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## **Mi-GSO & Pcubed**

**Company presentation & partnership definition**

# Agenda

- How we are organized
- What is our expertise
- How we create added value
- Our strategy for China
- What we are looking for
- How we can collaborate

# MI-GSO & PCUBED part of the ALTEN group

**MI-GSO**

**PCUBED**

**Niche consulting subsidiary specialised in Project & Programme Management (PPM)**  
Helping clients to execute strategy & ensure effective delivery of critical and complex initiatives



**24,000** People

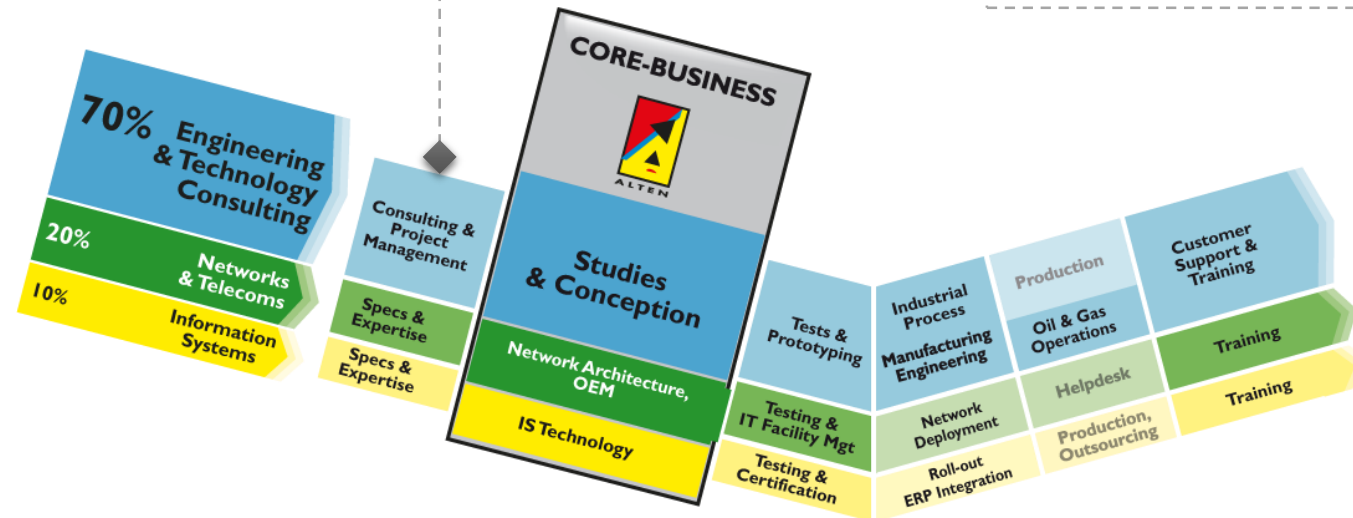


**1,740** M€ Revenue



**20** Countries (EMEA, North America, Asia-Pacific)

ALTEN Group – 2016 Key figures



## History :

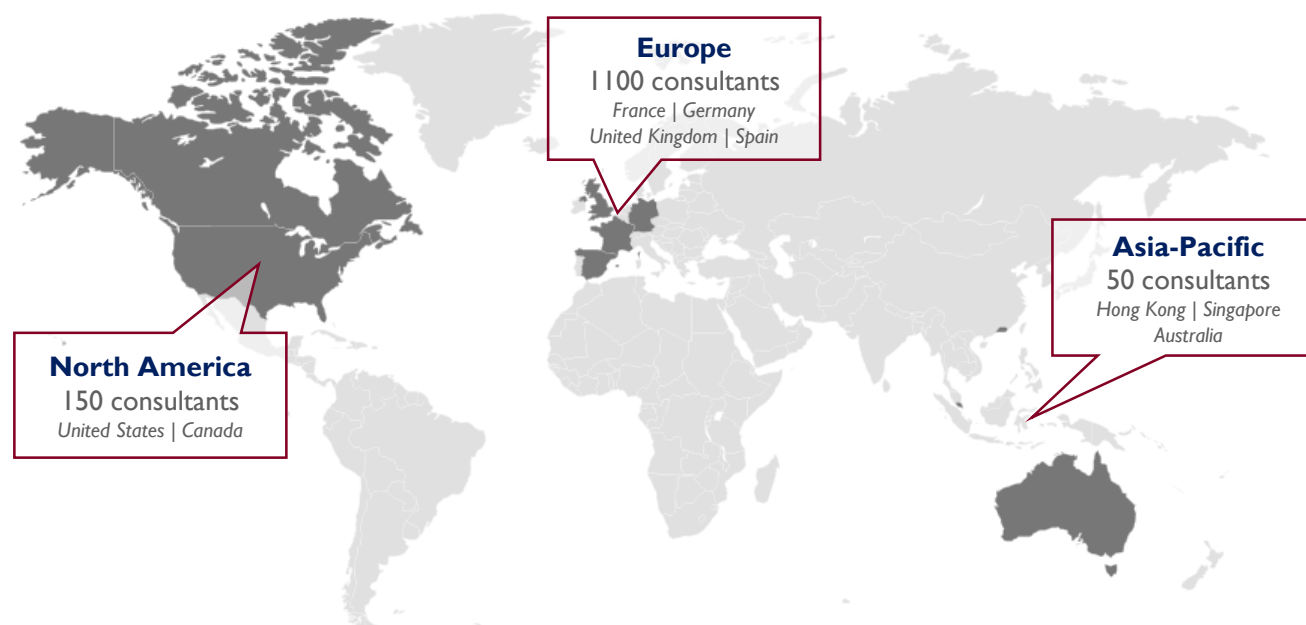
- ▶ 1991 : Creation of Mi-GSO ;
- ▶ 2003 : Acquisition by Alten ;
- ▶ 2014 : Acquisition of Pcuped.

# Global positioning

**1 300**  
consultants

**30**  
offices globally

**130 M€**  
revenue in 2016



AEROSPACE &  
DEFENSE

35%

AUTOMOTIVE &  
TRANSPORTATION

26%

FINANCIAL SERVICES &  
ASSURANCE

15%

TECHNOLOGY &  
TELECOMS

10%

ENERGY &  
LIFE SCIENCES

9%

PUBLIC  
SECTOR

5%

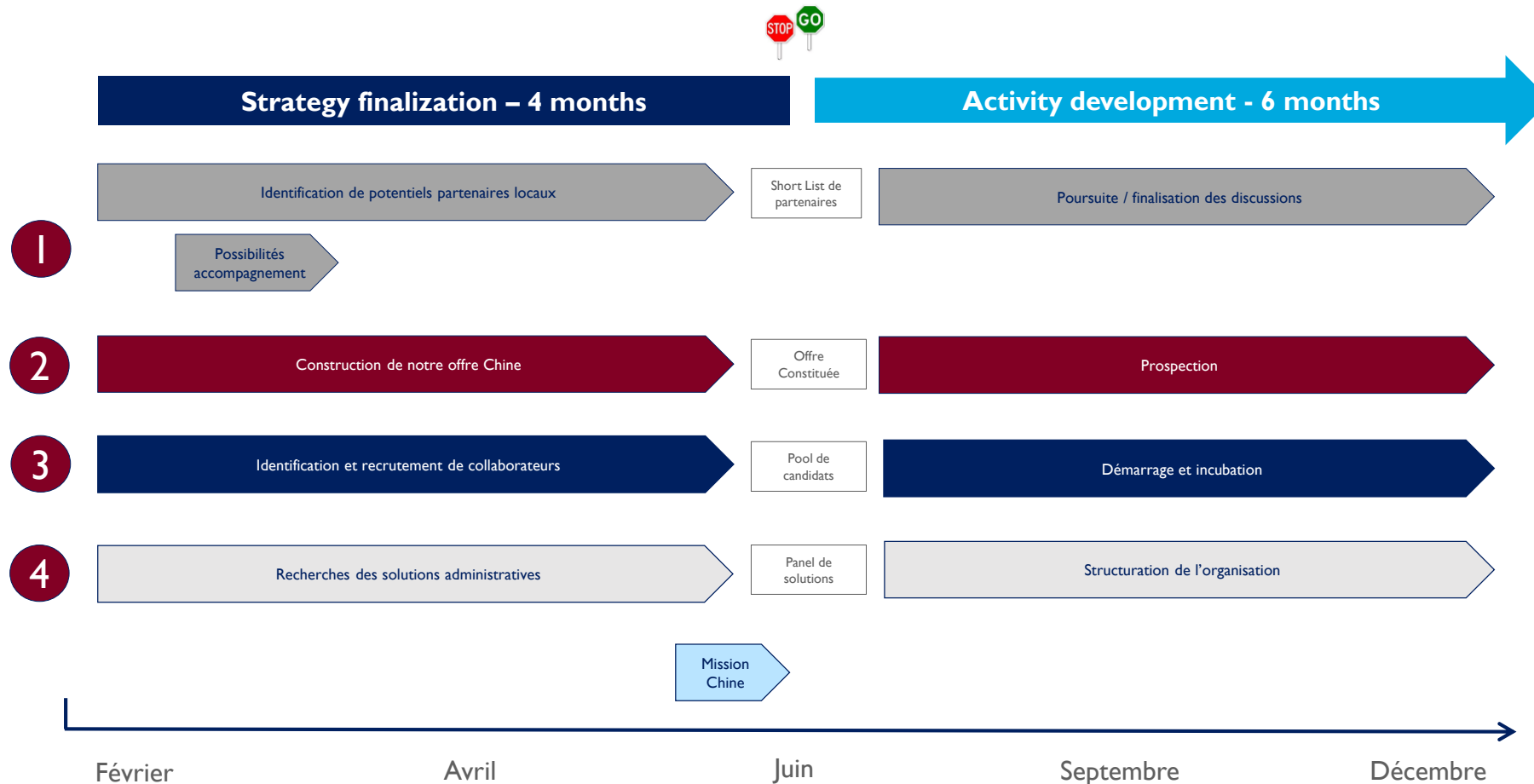
# Comprehensive and adaptable Service Lines



# Questions & Answers



# Strategic road map

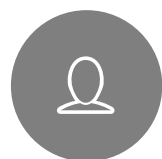


**4 strategic axis**

# What we are looking for

Area	Must be / have	Could be / have	Is / have not
Main activity	<ul style="list-style-type: none"> <li>Consulting sensibility ;</li> </ul>	<ul style="list-style-type: none"> <li>General consulting or management firm ;</li> </ul>	<ul style="list-style-type: none"> <li>Technical or mechanical engineering or consulting firm ;</li> </ul>
Specialization	-	<ul style="list-style-type: none"> <li>Project management (ideally) ;</li> <li>Process management or optimization ;</li> <li>Change management ;</li> <li>Quality management system ;</li> <li>Construction management ;</li> </ul>	<ul style="list-style-type: none"> <li>Strategy consulting ;</li> <li>Property / facility management ;</li> <li>IT, Telecom, network ;</li> <li>Software or system development ;</li> <li>Interim or recruitment ;</li> <li>Training and coaching ;</li> </ul>
Sectors	-	<ul style="list-style-type: none"> <li>Aeronautic / automotive (ideally) ;</li> <li>Financial services ;</li> <li>Energy ;</li> <li>Railway and public transportation ;</li> <li>IT and Telecom ;</li> </ul>	<ul style="list-style-type: none"> <li>100% public sector ;</li> <li>Defense and space ;</li> </ul>
Certification	-	<ul style="list-style-type: none"> <li>PMI - IPMA - IPMP ;</li> <li>ISO 9001 ;</li> </ul>	-
Location / Branch	<ul style="list-style-type: none"> <li>Beijing or Shanghai ;</li> </ul>	<ul style="list-style-type: none"> <li>Wuhan ;</li> <li>Tianjin ;</li> <li>Chongqing ;</li> <li>Harbin ;</li> <li>Chengdu ;</li> </ul>	<ul style="list-style-type: none"> <li>Only second tier city ;</li> </ul>
Workforce	-	<ul style="list-style-type: none"> <li>Around 100 people ;</li> </ul>	<ul style="list-style-type: none"> <li>Less than 40 people ;</li> <li>More than 250 people ;</li> </ul>
Consultants profiles	<ul style="list-style-type: none"> <li>Management oriented ;</li> </ul>	<ul style="list-style-type: none"> <li>English speakers ;</li> <li>Business school or major university background ;</li> <li>Engineers ;</li> <li>Project management certified (ideally) ;</li> </ul>	<ul style="list-style-type: none"> <li>Technicians ;</li> <li>Technical engineers ;</li> </ul>
Top management profiles	<ul style="list-style-type: none"> <li>English speakers ;</li> <li>International background ;</li> </ul>	<ul style="list-style-type: none"> <li>Experience in an international company ;</li> <li>Open-minded / Western culture friendly ;</li> </ul>	<ul style="list-style-type: none"> <li>Only Chinese speaker ;</li> <li>100% Chinese background ;</li> </ul>
Shareholders type	-	<ul style="list-style-type: none"> <li>Private funds / investors ;</li> <li>Private business or shareholder ;</li> </ul>	<ul style="list-style-type: none"> <li>Listed company ;</li> <li>Government or public investors ;</li> </ul>
Organization	<ul style="list-style-type: none"> <li>Legal entity and registered company (Tax registration number and Fapiao) ;</li> <li>Support function (accounting, HR...) ;</li> </ul>	<ul style="list-style-type: none"> <li>Marketing and communication department ;</li> <li>Sales administration department ;</li> <li>Business Development team ;</li> </ul>	<ul style="list-style-type: none"> <li>Not registered company ;</li> <li>External support functions ;</li> </ul>
Revenue	-	<ul style="list-style-type: none"> <li>Between 5 and 8 millions €.</li> </ul>	<ul style="list-style-type: none"> <li>Less than 3 millions € ;</li> <li>More than 12 millions €.</li> </ul>





## Your Contact

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