



SGS

STRATEGIC GROWTH SERVICES

EXPANDING YOUR HORIZONS

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All strategy-making walks on two feet, one deliberate, the other emergent.

Henry Mintzberg

”

A TIME OF ENERGY TRANSITION

The global energy picture is changing – for some it is a challenge, for some an opportunity. To turn the challenge to opportunity, robust business strategies and action plans are needed to transition from current to future energy scenarios.

Strategic Growth Services (SGS) provides a range of bespoke consulting services. SGS's core services increase project acquisition rate and enable the development of credible long-term business growth strategies to navigate the energy transition.

Our methodology promotes rigorous alignment of strategies and action plans, which, when combined with reliable project intelligence, ensures that only the most productive opportunities are pursued.

This is delivered by a global network of experienced strategy and business development executives. Our vision is to provide a range of bespoke consulting services, to be the seamless strategy resource of choice that clients need to ensure project success and to enable their business growth.

Drive business

SUCCESS

EXPANDING YOUR HORIZONS

SGS AND THE EIC

As part of Strategic Growth Services' service portfolio, SGS Business Strategy Analysis is a bespoke, independent service developed in partnership with The Energy Industries Council (EIC).

Established in 1943, the EIC is a not-for-profit organisation with a membership of over 650 member companies that delivers goods and services to energy industries worldwide. It provides one of the most comprehensive sources of energy projects and business intelligence in the energy sector and is the leading trade association, providing dedicated services to help members understand, identify and pursue business opportunities globally.

As a valued partner company of the EIC, SGS supports businesses by accessing and utilising the extensive market information contained within EICDataStream.



Working in partnership with
THE EIC & YOU

EPIC BENEFITS OF OUR BUSINESS STRATEGY ANALYSIS



We provide:

Expertise

The analysis will be overseen by one of SGS's principal consultants. These consultants have, on average, 30 years senior leadership experience, supporting strategy development. SGS is led by John Young who has more than 35 years in the upstream and downstream sectors of the oil and gas business. He has held senior positions responsible for operations in Europe; the Middle East; Africa; South East Asia; North & South America.

Most recently, as CEO, he oversaw the sale of one of Shell's Technology Venture companies. Prior to that he has held executive roles with SNC Lavalin as General Manager of its upstream business; Executive Vice President of KBC's EMEA operations and senior roles at Honeywell's UOP including leading their business growth initiative into Russia and FSU. John is a Chartered Engineer and Fellow of the Institute of Chemical Engineers.



Prioritised

The strategic recommendations will be focussed on maximising your business returns.

Independent

The SGS Business Strategy Analysis takes a 'Cold Eyes' review of your business opportunities to help support future growth and direction.

Credible

EICDataStream is the EIC's leading project tracking database, containing information on energy projects from the inception stage all the way through to completion. Updated daily by expert analysts in London, Kuala Lumpur, Houston, Rio de Janeiro and Dubai, EICDataStream holds data on over 9,000 active and future CAPEX projects in all energy sectors across the world.



EPIC
BENEFITS





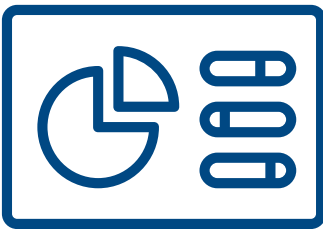
ENGAGEMENT WITH SGS

SGS services are provided in three phases:

Phase 1 – Initial Analysis

Phase 1

INITIAL ANALYSIS



- Confirm customer goals and agree the basis of a “Best Fit” Project.
- Use EICDataStream to search projects matching “Best Fit” criteria in a time period meeting customer’s strategic outlook.
- Provide an EICDataStream report of the initial “Best Fit” screening for review.
- Perform an in-depth analysis of the shortlist versus “Best Fit” criteria.
- Determine the potential value to identify leads for focus.
- Consider match of client and project to estimate probability of success.
- Deliver a PowerPoint report summarising the bespoke analysis and providing recommendations for next steps.

Phase 2

BROADER ANALYSIS



Phase 2 – Broader Analysis

The second phase provides a broader review of the energy industry opportunities to establish how the client’s core competencies can provide leverage to enter and succeed in a wider market. This analysis is similar to Phase 1, but broadened to include:

- Additional, or unserved Regions/Countries.
- Additional, or unserved Energy Sectors.
Focus on specific customers/contractors/ technologies.

Depending upon customer needs this can be incorporated into Phase 1.

Phase 3 – Strategy Development and Execution

Building on from phases 1 and 2, phase 3 concentrates on producing strategies for growth and success, by developing:

- Energy Sector Growth Strategies.
- Country or Regional Growth Strategies.
- Customer Engagement Strategies.
- Project Acquisition Strategy.
- Supporting KPI Structures.

Step 3

STRATEGY DEVELOPMENT & EXECUTION



EXPANDING YOUR HORIZONS

Interested in
FINDING OUT MORE?

Please email SGS at:
MOREINFO@STRATGROWTHSERVICES.COM



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