

A photograph of two mountaineers on a snowy mountain peak. One climber in a blue jacket is on the left, and another in a red jacket is on the right, reaching up to assist. The background shows a vast, snow-covered mountain range under a clear blue sky.

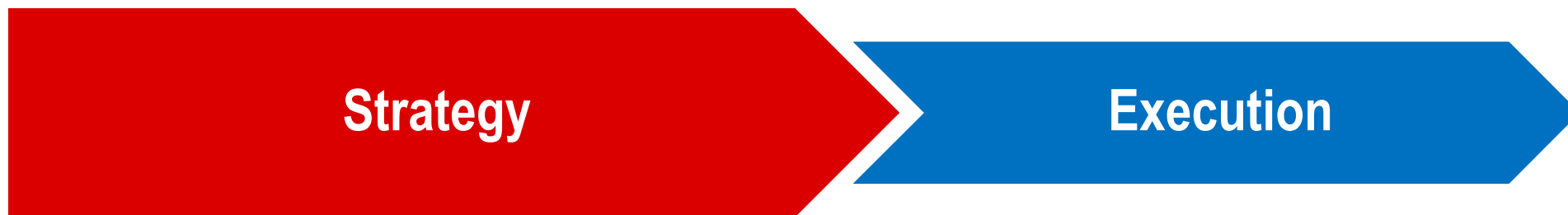
execon partners
NEXT LEVEL EXECUTION

**WE HELP COMPANIES EXECUTING THEIR
STRATEGIC PROJECTS ON-TIME AND IN-FULL**

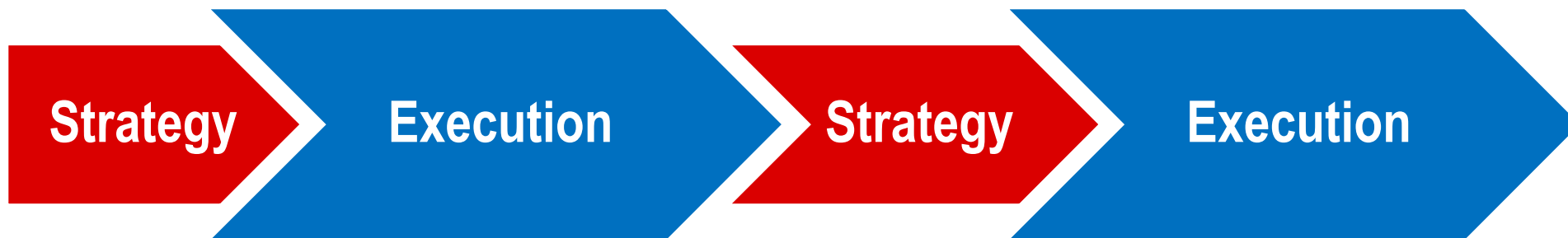
Execution is the biggest challenge in a world growing ever more complex

STRATEGY TO EXECUTION CYCLE

FROM:



TO:



→ “Good execution over strategy separates leaders from players in the marketplace. It is in execution where you succeed or fail.”¹

¹ Andrew Penn, former Chief Executive Officer at AXA Asia Pacific

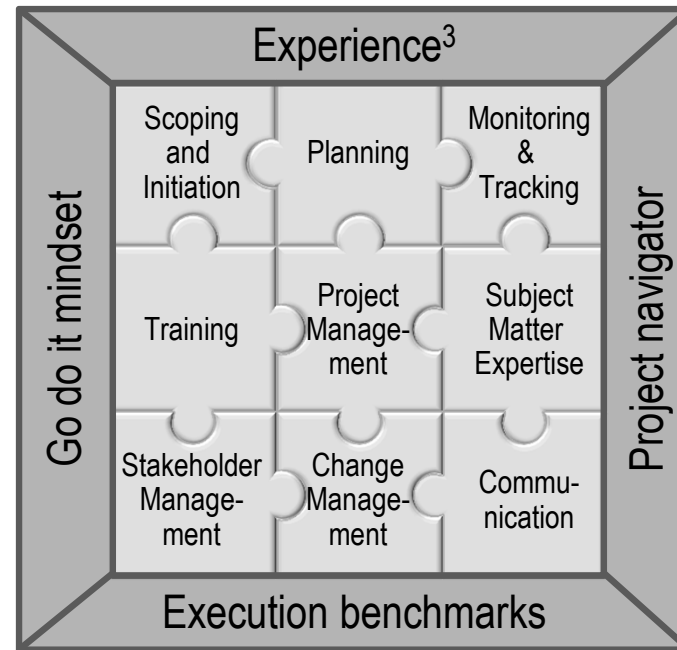
How we make the difference

TRADITIONAL APPROACHES TO EXECUTION



- Limited execution experience
- Emphasis on single aspects / “what” rather than “how”
- Consultants mindset

THE **execon** partners WAY

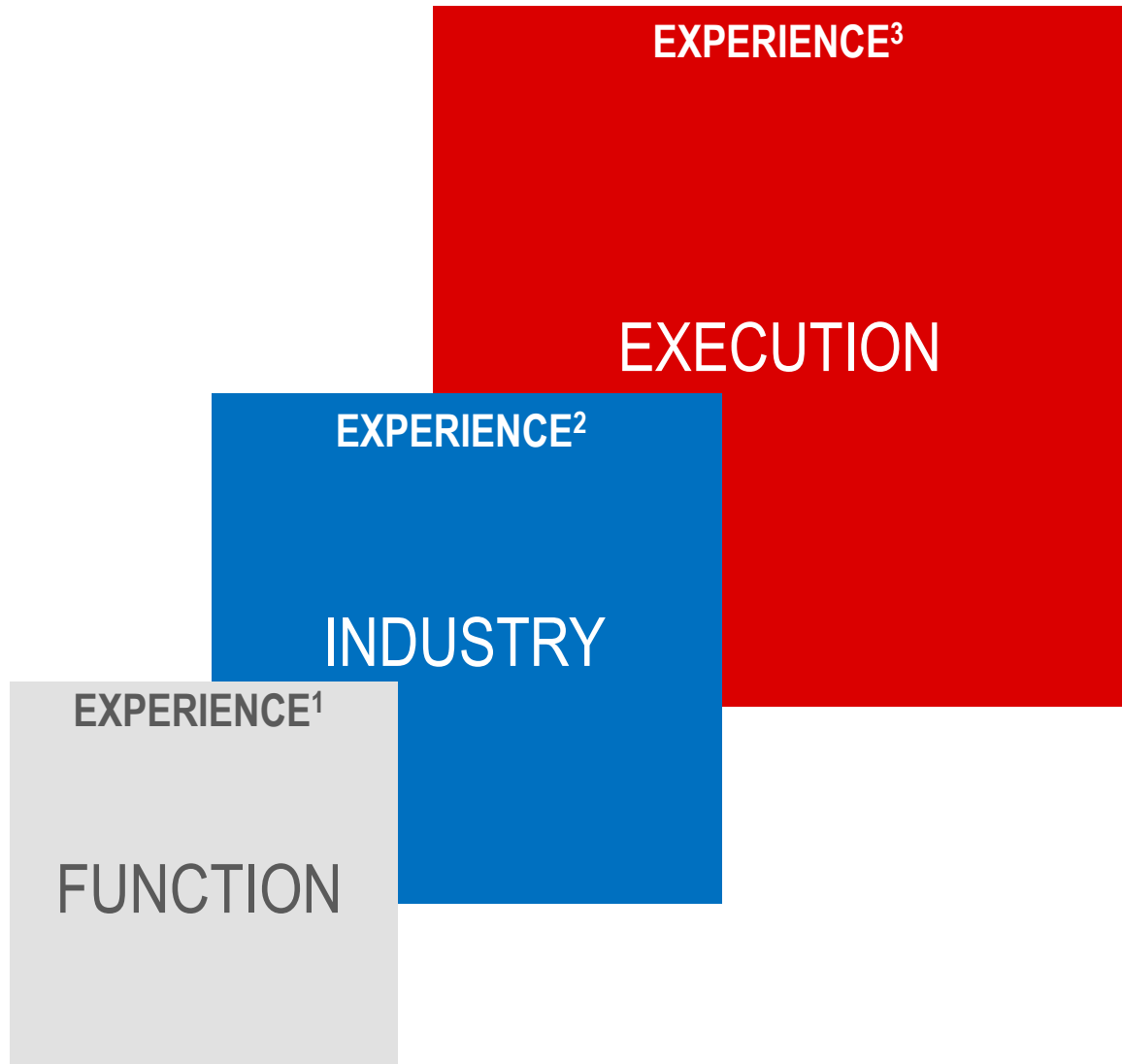


- Extensive execution experience
- Address the big picture / “how” at least as important as “what”
- Go do it mindset

How we make the difference – Experience³



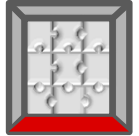
CONCEPT



EXPLANATION

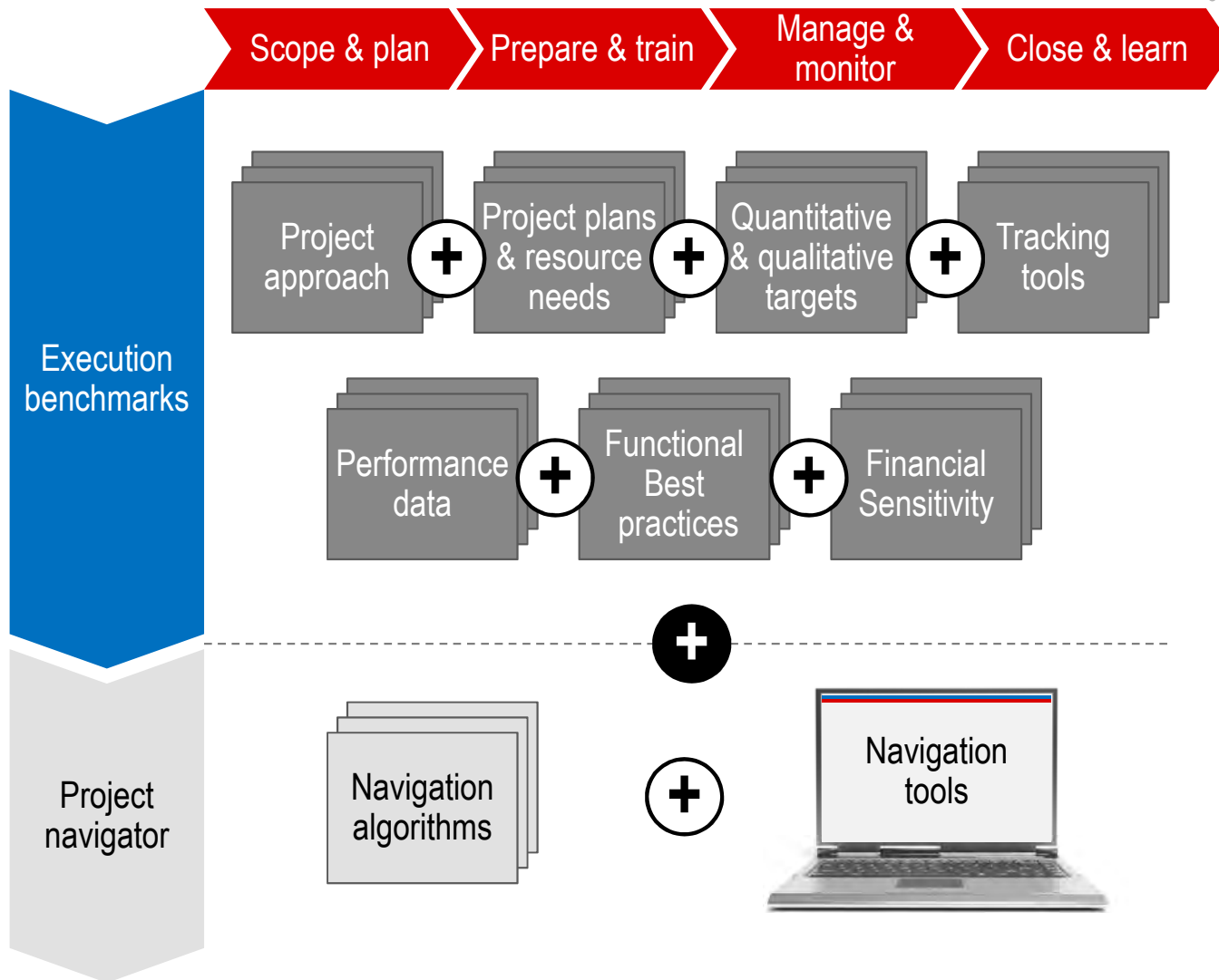
- Extensive experience, with more than 100 strategic projects conducted
- Clear industry focus on chemicals and life sciences
- Expertise in all functions along the value chain
 - Sales & marketing
 - Operations
 - Innovation / R&D
 - Supply chain

How we make the difference – Execution benchmarks



CONCEPT

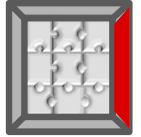
EXPLANATION



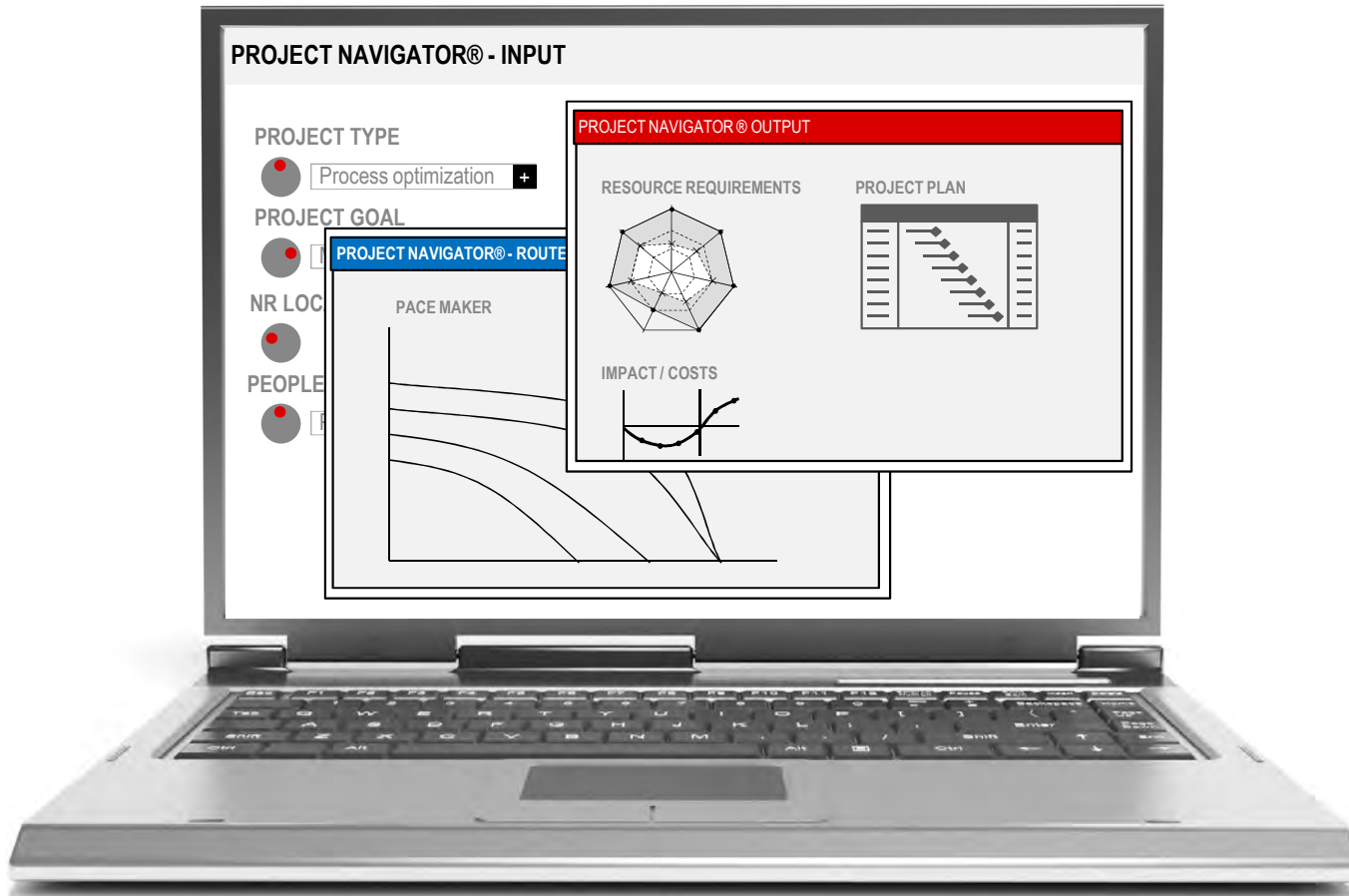
- Broad base of benchmarks
 - Industry + function-specific
 - KPIs, best practices, and project management tools
- Extensively used throughout project lifecycle
- Base for Project navigator[®] algorithm-based software to define project scope/goals and manage it in a tailored way

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How we make the difference – Project navigator[®]



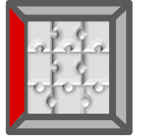
CONCEPT



EXPLANATION

- Tailors a project's approach/plan upon the company's needs and capabilities
- Input: project types, project goals, locations, people impacted
- Route: pace of change, constraints
- Output: resources, plan, impact/costs
- Significantly increases chances of success

How we make the difference – Go do it mindset



THIS ...



RATHER THAN THIS!

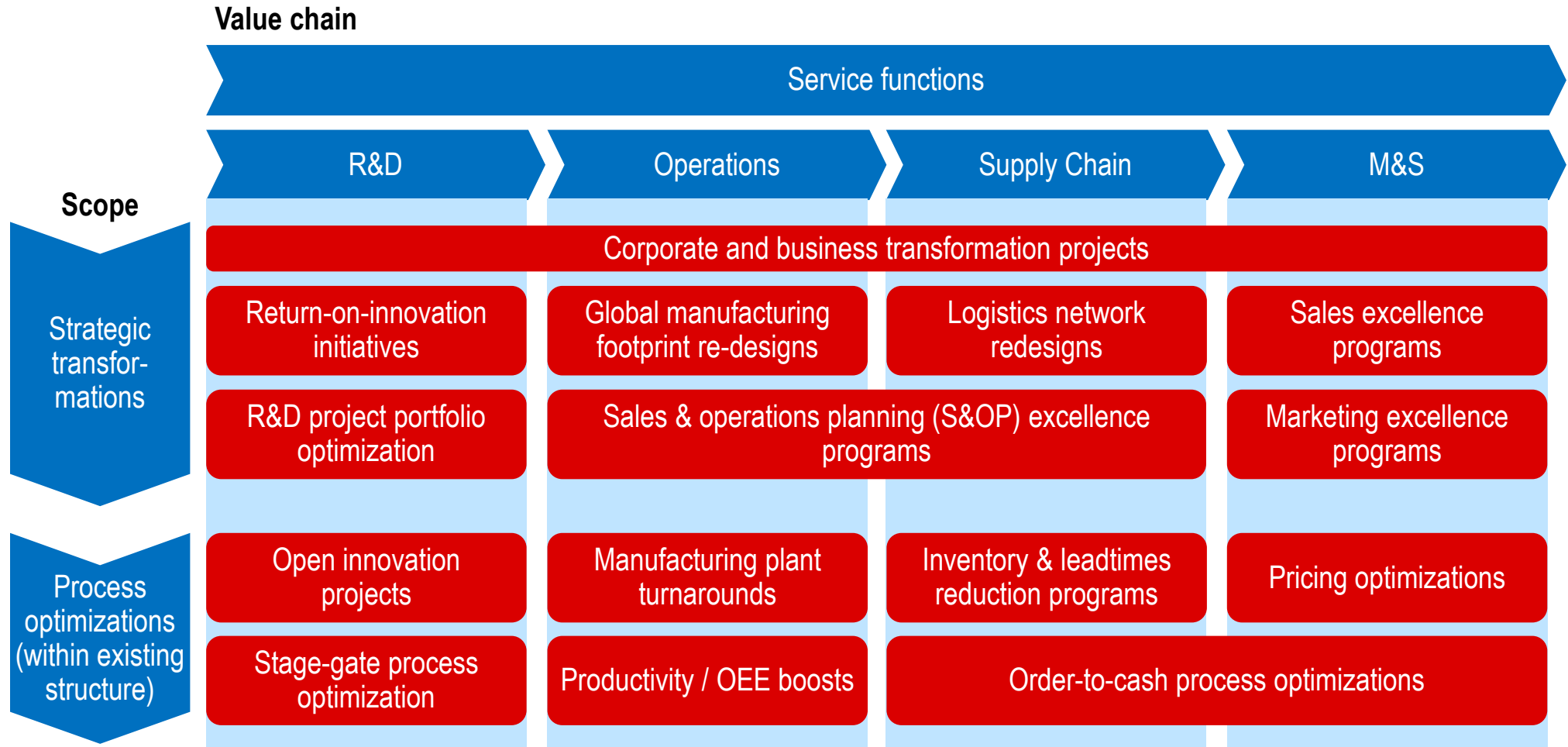


- We act like “entrepreneurs within the company”
- More transformation, less presentations & reports
- Variable remuneration based on impact – where appropriate

... and: our partners and senior experts are extensively involved in project management, thus sustainably transferring know-how to our clients

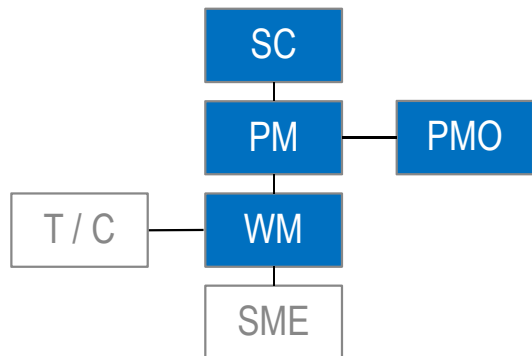
Our typical projects focus on topics along and across the main value stream functions

NOT EXHAUSTIVE

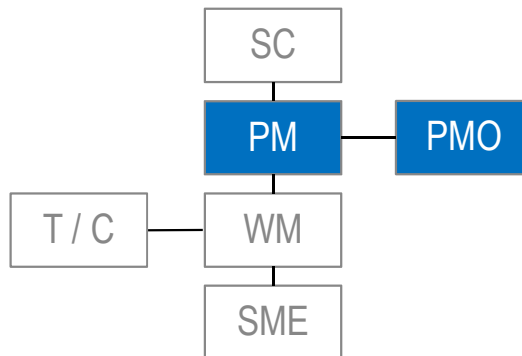


We tailor our staffing based upon our clients' needs

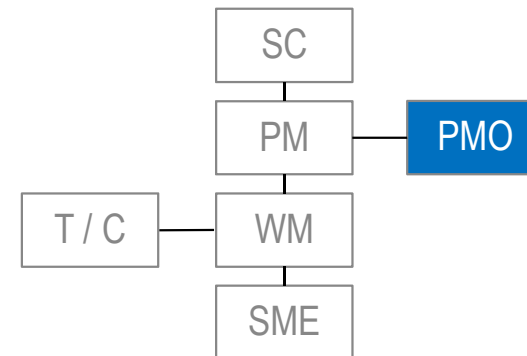
CLASSICAL



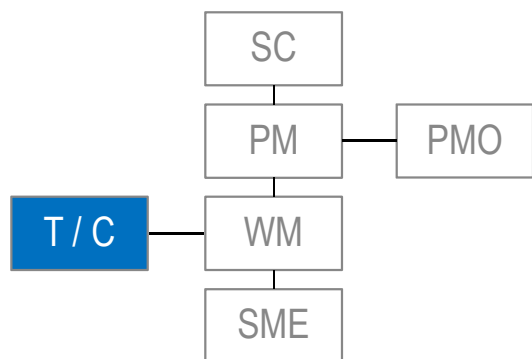
PROJECT MANAGEMENT



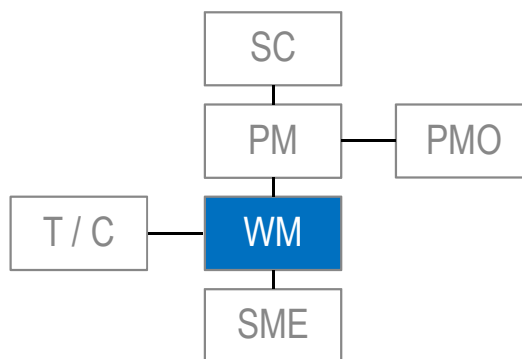
PROJECT OFFICE SUPPORT



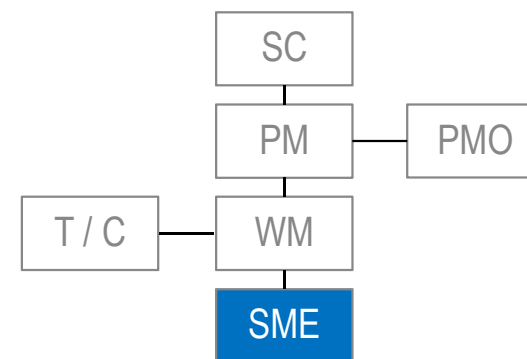
TRAINING & COACHING



WORKSTREAM MANAGEMENT



SUBJECT MATTER EXPERTISE



 Project role with execon partners involvement

SC Steering Committee	PM Project Manager	PMO Project Management Office	WM Workstream Manager	SME Subject Matter Expert	T/C Training / Coaching
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ARE YOU AIMING FOR THE TOP?

