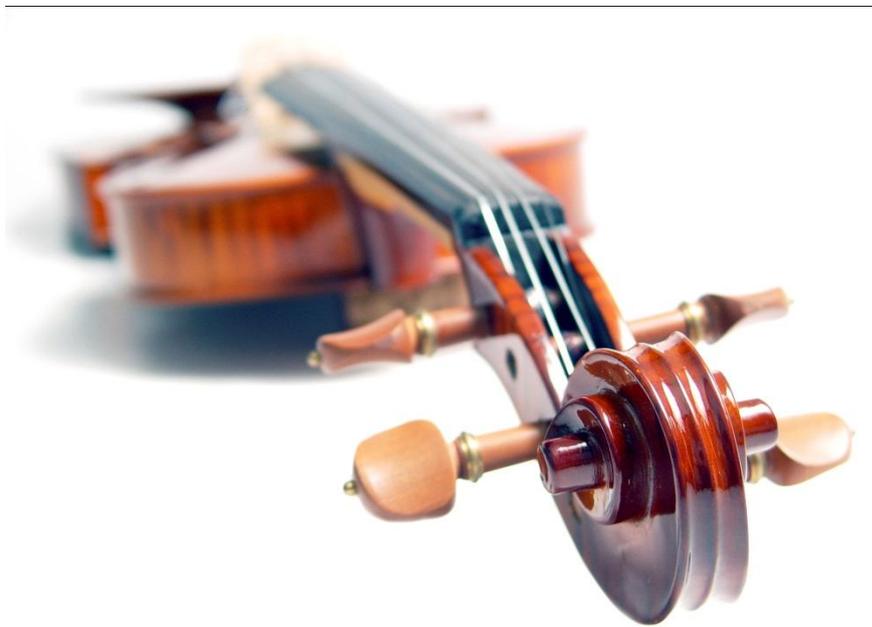


# *AN INTRODUCTION*



 **CONCERTO CONSULTING**  
*strategy, organisation, change*

# Who we are

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- International & multi-cultural team of senior organisational change practitioners, each with a substantial business track records, and having worked both in and for leading multinational corporations
  - Each with a mix of skills to enable us to focus on both the business content and the people dimensions of change to ensure sustained results
  - Established reputation for successful design and execution of significant change initiatives by providing effective full support to management teams of units or functions of multinational businesses
  - Supported by network of specialists and other subject matter experts, to provide technical excellence and/or sector-specific know-how as necessary
  - Firm established in 2003, coordinated from Brussels
- Founded on the premise that that working together we can make “beautiful music”- hence our name Concerto - each of us (both our individual consultants and individuals at our clients’) making different yet complementary contributions to successful change

# What we do

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- Management consulting and strategic capabilities development services to help improve organisational & business effectiveness
- Often in the context of significant change events such as new market dynamics, new strategies, new leadership, mergers, turnarounds, etc.
- Specialised in working with executive teams of business units or functions of multinational corporations, often in a multi-cultural context
- Provide full support to ensure alignment of the change initiative: from business & organisational analysis, to planning, to implementation
- We have a strong track record with both well-known global corporations and with mid-sized international companies

# Our approach

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- Act as guides and facilitators of change, supporting the business leadership to achieve success
- Use leading edge tools and methods, but simplified to ensure that they are practical (and cost-effective) for use in mid-sized organisational units
- Adapt our contribution and our collaboration with our clients to fit each specific situation, with the explicit aim of obtaining business results which are both tangible and sustainable
- Our capabilities development support is directly linked to the specific business challenges that our client organisations and their individual leaders face, and uses an "action learning" approach
- Aim help our clients achieve “strategy that works and change that sticks”

# Our style

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- We pay equal attention to enabling our clients to develop organisations in which  
leaders make good business decisions  
AND  
people are enabled and motivated to perform to their potential
- We work hard with our clients to clearly prioritise improvement actions, so as to focus on the 20% of actions that yield 80% of the potential improvements
- We work on change flexibly with people, rather than driving change upon them. We know that is key to making the change sustainable.
- We use plain language and give clear opinions to our clients, so that they receive our best authentic input
- We go the extra mile in our working agreements. Our business is based on the ability for clients to trust and rely on us to get the job done

## Why CONCERTO?

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- Expert collaborative partner to executive teams leading significant change initiatives in mid-sized organisational units: from the business & organisational analytics stage to full implementation of the change
- Oriented towards both concrete business results and people commitment to ensure durability - addressing both planned and emergent change
- Have cross-cultural expertise, so particularly effective in working in a multinational corporate context
- Proven track record with a wide range of multinationals across many industry sectors, as well as mid-sized international companies

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