



Technology

Business Proposal

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JANZEN CONSULTING

Strategy & Digital Advisory

Unique Value Proposition

Technology industry plays critical role in driving growth across sectors, though many organisations that fail to innovate risk losing their market share. Given the rapid pace of change in this industry, continuous learning and upskilling are essential for success. Geographical barriers are no longer a concern, as remote access to any resources can be instant.

To support our clients in this dynamic landscape, we help them to be aware of the competition and prioritize ongoing learning and growth as a key to survival.

I combine **strategic advisory** with **M&A focus**, which can support the expansion efforts. In the event of a misstep, valuations may decline, but a well-planned and executed turnaround strategy can help turn things around.

Strategy Definition

Navigating on the market market might be cloudy, strategy definition bring clarity through structured frameworks, assessing number of aspects to build competitive strategy.

- Market analysis.
- Subscription business model.
- Customer Centric business model.
- Profit generating strategic.
- Growth strategies, focus on market needs.



Strategy Definition - Scope



Set objectives for strategy



Calculate long term impact



Interim Head of innovation and entrepreneurship



Plan timeline for the strategy execution



Reports and evaluation



Build workshops with SMEs and counterparts



Provide Industry Experts assessments



Calculate cost of investments



Presentation of the reports & plan to CxO

Mergers & Acquisitions

The expansion strategy through mergers and acquisitions (M&A) is more popular than ever, as in-house research and development (R&D) takes more time and agile FinTech organizations use this M&A trend to capture a larger market share. However, a well-conducted M&A is defined not only by the purchase price, but also by the financial and operational synergies achieved. A well-executed merger enables growth and value creation in the long term.

- Due Diligence to prepare to acquisition.
- Post M&A integration plan
- People, processes, Technology integration



Mergers & Acquisitions - Scope



Search for target company and provide DD report



Valuation Model creation



Interim Head of Post M&A integration



Plan Integration of new organisation



Success criteria definition



Build workshops with SMEs and change ambassadors



Arrange consultation with Experts



Provide Tracking model for Synergies Assessment in future



Presentation of the reports & plan to CxO

Turnaround & restructuring

At turnaround services, I specialize in helping struggling businesses in recovering their financial stability and achieving profitability. I conduct comprehensive analyses that focus on critical areas such as working capital requirements, capital expenditures, and provide recommendations to avoid bankruptcy and insolvency

- Business turnaround, assessing working capital requirements, assessment of the financial stability, assets value and setting objectives for cash flow.
- Projects turnaround, assessing feasibility study for technology projects, projects health assessment for ROIC and expected payback.



Turnaround & restructuring - Scope



Assess Working Capital Requirements



Prepare short term capital generating plan



Interim Head transformation role



Plan how much time left to insolvency



Cut outflow of the capital



Prepare transformation plan



Consultation with illegal and banking representatives



Daily Monitoring and tracking Financial situation



Alignment with the owners and board