



**STRAT&IOT
CONSULTING**



ENERGY



**URBAN
MOBILITY**



**INDUSTRIAL &
GLOBAL
PERFORMANCE**



**FREIGHT
TRANSPORT**



**DIGITAL
TRANSFORMATION**



**OPERATIONAL
TRANSFORMATION**



**STRATEGY
& INNOVATION**



Solutions to strengthen the operational excellence



STRAT & IOT

ACTIVITIES

SKILLS

DISTINCTION

Strat & IoT Consulting

an international complementarity

Our presence in France (Paris), India (Hyderabad), and Ivor Coast (Abidjan) is part of a structured international partnership strategy and represents a major strategic lever for our development in IoT initiatives.

France provides advanced technological expertise, European credibility, and access to the most demanding standards in Smart Energy, Industry 4.0, and cybersecurity.

India strengthens our industrialization capabilities through a high-value IT hub (data, cloud, AI), ensuring scalability and cost competitiveness.

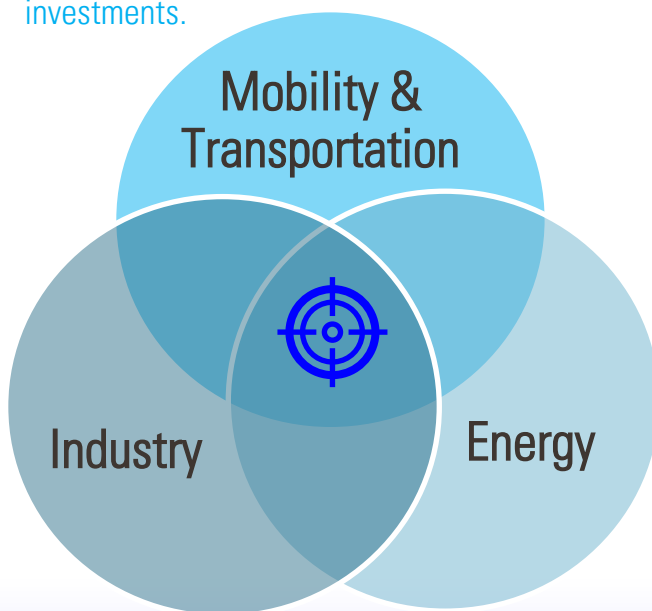
Ivory Coast represents our strategic anchor in Africa: market proximity, deep understanding of local challenges, and strong regional execution capacity.

This triangular model enables us to combine technological excellence, cost control, and operational impact, creating a sustainable competitive advantage in international markets.



Strategy and Innovation

Support organizations with a value-driven IoT strategy aligned with business objectives, innovation, and technology. Identify high-impact use cases and deliver a clear operational roadmap to maximize ROI and secure investments.



Transformation of operating models

Help organizations redesign their processes and operating models to fully leverage data and IoT.

Drive operational performance, improve quality and safety, optimize costs, and unlock new value drivers.



Transformation of digital systems

Modernize and secure information systems to turn them into a lever for performance, innovation, and agility.

Align technology, processes, and business needs through a robust and scalable digital architecture that supports evolving business models.

**STRAT & IOT**
CONSULTING



Energy

Our Energy practice in India leverages advanced IoT solutions across electricity, water, gas, and heat to enhance infrastructure performance, strengthen resilience, and accelerate the transition toward smarter, more sustainable energy systems.

①

CONTEXT AND CHALLENGES

⚡ Electricity

📌 Key Challenges

- Transition to **renewable energy (RES)**
- Management of **intermittency**
- **Grid modernization**
- Control of **technical losses**
- **Infrastructure cybersecurity**
- Electrification of **end uses**

💧 Water

📌 Key Challenges

- **Leak reduction** (water losses)
- **Water quality monitoring**
- **Pumping optimization**
- **Sustainable resource management**

🔥 Gas

📌 Key Challenges

- **Infrastructure safety**
- **Leak detection**
- Integration of **biomethane / hydrogen**
- **Emissions reduction**

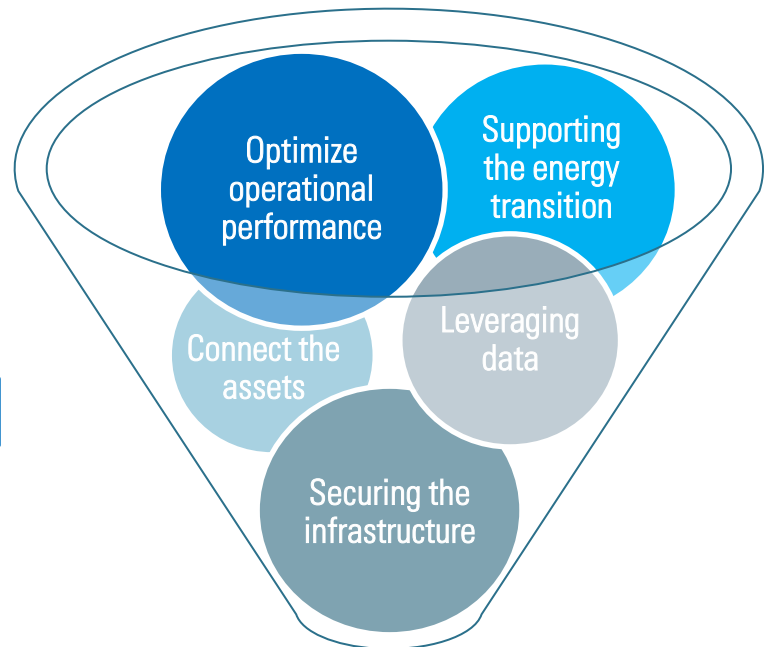
🌡️ Heat

📌 Key Challenges

- **Energy performance**
- Optimization of **urban networks**
- **Decarbonization** of thermal systems
- **Multi-site management**

②

OUR VALUE CREATION



③

VALUE CREATED BY OUR CUSTOMERS

- 👉 **Improve traffic flow**
- 👉 **Reduce emissions**
- 👉 **Optimize infrastructure**
- 👉 **Enhance the user experience**
- 👉 **Build a smarter and more resilient city**



Urban mobility

Our **Urban Mobility practice in India** leverages advanced **IoT solutions** to optimize **traffic management**, enhance **real-time visibility**, improve **operational efficiency**, and accelerate the shift toward **sustainable and smart mobility ecosystems**.

1

CONTEXT AND CHALLENGES



Evolution of practices

The rise of **shared and on-demand mobility** and expanding **MaaS platforms** is reshaping urban mobility toward more **integrated, data-driven ecosystems**.

Key Challenges

- Data fragmentation
- Fleet management
- Safety and regulatory compliance



Ecological transition

Urban mobility is undergoing a **structural ecological transition**, driven by **carbon neutrality goals**, **Low-Emission Zones**, **active mobility expansion**, and **fleet electrification**.

Key Challenges

- High capital investments (CAPEX)
- Public acceptance
- Integration with the power grid / smart grid



Urbanization and congestion

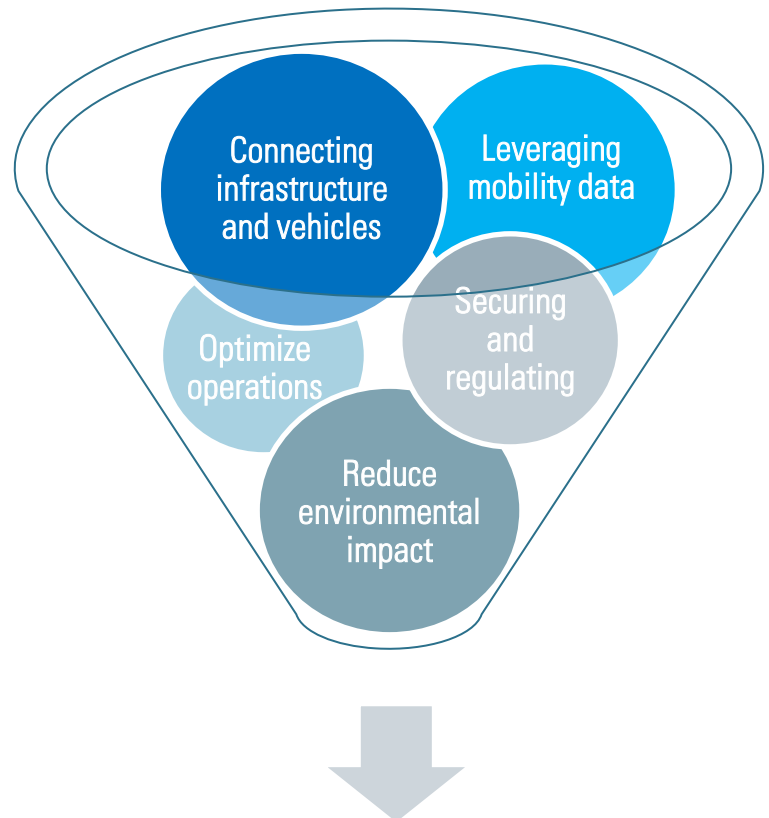
Rising **urbanization and congestion**, coupled with **stakeholder complexity**, limited **real-time visibility**, and **aging infrastructure**, are driving the need for **integrated, data-driven mobility solutions**.

Key Challenges

- Multi-stakeholder coordination (city authorities, operators, transport providers)
- Lack of real-time visibility
- Aging infrastructure

2

OUR VALUE CREATION



3

VALUE CREATED BY OUR CUSTOMERS

- 👉 Continuous field visibility
- 👉 Shift from **reactive to predictive** operations
- 👉 Reduction of **operating costs (OPEX)**
- 👉 Contribution to **ESG objectives**
- 👉 Reduction of **operational risks**





Freight transport

Our Freight Transport practice in India leverages advanced IoT solutions to enhance **real-time visibility**, optimize logistics flows, strengthen **operational efficiency**, and accelerate the transition toward more **resilient and sustainable supply chains**.

1

CONTEXT AND CHALLENGES



Ecological transition

Driven by **decarbonization goals**, stricter environmental regulations, and expanding multimodal transport, freight transport is shifting toward more sustainable and resilient logistics models.

Key Challenges

- High capital investments (CAPEX)
- Limited charging infrastructure
- Trade-off between cost and environmental impact



Pressure on deadlines & costs

The surge in **e-commerce**, rising expectations for **rapid deliveries**, and the need to optimize the **last mile** are intensifying pressure on **deadlines and cost efficiency** across freight transport operations.

Key Challenges

- Low margins
- Energy price volatility
- Urban congestion



Globalization and logistical complexity

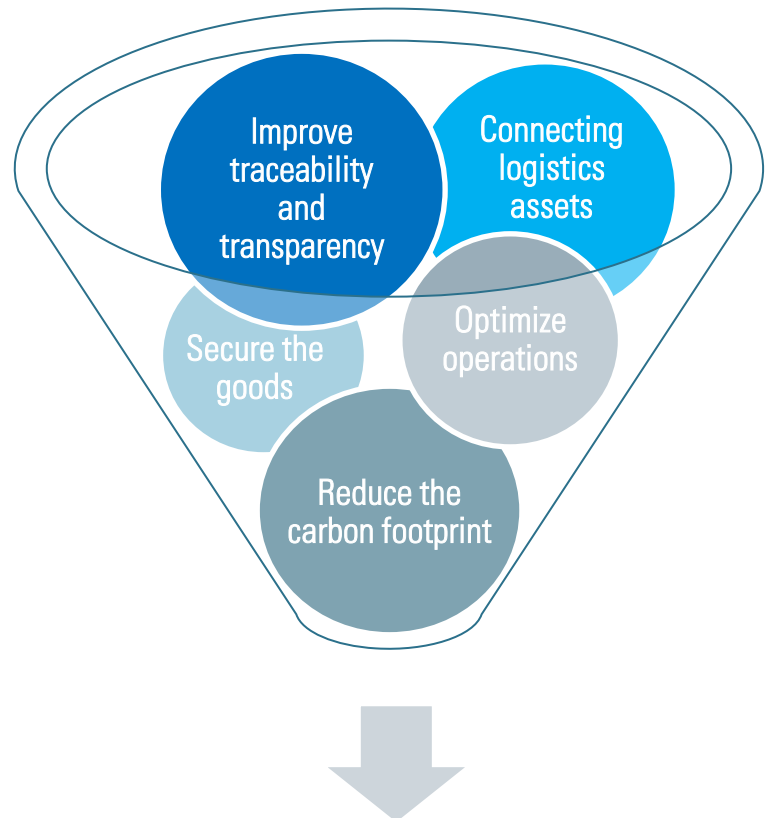
Amid **globalized supply chains**, growing **intermediation**, and increased **crisis exposure**, freight transport faces rising **complexity and resilience challenges**.

Key Challenges

- Lack of real-time traceability
- Multi-stakeholder coordination
- International regulatory complexity

2

OUR VALUE CREATION



3

VALUE CREATED BY OUR CUSTOMERS

- 👉 Provide **real-time visibility**
- 👉 Improve **delivery reliability**
- 👉 Reduce **operating costs (OPEX)**
- 👉 Secure **logistics flows**
- 👉 Accelerate **decarbonization**





Industrial and international performance

Our **Industrial and International Performance** practice in India leverages advanced IoT solutions to optimize **multi-site operations**, enhance **industrial efficiency**, and strengthen the **resilience and competitiveness** of global production networks.

1

CONTEXT AND CHALLENGES



Transformation towards Industry 4.0

Increasing **automation**, **connected sensors**, integrated **robotics** and **MES/ERP systems**, and large-scale **data exploitation** are accelerating the shift toward **Industry 4.0** to strengthen global industrial performance.

Key Challenges

- Heterogeneity of legacy systems
- IT/OT integration
- Industrial cybersecurity



Global supply chain

Amid rising **automation**, **globalized production**, and **geopolitical volatility**, industrial players must enhance the **resilience and agility** of their international operations.

Key Challenges

- Organizational silos
- Regulatory differences
- Logistical complexity



Economic and environmental pressure

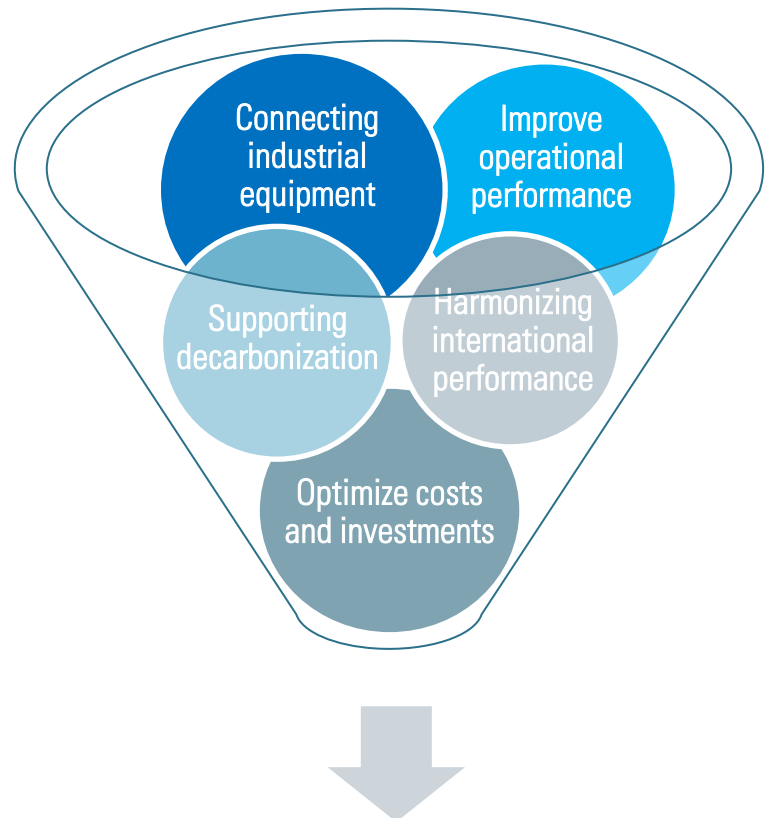
Rising **energy** and **raw material costs**, growing **decarbonization targets**, and heightened **global competitiveness** are increasing economic and environmental pressure on industrial performance models.

Key Challenges

- Cost–investment trade-offs
- Modernization of legacy facilities
- Standardization of KPIs

2

OUR VALUE CREATION



3

VALUE CREATED BY OUR CUSTOMERS

- 👉 Increase productivity
- 👉 Reduce downtime and costs
- 👉 Harmonize global performance
- 👉 Accelerate the energy transition
- 👉 Turn data into a **strategic lever**





Methodological interventions

Our integrated capabilities in **Strategy & Innovation**, **Digital Transformation**, and **Operational Transformation** position us as a strategic partner for leading organizations across **Energy**, **Urban Mobility**, **Freight Transport**, and **Industrial Performance** in India. We combine **vision**, **technology**, and **execution** to modernize critical infrastructure, enhance **operational efficiency**, accelerate **decarbonization**, and strengthen the **resilience and competitiveness** of India's key sectors at scale.



Digital transformation

Digital transformation is the technological foundation of sector transitions, enabling **real-time management** through **data platforms** and **connected architectures**.

Across **energy**, **mobility**, **logistics**, and **industry**, it leverages **IoT**, **AI**, and advanced systems to optimize **assets and operations**, ensuring **interoperability**, **data quality**, and **cybersecurity** as drivers of performance and resilience.



Strategy & innovation

Strategy and innovation consulting supports organizations in defining their **growth strategies**, designing **business models**, and structuring **innovation ecosystems** across **energy**, **mobility**, **logistics**, and **industry**.

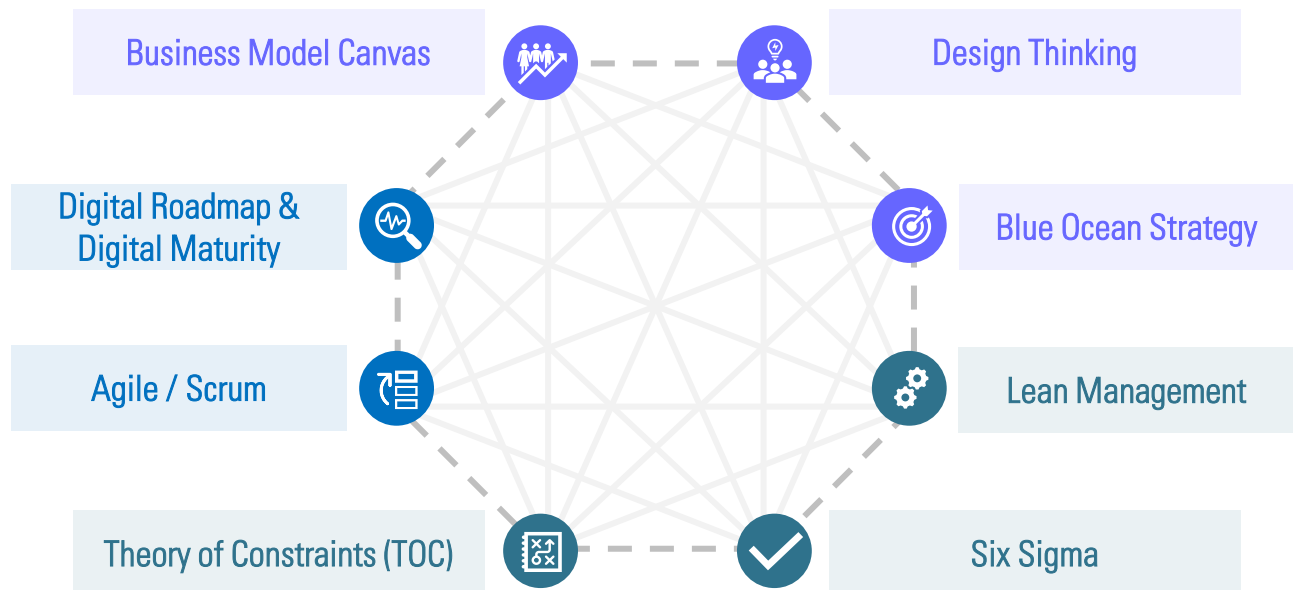
It enables the shift from **isolated projects** to a **systemic, future-oriented vision**, aligned with **market dynamics** and **climate challenges**.



Operational transformation

Operational transformation turns strategy and digital initiatives into **measurable performance** by optimizing **processes** and **operations** with sustainable results.

It enhances **energy network reliability**, improves **mobility and logistics flows**, and drives **industrial excellence** and **production flexibility**, embedding performance into daily operations.





Some examples of intervention

Below are some selected examples of **consulting interventions** illustrating our ability to translate **strategy into execution**, deliver **measurable impact**, and support large-scale **IoT and transformation programs** across key sectors.



Digital transformation

Definition of target digital architectures

Implementation of IoT solutions

Deployment of advanced data and analytics platforms

Integration of MES, ERP, TMS, WMS and business systems

Digital twin development

Implementation of MaaS solutions or smart logistics platforms

Deployment of AI tools

Management of multi-site digital transformation programs



Strategy and innovation

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

Defining multi-sector decarbonization strategies

Designing new economic models

Market positioning studies and international competitive analyses

Structuring innovation ecosystems and technological partnerships

Defining international expansion and local establishment strategies

Identification and prioritization of high ROI IoT/data use cases

Building business plans for smart city, logistics or industrial projects



Operational transformation

Optimization of energy network operating processes

Reconfiguration of urban mobility or logistics flows

Implementation of industrial operational excellence approaches

Last-mile optimization and logistics pooling

Deployment of conditional and predictive maintenance

Reorganization of value chains and international operations

Industrialization of digital pilots

Change management and skills development



STRAT & IOT

ACTIVITIES

SKILLS

DISTINCTION

Our differentiate know-how

Our **differentiated know-how** is built on a unique combination of **international expansion expertise**, deep understanding of **hazardous and process-driven environments**, and proven experience in delivering **large-scale IoT digital transformation programs** across industry, energy, and transport.

Through strong **local partnerships**, strategic collaboration with **leading academic institutions**, and an operational footprint in Africa and internationally, we combine **execution agility**, **talent development**, and structured **change management** to deliver sustainable, high-impact transformation outcomes.



A strong understanding of process-driven and hazardous environments

This expertise, inherited from the **gas sector**, enhances **mine safety**, anticipates **critical risks**, and improves the **reliability of operations**



Local partners

A strong network of **operational partners across multiple countries** enables the delivery of **turnkey projects**, from installation to supervision



International expansion

An **international strategy** differs fundamentally from a national one, and strong **local market knowledge** is a critical success factor



Change impact mitigation

Implementing software or introducing digital processes can disrupt teams, making structured **change management** essential to ensure adoption and performance



Indian subsidiary, our international hub in Asia

Beyond contributing to the local economic and social ecosystem, a subsidiary acts as a catalyst for faster **decision-making** and more agile **execution**



Management of large-scale IoT digital transformation projects

Leading complex, multi-sector programs across **industry, transport, and energy**, including highly regulated and process-intensive environments



Partnership with leading Ivorian institutions for talent management

Strengthening consultants' skills and creating value for industrial clients through strategic partnerships with top Ivorian schools



STRAT & IOT CONSULTING



Office locations

INDIA – Hyderabad – Regus Asian Suncity - Level 15 - Kothaguda Village

IVORY COAST – Abidjan

FRANCE – Paris (Headquarter)