



AVG KEY PROJECTS 2019 – 2020

1) TRAINING

- a. Business Engage: LEADERS' WALK CHALLENGE- Jumpshift Worth Training
- b. Business Engage: Rapid Turnaround Jumpshift Worth Training - Master Classes

2) Client: Pet Food Industry Global Leader

- a. 2018 - 2019
 - i. Fully Fledge Business Review.
 - ii. Setting up of Marketing, NPD processes.
 - iii. Setting up of Strategic Product Portfolio.
 - iv. Setting up NPD pipeline Priority Matrixes.
 - v. Setting up Company Brands Architectures.
- b. 2019 – 2020
 - i. Full Business Review and Strategy Set up for Incubation and Turnaround.
 - 1. 1. Enterprise / Group Structure
 - 2. 2. Constitution(s) / Mandate(s)
 - 3. 3. Governance, Audit & Risk
 - 4. 4. Brand(s) / CI
 - 5. 5. People / Culture
 - 6. 6. Financial
 - 7. 7. Systems & Processes
 - 8. 8. Customers
 - 9. 8. M.I.S / Management Reporting
 - 10. 9. Functional / Departmental
 - 11. 10. Competitors
 - ii. Business Incubation and Turnaround Strategy and Plans set up.
 - iii. Debt restructure advisory.
 - iv. Board positions Interim Management.

3) On Line/Ecommerce Projects:

- a. On Line Direct to Consumer Pet Food Project:
 - i. Pre Qualification and Deal Set up.
- b. On Line Cosmetic Project:
 - i. Pre Qualification and Deal Set up
- c. On Line Remote Learning Project:
 - i. Pre Qualification
- d. On Line Consumer Micro Lending Project:
 - i. Pre Qualification
- e. On Line Crypto Currency and Trading Project:
 - i. Pre Qualification

4) Renewables & New Energy

- a. Pre Qualification/Market Assessment and Deal Set up for:
 - i. Direct to Consumer Wind Generation project.
 - ii. Waste Management and Power Generation project.
 - iii. Emulsion Power Generation project.
 - iv. Solar Power Generation project.
 - v. Alternative Gas Distribution Project

5) Retail and FMCG Africa

- a. Business Analysis and Entry Recommendation in Africa for major European Retailer.
- b. Business Analysis and Entry Recommendation in Africa for major Italian Cosmetic player.
- c. Hair Care / Skin Care / Cosmetic Market Business Assessments and Entry Market Strategy in Africa for different 3 Global Investors.
- d. Distribution Set Up analysis and Recommendation in Nigeria/South Africa/East Africa for 2 Global Investors.

6) Food and Beverages

- a. Restaurant COVID19 and Post COVID19 Strategic Assessment, Business Strategy Definition.
- b. Premium - Niche on line Food business Pre Qualification .

7) Health Care

- a. Clinic Business Pre Qualification, Market Assessment, Operating Model set up and Expansion Plan.