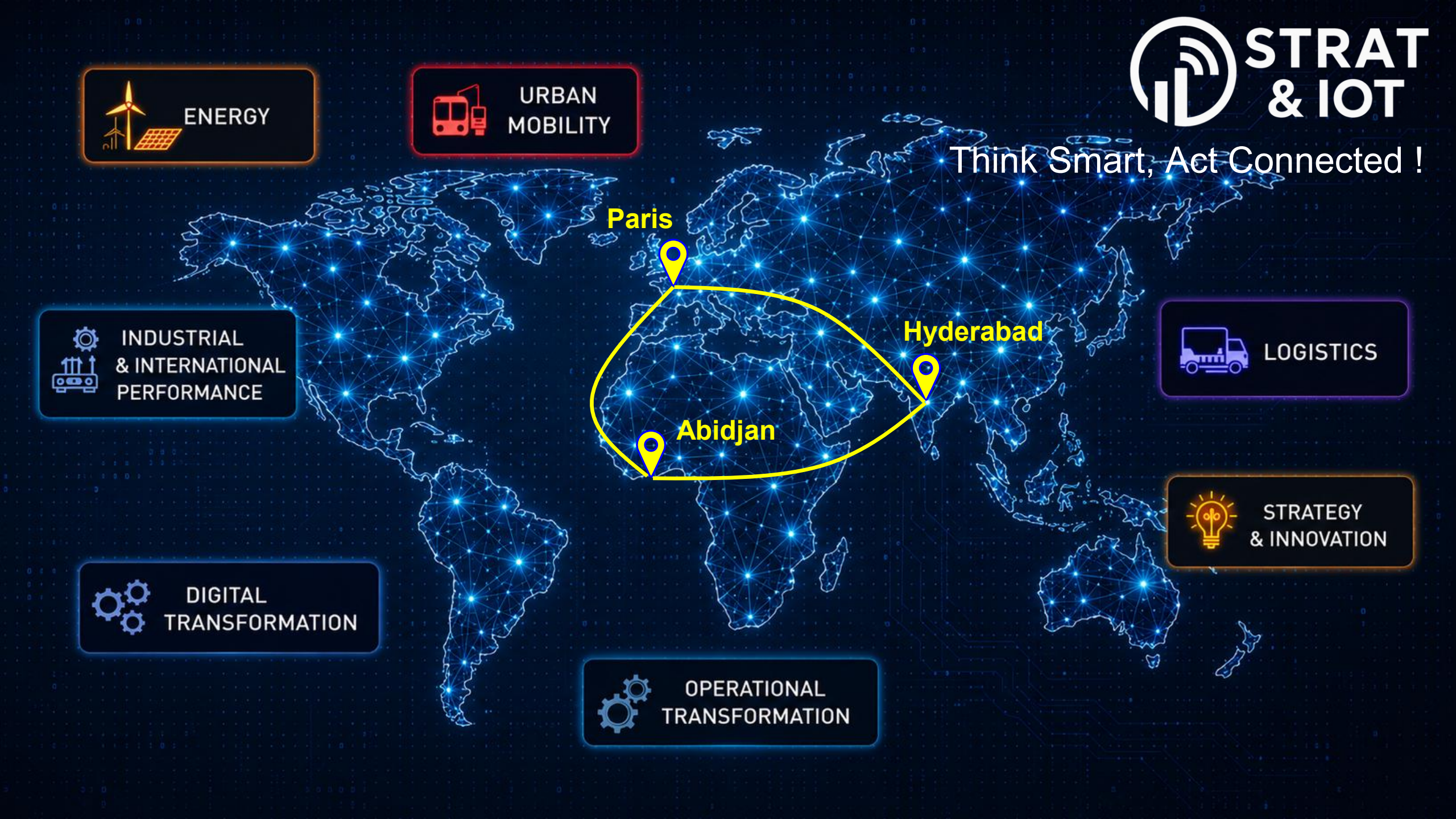

STRAT & IOT
Think Smart, Act Connected !
ENERGY
URBAN MOBILITY
INDUSTRIAL & INTERNATIONAL PERFORMANCE
LOGISTICS
DIGITAL TRANSFORMATION
STRATEGY & INNOVATION
OPERATIONAL TRANSFORMATION
Paris
Hyderabad
Abidjan

The challenge facing industry today

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

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

STRAT & IOT CONSULTING

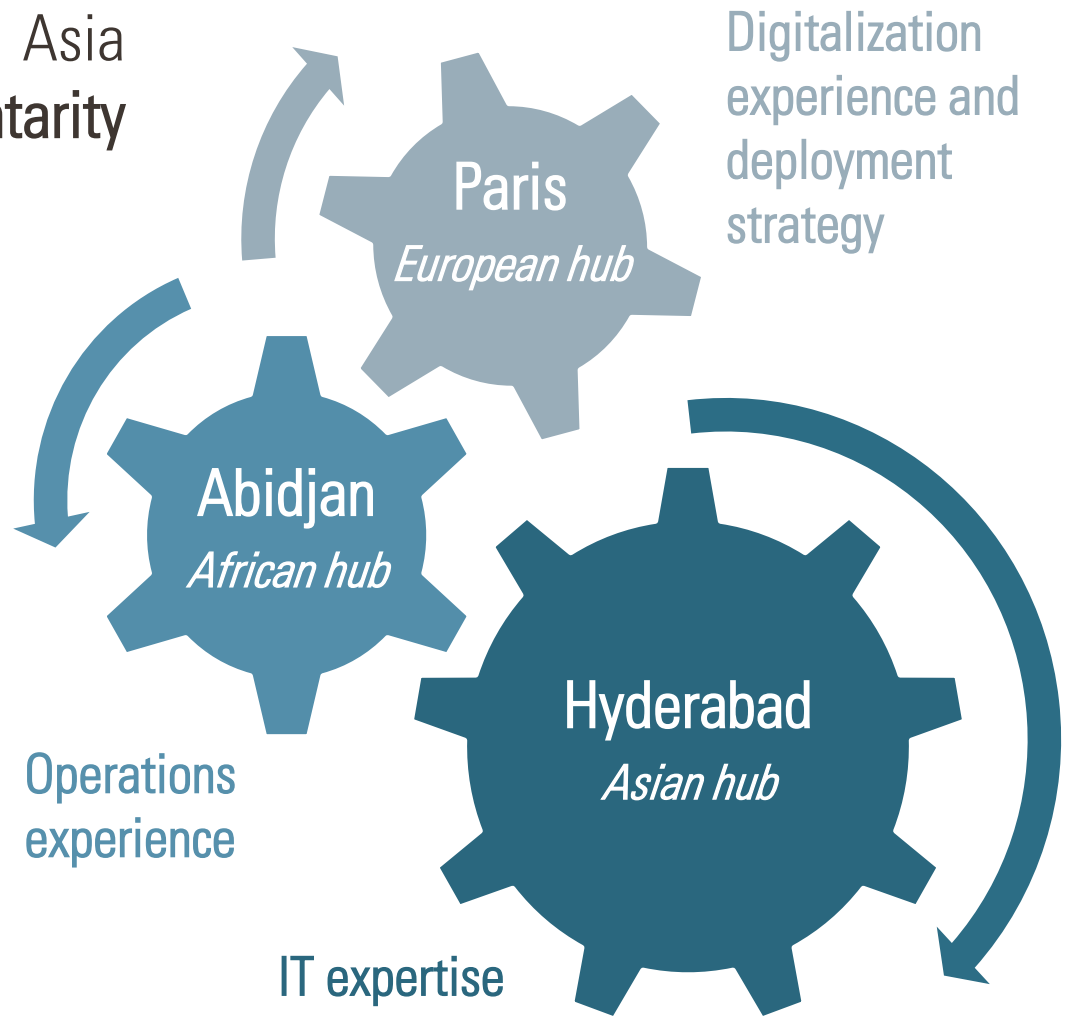
- ✓ Embedded IoT expertise
- ✓ Strategic vision
- ✓ Ecosystem network
- ✓ Field execution
- ✓ Practitioner, not theorist

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

The diversity of international development

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





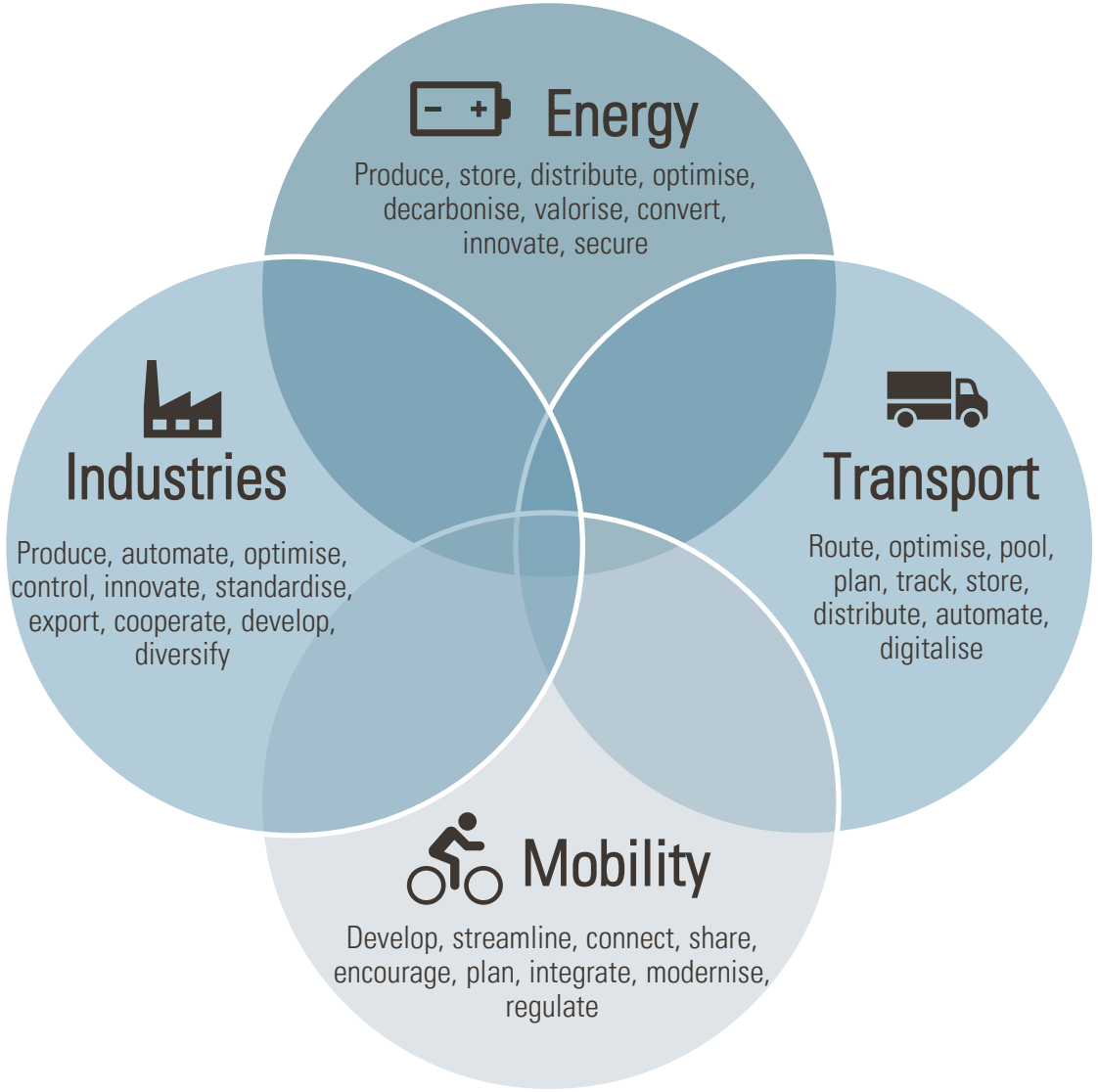
A combination of industrial and consulting expertise

Strategy & innovation

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

Digital transformation

- Strengthen agility
- Modernise operations
- Support sustainable performance



Operational transformation

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

Results commitment

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

Our differentiating factors

5 reasons to work with Strat & IoT

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

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

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

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

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

STRAT & IOT



