



# SBS CONSULTING - PRACTICAL SOLUTIONS FOR YOUR BUSINESS AND INDUSTRY

Company presentation

# 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 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



# Core services

## 1 Strategy development and business planning

- Industry strategies and government programs
- Corporate strategies and business units' strategies
- Business plans and long-term development programs for holding structures
- Support in raising funds

## 2 Management system and business processes

- Development of management systems for holdings and enterprises, including
  - Defining the role of the corporate center
  - Model of holding structures forming
  - Organizational structures
  - Goals and key performance indicators system (KPI)
  - Business Processes description
- Business processes reengineering and support in the transition to process management
- Project office formation and support for the project management implementation
- Functional business plans forming and assistance in production contracts and motivation system development

## 3 Operational efficiency enhancement

- Functional strategies development - procurement, production, sales, distribution, etc.
- Comprehensive operational efficiency programs development, including
  - Labor productivity growth/employee's optimization
  - Production energy efficiency
  - Capital construction efficiency improvement management
- Support for the competence centers creation (joint service centers) within the holding structures
- Support for lean manufacturing implementation

## 4 Special offers

- Business transformation for small and medium-sized enterprises
- Organization manageability diagnostics
- Business plan development for the creation of a new production
- Strategies and organizational structures development for small and medium-sized enterprises (SME) in the format of brainstorming sessions
- Support for the ESG policy implementation
- Corporate training



# We offer express solutions in the form of interactive seminars together with the top managers of the Client

## Development of strategy concepts

Development of a strategic concept in the framework of brainstorming



- Formation of internal corporate working groups for brainstorming
- Organization of sessions and systematization of ideas
- Formation of conclusions based on "brainstorming"

## Development of management system concepts

Diagnostics and assessment of the level of manageability of the Company



- Interview with middle managers (filling in questionnaires)
- Conducting an interview to verify and agree on preliminary results
- Formation of the conclusion and development of final recommendations

## Development of the concept of increasing operational efficiency

Development of measures to improve operational efficiency in the framework of brainstorming



- Formation of internal corporate working groups for brainstorming
- Organization of sessions and systematization of ideas
- Formation of conclusions based on "brainstorming"

## Special offers

Organization manageability diagnostics



- Employee survey
- Assessment of the level of manageability of the organization
- Development of measures to improve the management system

ESG



- Sustainable development strategy
- Investment strategy in accordance with the principles of ESG investment
- Sustainability report in accordance with ESG standards and in accordance with the best world practices
- Support for companies in obtaining an ESG rating, etc.

# Our new products

## 1 New market entry support

- Analysis of international markets and their prioritization - market opportunities, competitive advantages, investment need, risks
- Development of a commercial strategy for new markets - positioning, target segments, distribution strategy, etc.
- Search and support in conducting initial negotiations with local partners for the first sale

Projects are implemented in partnership with an international consulting company

F R O S T & S U L L I V A N

## 2 Innovation launching

- Development of the concept of corporate fund for domestic projects
- Facilitating of the generating ideas process
- Pilot launch support and analysis of its results
- Growth phase support for promising ideas that have passed the pilot phase

## 3 Concept development and implementation of PMO (Project Office)

- Evaluation of project management in the Company
- Systematization of existing projects, evaluation of the effects of projects launching
- Maintenance of the launch of PMO (Project Office) in the Company

The implementation of projects is in partnership with an IT company



DATABRIZ

# Our Leaders



**Vladimir Samokhvalov**

*Managing Partner*

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

Consulting experience: more than 20 years



**Oleg Sutyrin**

*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



### Business and society development

We are not indifferent to the future of our country and are looking for new opportunities for its long-term and sustainable development



### High quality and professionalism

We efficiently and responsibly solve complex tasks in dynamically changing conditions, ensuring high quality standards and professionalism



### Partnership with the client

We create solutions together with the client, appreciate the contribution and reveal the professional and personal potential of each participant of the project



### Practical value of solutions

We focus on the results and the practical value of our recommendations, we offer the most effective solutions for the client



### Intellectual curiosity

We are open to innovation, develop new approaches, share knowledge and experience



### Proactivity

We think beyond the scope of the proposed, look for improvement potential and initiate changes



### Constructive attitude

We show a constructive attitude and self-control, are ready to be flexible and see opportunities for growth in conditions of uncertainty



### Unindifference and dedication

We invest ourselves, our knowledge and strength in solving problems, we do not divide tasks into our own and others'



### Trust and support

We work in an atmosphere of trust, support and mutual respect

# Mission and corporate values of SBS Consulting

Together with the client, we create practical solutions for business, the state and the economy, revealing the potential of caring professionals in an atmosphere of support and trust



1

## Results of implemented projects:

### Strategy development and business planning within the strategy



**Client:**  
Textile  
Holding

Developed strategy for the network of home-goods stores, including recommendations on the format of stores, location and assortment.



**Client:**  
Ministry of Energy of the  
Russian Federation

- 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:**  
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:**  
Ministry of Industry and Trade  
of the Russian Federation

Developed strategies and programs for 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; Concept of the development of domestic foundry, etc.).

2

## Results of implemented projects:

### Management system development and business processes optimization



**Client:**  
Deposit Insurance  
Agency

The transition to process and project management has been completed. The quantitative effect of business processes reengineering for the “short list” amounted to more than 600 million rubles in the form of reducing the cost of business process.



**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:**  
Retail chain

Reengineering of business processes vulnerable to transfer to a new structural unit has been carried out. 18 blocks of business processes on 5 different functions for the new structural unit were selected, described and agreed upon.



**Client:**  
Heavy Machinery  
Company

Developed management system, goals and key performance indicators system.

3

## 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



**Client:**  
Large refinery

A unified procedure for the work of project teams for the implementation of measures to improve operational efficiency has been prepared. Methodological support and monitoring of the implementation of measures and results to improve operational efficiency were carried out.



**Client:**  
Department of  
construction of the  
city 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

Data on the reserves of material and technical resources of subsidiaries is systematized, reserves are classified by categories, as well as by 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.

4

## Results of implemented projects: Special offers



**Client:**  
Fishing company

As a result of brainstorming and management of the client's team the external and internal environment has been analyzed, strategic initiatives and financial model have been formed in detail, strategies for individual functional areas have been developed, and a plan for company's strategy implementing has been detailed.



**Client:**  
Chemical enterprise

- Developed business plan for a chemical enterprise.
- Prepared report on the execution of the business plan.



**Client:**  
Heavy Machinery  
Company

A methodology for the development of annual business plans of enterprises has been developed, top managers of enterprises have been trained, methodological support of top managers of enterprises for the development of annual business plans has been provided.



**Client:**  
Retail chain

Corporate training of more than 150 employees on methodology and practical steps for business process reengineering and implementation of process management was conducted.

# Contacts



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