Brochure

Streamlining your business with technology.

Edited on August 21, 2023 for General Audience

Lleed & Partners SARL

Rue de la Cité 1, C/O Multiburo, 1204 Genève Switzerland

www.lleedpartners.com

Working today for tomorrow.

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Getting acquainted

At a glance

3

Years since founding



Team members

18/24

Global timezone hours covered

History 🖔



Team ≗≥

We boast a vibrant team of sharp IT graduates from top institutions like ETH Zurich, complemented by seasoned senior executives and agile business professionals, ensuring both cutting-edge innovation and tested expertise for our clients.

Technology for the

future

Vision

We prioritize understanding

needs, before leveraging our

development. While adept at utilizing AI and ML tools, we

always ensure they serve the

skills in consulting, process

and addressing business

streamlining, and app

larger business vision.



To production and beyond, we grow state-of-the-art prototypes to workhorses, bringing the most added value to your organisation.

Global reach



As a Swiss-based company, Lleed & Partners now accompanies clients worldwide, with offices in Europe and a growing presence in Asia.

Our skills

From upstream consulting to scalable delivery, we bridge the journey with expertise in data science, project management, and app development. Envisioning, designing, and executing with a holistic approach at every step.

Key expertises

Business Strategy Consulting Ĉੂੰ

Crafting tailored business strategies, ensuring technology seamlessly integrates to realize your objectives.

Artificial Intelligence and Big Data

Developing robust AI and ML solutions, fostering their integration for optimized business outcomes.

Data Science and Analytics

Harnessing the power of your data to derive actionable insights, driving informed decision-making.

Process Optimization _____

Refining and reengineering processes to eliminate inefficiencies, paving the way for smoother operations.

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Support domains

Web and App Development

Designing intuitive web and mobile applications that fit seamlessly into your operational framework.

Security and Confidentiality

Prioritizing data protection, implementing top-tier security measures to uphold data integrity.

Project Management 📴

Coordinating projects from inception to completion, ensuring milestones are met and quality remains paramount.

Infrastructure and Cloud

Establishing resilient infrastructure solutions, maximizing the advantages of cloud technology.

Case studies

We have helped some of the world's largest companies streamline their business with technology.

Important notice about confidentiality

We are proud to have worked with some of the world's largest companies, but we are also bound by confidentiality agreements. We have therefore not been able to disclose the full details of our work, and have had to remove some of our clients from this brochure.

Some details, such as actual project names, screenshots or other details, have been altered or removed to preserve confidentiality.

Automating metal quotation at RioTinto

We bridged the customer and trading operations at RioTinto, automating the metals quotation process. The platform is now a staple of RioTinto's customer relationship and backoffice processes.

RioTinto Working with us since 2020.

8s

Average time to obtain metal price, down from 17min, free of human errors



Daily active users

Business Strategy Consulting, Process Optimization, Data Science, Artificial Intelligence, Web Development, Project management, Cloud.

Context

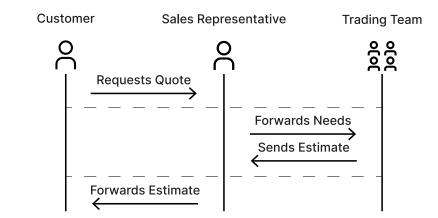
Pricing metals is a complex and critical task, that requires a good understanding of current economics, as well as supply chain statuses and forecasts. Providing a price to end-customers proved to be a tedious task, involving multiple trading teams. This process was slow and inefficient, frustrating for both customers and team workers.

Solution

We helped RioTinto build a web portal that is accessible by customer service representatives, traders, as well as backoffice teams. This portal not only provides real-time metal prices, but keeps track of the whole lifecycle of deals and propagates sales to other internal systems.

The portal has now grown to accomodate multiple metals as well as marine, freight and bunkers.

Without Auto-Quotation / Before



With Auto-Quotation / After



High-level diagram of the pricing portal.

In the future

The portal will be extended to feed data to other internal systems, and may be opened directly to the client for a digital-first experience.

Streamlining freight trading at Louis Dreyfus Company

We parsed, structured and enriched trading data from multiple sources and channels to provide a unified overview, resulting in better decisions taken faster.



10+

Unstructured data streams valued thanks to language parsing and Al techniques

<2s

Average delay from message reception to screen update

24+

Months of high-frequency historical market positions now available for analysis and ML

Data Science and Analytics, Big Data, Artificial Intelligence, Web Development, Project Management, Confidentiality Management, Cloud.

Context

The Freight Trading Desk at Louis Dreyfus Company deals with multiple over-the-counter parties, such as FFA brokers. Communication is often informal, through channels such as WhatsApp. The lack of structured data did not allow the trading team to take informed decisions, nor to better reflect on past market situations.

Solution

We leveraged state-of-the-art Natural Language Parsing techniques to convert unstructured data such as texts and email to a standard format, then aggregate and compare data. End-users access a highly performant dashboard, enabling swift decision. The dashboard now also integrates other information, such as real-time bunker prices.



Close-up view of the screen prototype. Aggregated data allows for easy and uncomprimising comparison, as well as advanced data analytics and plotting.

In the future

The data parsing pipeline is going to be uncoupled to allow structuration of other sources. The screen is undergoing an upgrade to become the central timeseries data access point at LDC.

Working with us

Our team

From at-the-edge institutions, driven by a passion for technology and business, our team is the backbone of our success.

Key members



Mr. DORGE, Pierre Co-founder, joined 2019

UNIVERSITY

ETH Zürich, EPFL

FIELDS

Infrastructure, DevOps, AI at Scale, Data Science

LinkedIn in



Mr. LAUNAY, Titouan

Co-founder, joined 2019

UNIVERSITY

MIT, INSA Lyon

FIELDS

Infrastructure, DevOps, Al at Scale, Data Science

LinkedIn in



Mr. LEFÈVRE, Auguste

Partner, joined 2021

UNIVERSITY

ETH Zürich, EPFL

FIELDS

Artificial Intelligence, Machine Learning, Data Science, Software

LinkedIn in

Extended members

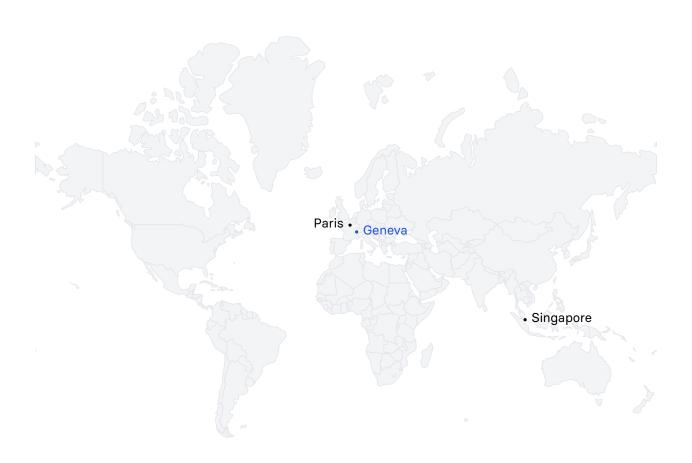
Strong of our intertwined networks, we can assemble the right team for your project. Our extended team includes:

- · Data scientists
- Software engineers
- Business analysts
- · Project managers
- · DevOps engineers
- Cloud architects
- UI/UX designers
- · Security experts

Global coverage

Global excellence doesn't stop at 6:00pm. We provide multinationals with tailor-made support to cover their most crucial needs, right at their doorstep

Locations



3
Permanent
worldwide locations

Geneva, Switzerland



Headquarters

Rue de la Cité 1, C/O Multiburo, 1204 Genève Paris, France

Full-time presence

198 Avenue de France, C/O WeWork, 75013 Paris

Singapore

Full-time presence

8 Cross St, C/O WeWork, Singapore 048424

Support and Maintenance

We help you focus on your core business, while we take care of your digital assets.

Or we help you build your own team, with our extended support.

Complimentary support

We provide 3 months of complimentary support for all our projects, to ensure a smooth transition to production, and to allow for any unforeseen issues to be addressed.

Extended support

Upon completion of the complimentary support period, we offer extended support contracts, to ensure your digital assets remain relevant and can bring exponential value to your business.

Around the clock

Depending on your needs, we can provide 24/7 support, with a dedicated team to ensure your digital assets are always up and running.

Confidentiality

Our commitment

Lleed & Partners takes confidentiality very seriously. We are bound by confidentiality agreements with all our clients, and we have a strict internal policy to ensure confidentiality is upheld at all times.

Contact

Your contacts at Lleed & Partners

Mr. LAUNAY, Titouan

Co-founder

+33 6 72 92 43 67

titouan.launay@lleedpartners.com

Mr. DORGE, Pierre

Co-founder

+41 78 235 16 00

pierre.dorge@lleedpartners.com

Lleed & Partners SARL

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www.lleedpartners.com

Legal information

DE

Lleed & Partners SARL, als Gesellschaft mit beschränkter Haftung im Kanton Genf, Schweiz, registriert.

Am 31. August 2020 unter der Nummer CHE-279.374.453 registriert. Umsatzsteuer-Identifikationsnummer CHE-279.374.453 TVA.

Lleed & Partners SARL, registrata come società a responsabilità limitata nel Cantone di Ginevra, Svizzera. Registrata il 31 agosto 2020, come CHE-279.374.453.

Numero di partita IVA CHE-279.374.453

CN — 繁體中文

為有限責任公司。 於2020年8月31日註冊, 註冊號為 CHE-279.374.453。 增值稅號碼CHE-279.374.453 TVA。

FR

Lleed & Partners SARL, enregistrée en tant que société à responsabilité limitée dans le canton de Genève, Suisse. Enregistrée le 31 août 2020, sous le numéro CHE-279.374.453. Numéro de TVA CHE-279.374.453 TVA.

Lleed & Partners SARL, registered as a limited liability company in the Canton of Geneva, Switzerland. Registered on August 31, 2020, as CHE-279.374.453. VAT number CHE-279.374.453 TVA.

CN — 简体中文

Lleed & Partners SARL, 在瑞士日內瓦州註冊 Lleed & Partners SARL, 在瑞士日内瓦州注册 为有限责任公司。 于2020年8月31日注册, 注册号为 CHE-279.374.453。 增值税号码CHE-279.374.453 TVA。

World's leading companies trust us to help them make the right decisions.

Let us guide you. [7]

