STRAT & IOT



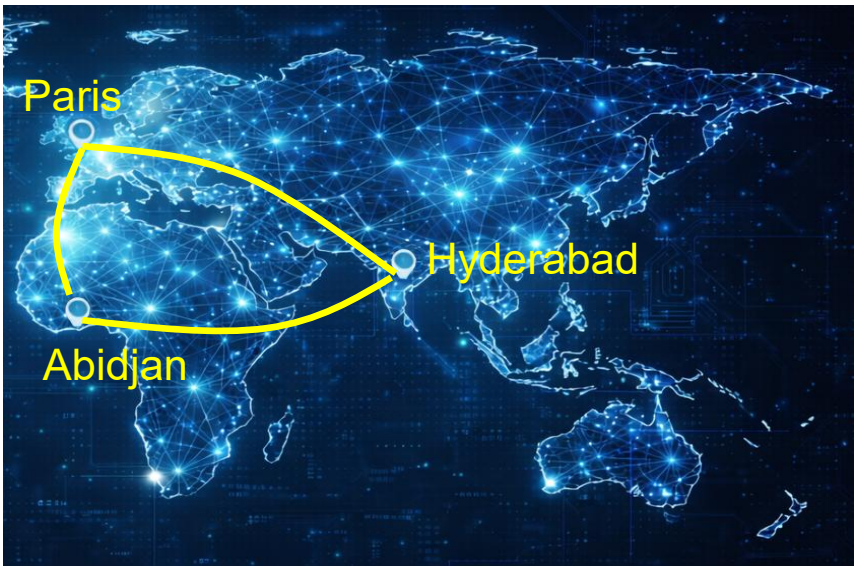
Solutions to strengthen the operational excellence

Strat & IoT
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**.

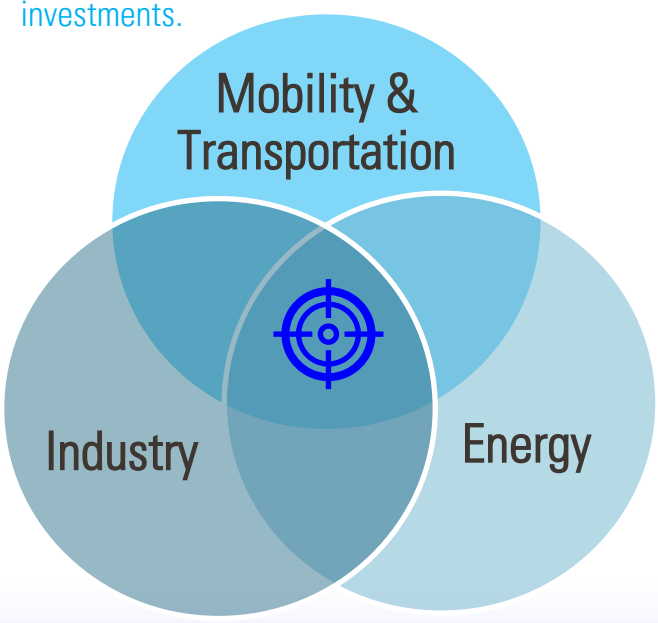


Ivory Coast represents our **strategic anchor in Africa**: **market proximity**, deep understanding of **local challenges**, and strong **regional execution capacity**.

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.

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

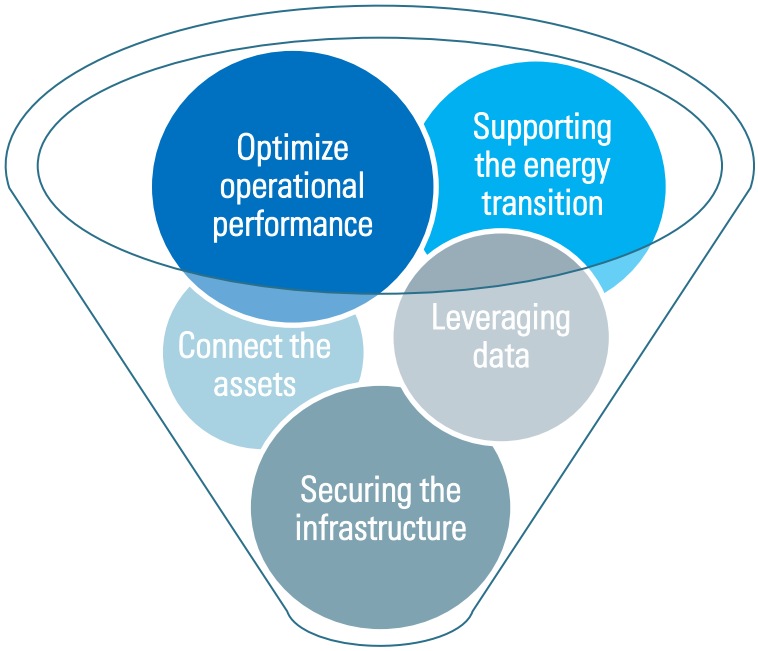
- **Infrastructure safety**
- **Leak detection**
- Integration of **biomethane / hydrogen**
- **Emissions reduction**

🌡️ 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

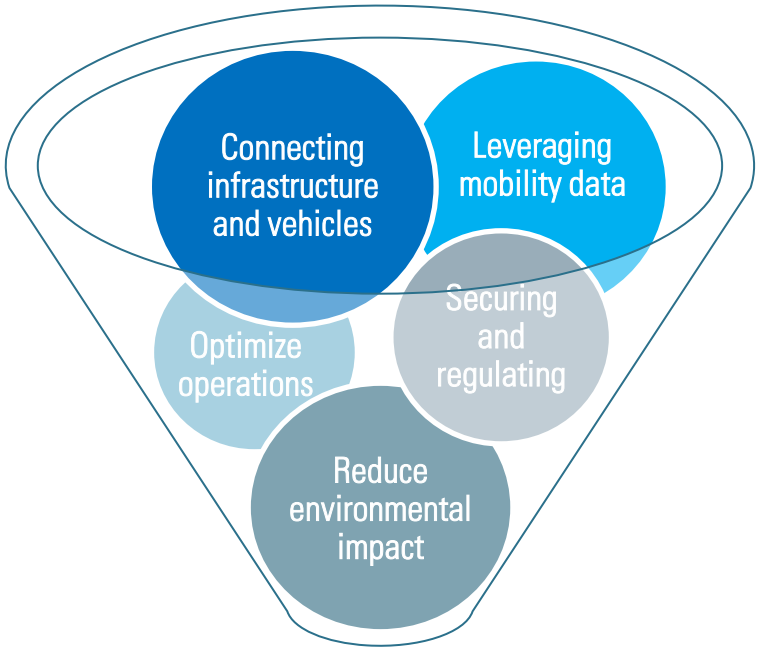
🚙 Urbanization and congestion

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

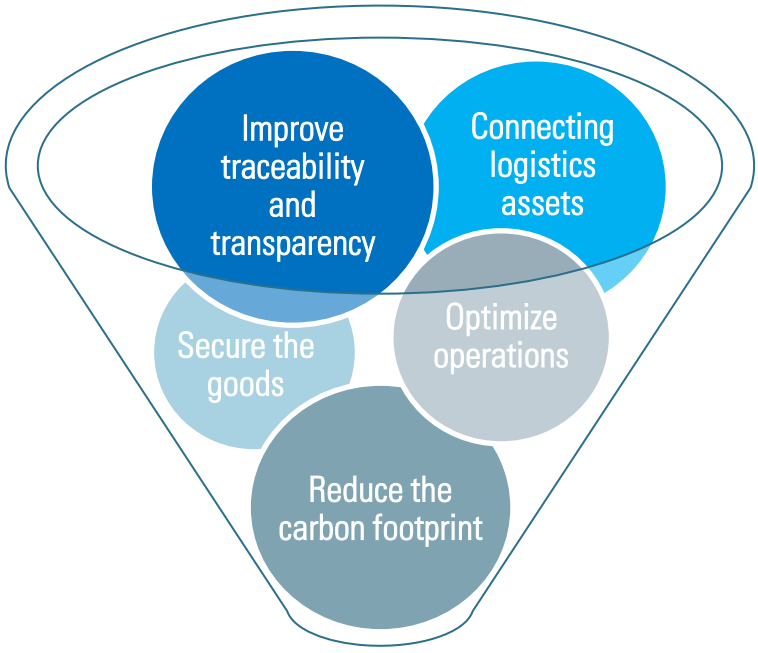
🌎 Globalization and logistical complexity

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

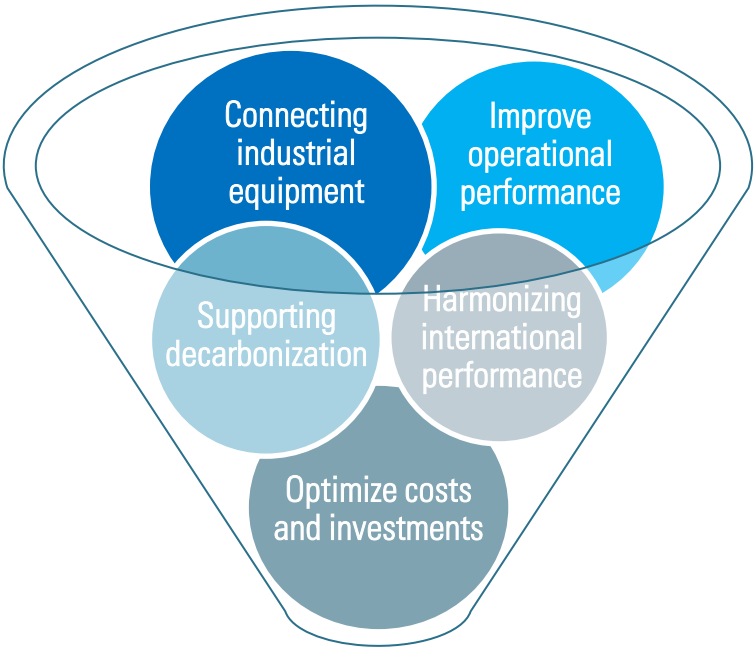
Economic and environmental pressure

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

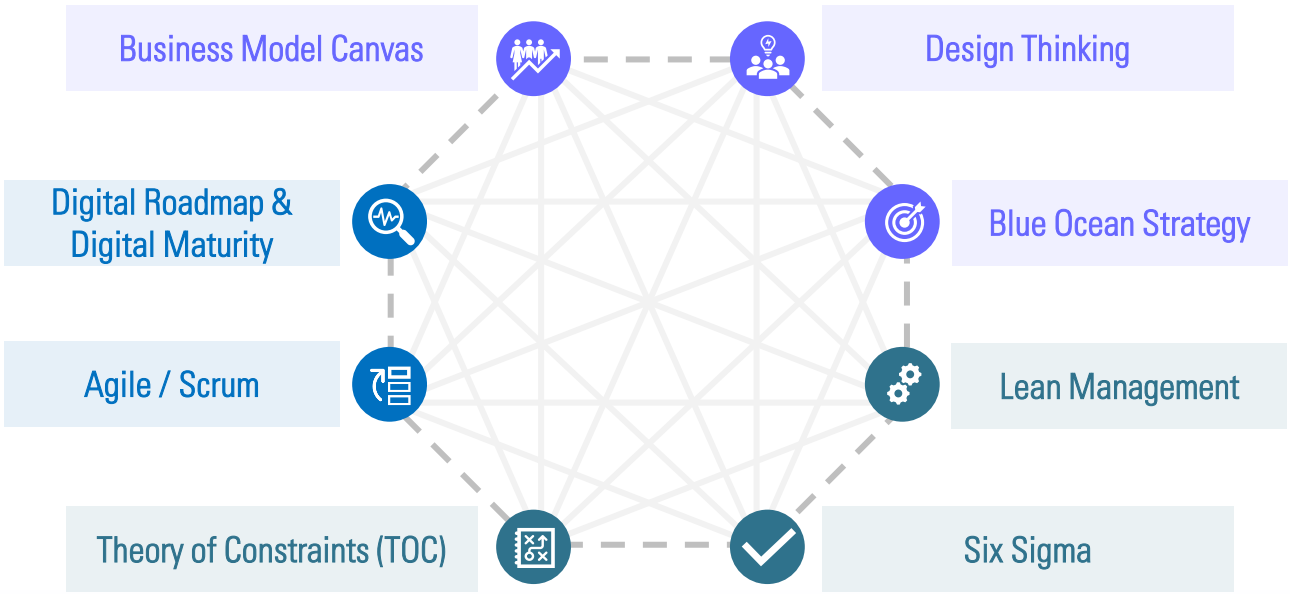
Strategy and innovation consulting supports organizations in defining their **growth strategies**, designing **business models**, and structuring **innovation ecosystems** across **energy**, **mobility**, **logistics**, and **industry**.

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

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

<u>Office locations</u>

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

IVORY COAST – **Abidjan**

FRANCE – **Paris (Headquarter)**