

Think Smart, Act Connected !



ENERGY



URBAN
MOBILITY



INDUSTRIAL
& INTERNATIONAL
PERFORMANCE



DIGITAL
TRANSFORMATION



OPERATIONAL
TRANSFORMATION



LOGISTICS



STRATEGY
& INNOVATION

Paris

Hyderabad

Abidjan



The challenge facing industry today

OUR COMPANY

EXPERTISE

STRATEGY

DIGITAL

OPERATIONAL

COMMITMENT

Three simultaneous tensions, a narrow window for action.



Technological transformation

IoT, embedded AI, electric vehicles,
SDV, cybersecurity

- Today's product will be obsolete
in 3 years.



Business model pressure

Shift from hardware to software and
services

- Recurring revenues are replacing
unit sales.



International competition

Sector consolidation, new low-cost
players

- Yesterday's niche is becoming a
contested market.

Faced with these challenges, most industrial companies lack a partner capable of bridging the technical reality of their systems with their leadership's strategic vision.



Our positioning

OUR COMPANY

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Generalist consultancies

- ✓ Business vision
- ✓ Sector benchmarking
- ✗ No IoT expertise
- ✗ Out of touch on the ground

IT Services / IoT Integrators

- ✓ Technical expertise
- ✓ Project delivery
- ✗ No business vision
- ✗ No market intelligence



- ✓ Embedded IoT expertise
- ✓ Strategic vision
- ✓ Ecosystem network
- ✓ Field execution
- ✓ Practitioner, not theorist

The only partner who speaks technology in the morning and business model in the afternoon.



The diversity of international development

OUR COMPANY

EXPERTISE

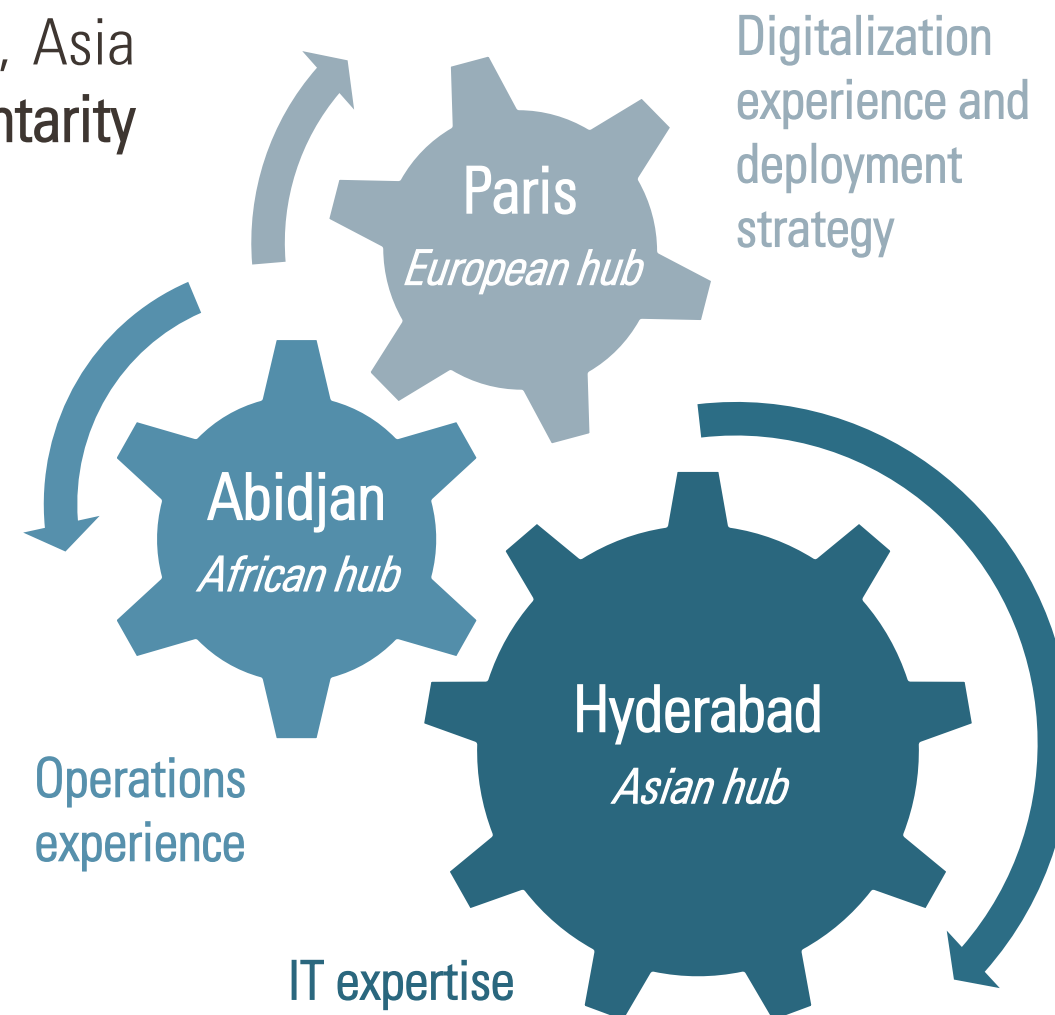
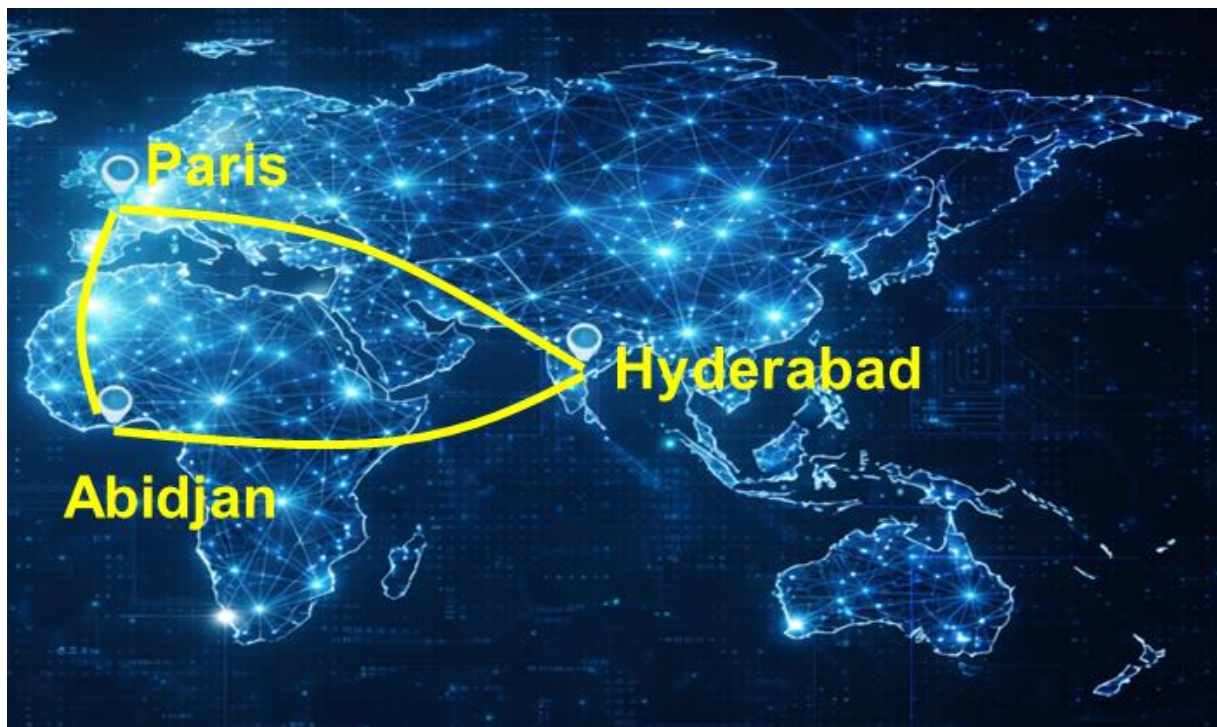
STRATEGY

DIGITAL

OPERATIONAL

COMMITMENT

A diverse international presence, anchored in Europe, Asia and Africa, where innovation and **and complementarity** accelerate sustainable global growth.





A combination of industrial and consulting expertise

OUR COMPANY

EXPERTISE

STRATEGY

DIGITAL

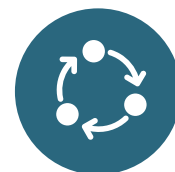
OPERATIONAL

COMMITMENT



Strategy & innovation

- Create value
- Accelerate transformation
- Strengthen a sustainable competitive advantage



Operational transformation

- Expand internationally
- Optimise performance
- Improve processes
- Support sustainable growth



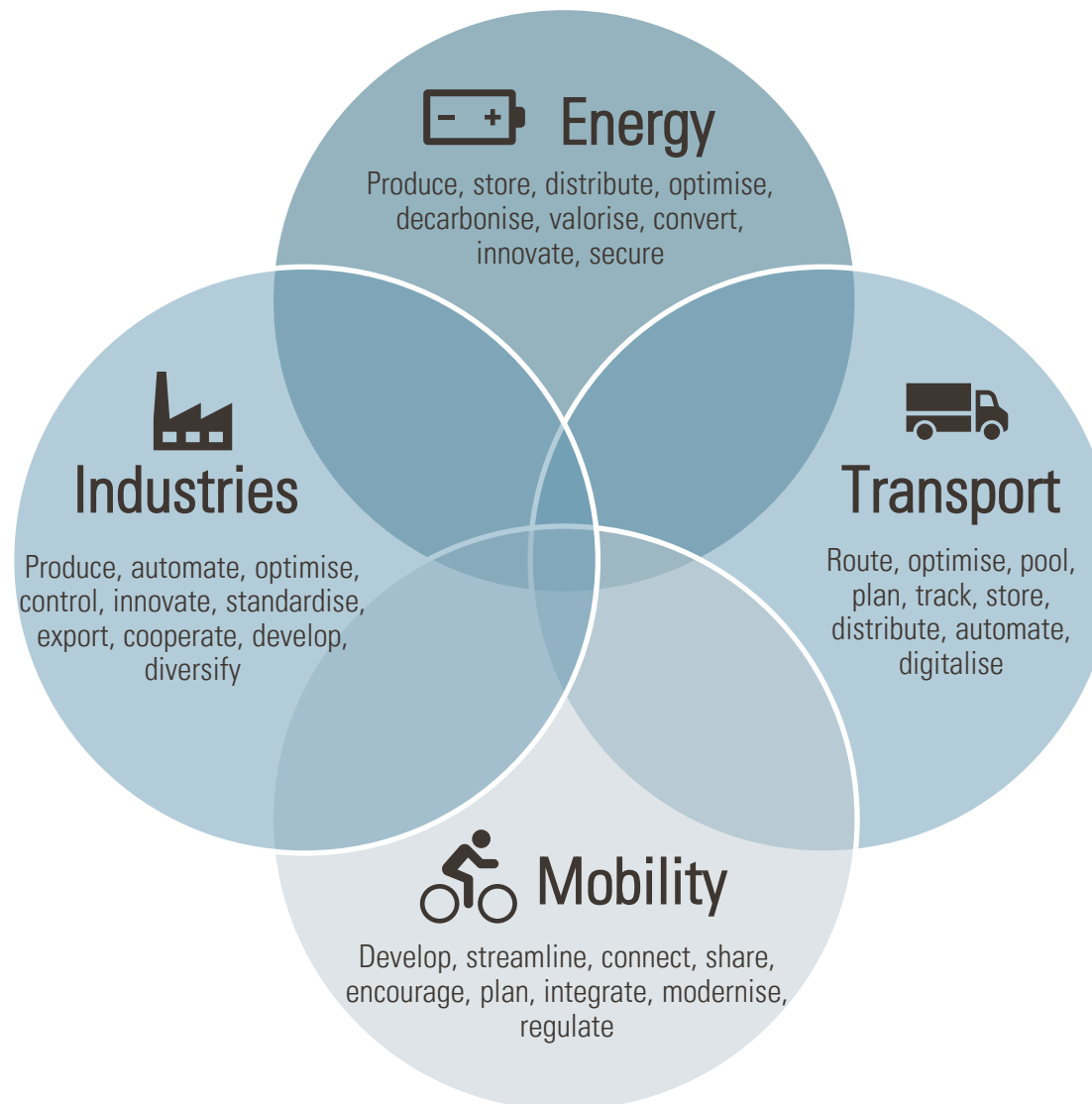
Digital transformation

- Strengthen agility
- Modernise operations
- Support sustainable performance



Results commitment

- Deploy turnkey projects
- Finance implementation
- Secure execution
- Maximize impact





Our differentiating factors

OUR COMPANY

EXPERTISE

STRATEGY

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COMMITMENT

5 reasons to work with Strat & IoT Consulting

01



Practitioner founder

Real-world industrial IoT expertise. We don't discover your embedded systems in your factory: we've worked in them.

02



Unique dual expertise

Business strategy + deep IoT technical knowledge. A rare combination that neither large consultancies nor IT firms can offer.

03



Industrial specialist

Your constraints are our constraints: limited resources, fast decisions, long cycles, niche markets.

04



Activatable ecosystem network

Tech partners, deeptech deeptech, clusters, rare talent pool: we activate, you accelerate.

05



From diagnosis to execution

No report gathering dust. We drive transformation from strategy to the field, without interruption.



Strategy & innovation

OUR COMPANY

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Define
differentiating
directions and
harness
technologies to
create value and a
lasting advantage.

Development of roadmaps for smart energy, smart mobility or industry 4.0

Design of new business models

Investment programmes and financing strategy

Structuring innovation ecosystems and technology partnerships

Digitalisation audit

Definition of international expansion and local establishment strategies



Digital transformation

OUR COMPANY

EXPERTISE

STRATEGY

DIGITAL

OPERATIONAL

COMMITMENT

Rethink models
and processes
through digital
means to
sustainably
improve
performance,
agility and
customer
experience.

Management of multi-site digital transformation programmes

Data governance and cybersecurity

Development of digital twins

Deployment of AI tools

Definition of target digital architectures

Support for the adoption of digital tools



Operational transformation

OUR COMPANY

EXPERTISE

STRATEGY

DIGITAL

OPERATIONAL

COMMITMENT

Optimise processes
and organisation to
sustainably
improve
performance and
efficiency.

Optimisation of energy network operating processes

Implementation of industrial operational excellence approaches

Deployment of condition-based and predictive maintenance

Reorganisation of value chains and international operations

Change management and skills development

Transformation of CAPEX into OPEX to regulate economic flows



A commitment to results

OUR COMPANY

EXPERTISE

STRATEGY

DIGITAL

OPERATIONAL

COMMITMENT

Manage the project end-to-end, with a commitment to measurable results and value creation.

Deployment of solar energy production plants

Creation of strategic partnerships

Provision of a logistics fleet for mining operations

Decentralisation and securing of a mining maintenance centre

Research and establishment of PPP financing

Outsourcing of company services

Director of Strategy and Innovation

21 years of experience

My initial technical training was complemented by an MBA and a master's degree in business economics and law. industrial perspective on large-scale smart network deployments . business economics and Smart City projects, primarily in the energy sector. This industrial vision, gained over more than 19 years within major groups, major groups, was further enriched by two years of experience in a consulting firm, a consulting firm, strengthening my methodology across varied topics such as innovation strategy, operational model transformation and digital systems transformation..

■ PROJECT MANAGEMENT (PMO, strategic projects, ...)

- ✓ Management, planning
- ✓ Preparation and facilitation of project monitoring committees and bodies
- ✓ Tracking of schedules, actions and decisions
- ✓ Continuous improvement of project management methodology
- ✓ Responding to tenders (technical and financial proposals)

■ PROCESSES

- ✓ Facilitation of workshops with management
- ✓ Process modelling and optimisation
- ✓ Process digitalisation

■ CHANGE MANAGEMENT

- ✓ Definition of change management strategies (communication, deployment, training)
- ✓ Facilitation of workshops (impact analysis, barrier/driver interviews)
- ✓ Design of communication materials

■ INNOVATION

- ✓ Comparative analysis and identification of innovation pathways
- ✓ Collaborative projects and funding programmes
- ✓ large-scale strategic deployment projects

■ YÉLÉ CONSULTING

- ✓ Corrective and evolutionary maintenance
- ✓ Managing a service center
- ✓ IoT roadmap for the gas transport network operator
- ✓ Public tender for the transition to IoT in the pipeline sector
- ✓ New electricity meters / new gas meters

■ ITRON

- ✓ Development and industrialisation of water meters
- ✓ Development of gas and thermal energy meters

■ SAGEMCOM

- ✓ Support in drafting requirements statements
- ✓ Development and industrialisation of electricity meters and gateways.
- ✓ Production and delivery of 3 million meters over 3 years

■ LACROIX

- ✓ Innovation for public lighting control (Enedis)
- ✓ Assistance in drafting tender specifications
- ✓ public procurement management

■ CONDUENT

- ✓ Creation and management of an international maintenance organisation
- ✓ Project management for supply and installation
- ✓ Maintenance contract management
- ✓ Economic framework for sales contracts



SECTORS

Energy, mobility, transport
and industries

QUALIFICATIONS

PhD in Physical Sciences (Electrical
Engineering), MBA, Master's in
Economics and Business Law

CLIENTS



Confidential

