduate of the Stockholm School of Economics, MBA, 15 years of experience in international consulting companies (Roland Berger, Deloitte) and participation in more than 50 consulting projects for major companies in energy, metals & mining, machining sectors. Previously, Director of Strategy in a leading Electrical Engineering company and Development Director in technology and innovations start-up.



Oleg Sutyrin

Graduate of the Bauman Moscow State Technical University and Kingston Business School (London), EMBA. Experience in advising machine-building enterprises, publishing houses, oil and gas enterprises, and federal executive bodies (over 50 projects) for more than 15 years. Co-author and presenter of seminars on organizational systems of enterprise management.



Pavel Kharitonov

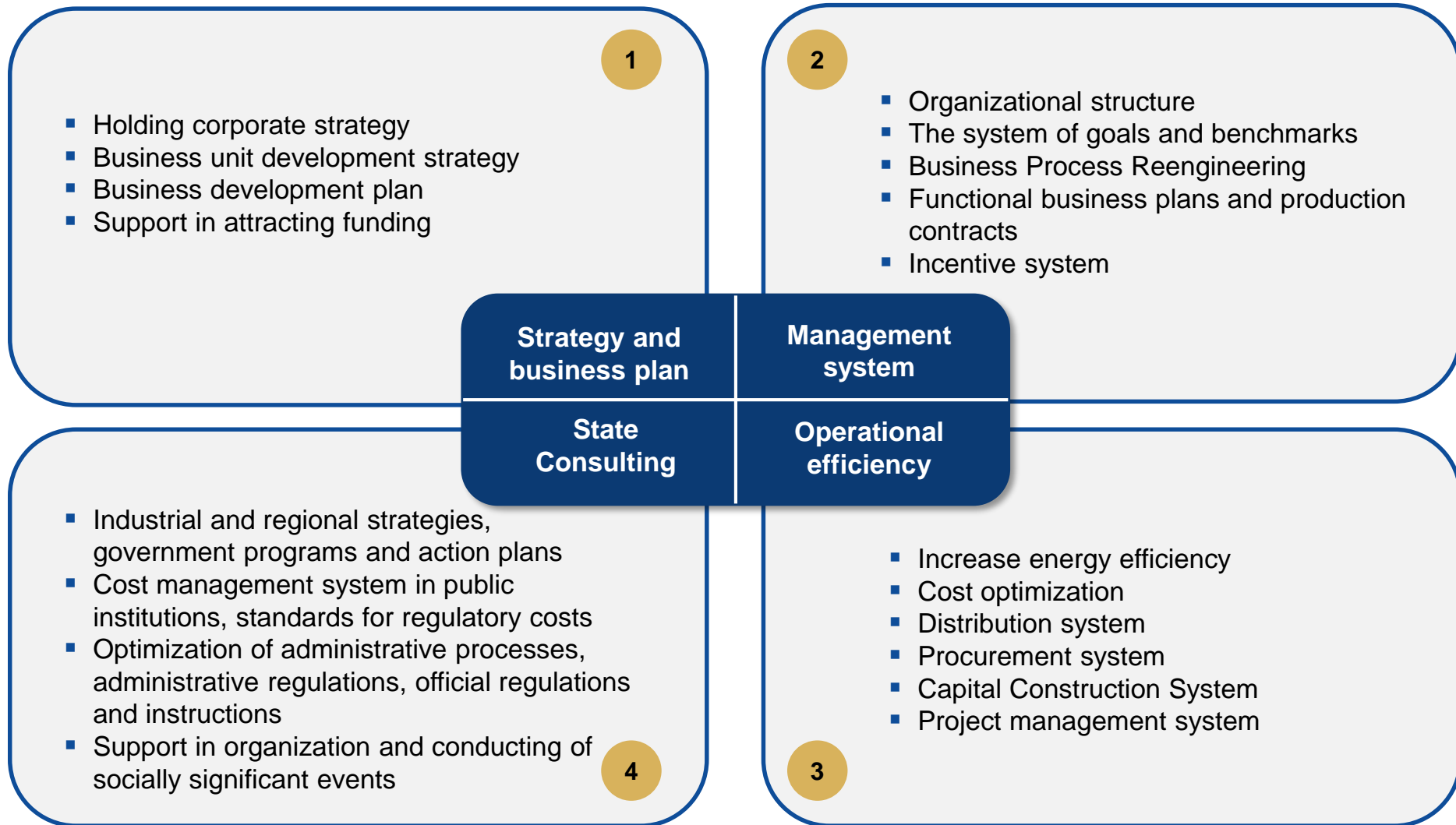
Graduate of the Moscow Institute of Physics and Technology, more than 6 years of experience in management consulting. Participation, implementation and management of more than 30 consulting projects for major clients in the oil & gas and construction industries. Experience in the real sector; previously Director of Development in a large energy constructing company.



Artem Kuznetsov

Ph.D. in Economics from Moscow State University, 10 years of experience in management consulting at The Boston Consulting Group. Participation in 40 projects in the various industry sectors, including industrial goods, and telecommunications.

Key areas of consulting services



1

Results of implemented projects: Strategy and business plan development



Client:
Heavy Machinery Company

Developed system of cross-functional business planning for the level of Head Company and at the enterprises level; developed financial and economic model for each enterprise with detalization to machines.



Client:
Gas processing and petrochemical company

Developed enterprises business plans with recommendations on operational activity optimization.



Client:
Engineering holding

Developed Holding corporate strategy including suggestions on target product portfolio, capital investment program, forecast of financial and economic indicators and roadmap of measures.



Client:
Heavy Machinery Company

Provided support in attraction of financial resources on government initiatives of Russian Ministry of Industry and Trade.

Results of implemented projects:

2

Enhancement of management system/ business processes reengineering



Client:
Oil and Gas Corporation

Support in integration with enterprises of a competing oil company;
developed organizational structure and fixed appropriate number of staff for business unites.



Client:
Oil company

Developed organizational structure and appropriate number of staff for Corporate center's divisions.



Client:
Leading Retailer

Reengineering of business processes vulnerable to transfer to a new structural unit;
18 blocks of business processes on 5 different functions for the new structural unit were selected, described and coordinated.



Client:
Heavy Machinery Company

Developed management system, goals and key performance indicators system.

Results of implemented projects: Performance excellence



Client:
Oil and Gas
Corporation

Determined recommendations to improve the energy efficiency of installations at one of the refineries; set up energy efficiency management system.



Customer:
Large Oil refinery

A unified regulation of the work of project teams for the implementation of measures to improve operational efficiency was prepared; methodological support and monitoring of the implementation of measures and results to improve operational efficiency were carried out.



Client:
Department of
construction of
Moscow

Developed management system for capital construction projects for each stage of life cycle, including detailed design of organizational structure, business processes and IT-systems.



Client:
Russian bridge-building enterprise

Developed management system for capital construction projects for each stage of life cycle, including detailed design of organizational structure, business processes and IT-systems.



Client:
Oil company

Systematized data on the reserves of material and technical resources of subsidiaries; reserves are classified by category, as well as the effectiveness of their use; a set of optimization measures was developed for managing the reserves of material and technical resources of subsidiaries with a potential effect of more than 1 billion rubles.

Results of implemented projects: Public Sector consulting



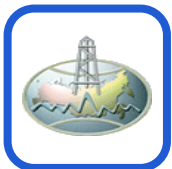
Client:
Russian Ministry of Industry and Trade

Strategies and programs for the development of a number of industries for the long term (Program for the Development of Robotics, Additive and Digital Technologies; Strategy for the Development of the Machine Tool Industry until 2030; Strategy for the Development of the Russian Metallurgical Industry for the Period up to 2030; Strategy for the Development of Civil Sectors of Industry until 2035; Development Concept domestic foundry, etc.).



Client:
Ministry of Energy of Russia

Formed registry of best available technologies and developed forecast of increasing energy efficiency in all sectors of the economy; developed recommendations on the adjustment of the state policy in the field of energy efficiency and energy savings.



Client:
Russian Ministry of Natural Resources

Formed cost management system and the state tasks preparation system.



Client:
Chukotka Autonomous Region

Prepared strategy of development for Chukotka Autonomous Region; developed and implemented mechanisms of energy efficiency and public expenditures management.

Contacts

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