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Company 1 - Grimpa - Empório e Braseiro

1 - Target-organization information, considering name, location, **main businesses**, and corresponding business areas affected;

- **Name:** Grimpa - Empório e Braseiro
- **Location:** Av. N. Sra. Aparecida, 1826 - Seminário, Curitiba-PR
- **Main business:** Selling grains, wines, different types of cheese, seed, spices, chocolates and many other products. Ate the weekends, they open the grill to sell meat, like T-bone, chicken and pork as well.

2 - Stakeholder(s) and contacts;

- **Owner/CEO:** Cristhian Farah
- **Partners:** Cristhian Farah, Aline Nestor and Ricardo Farah
- **Suppliers:** JBS, Oesa, Pioneiro, Bocchi, Gold, Chopim

3 - First draft of the Vision, Mission and some Strategic Policies of the target-organization;

- **Vision:** Hire new employers
- **Mission:** Franchise the company to other neighborhoods and cities.
- **Strategic policies:**

4 - Any further information that could be used to determine the scope

1. Improve the selling system creating a website;
2. Create a Backoffice website to register, update, delete and show reports from all the products;
3. Provide a plan of infrastructure to hire more employees and be a medium-sized company in five years.

Company 2 – La Casa Export

1 - Target-organization information, considering name, location, **main businesses**, and corresponding business areas affected;

- **Name:** La Casa Export
- **Location:** Rua Prefeito Hugo Fischer, 442. Rio Negrinho – Santa Catarina.
- **Main business:** The export and import side of companies, acting as an export agent in the middle of the international furniture sales and purchasing process.

2 - Stakeholder(s) and contacts;

- **Owner/CEO:** Fredy Sandler Kamien
- **Partners:** Claudiomir José Bail, Solange Mireztki
- **Suppliers:** -

3 - First draft of the Vision, Mission and some Strategic Policies of the target-organization;

- **Vision:** Make more technological furniture.
- **Mission:** Turn the world a connected environment
- **Strategic policies:** -

4 - Any further information that could be used to determine the scope

1. Increase the network with new partnerships;
2. Create a system to automatic the operations (for example, bank transition) and make them faster.

Company 3

1 - Target-organization information, considering name, location, **main businesses**, and corresponding business areas affected;

- **Name:** X
- **Location:** Curitiba
- **Main business:** ERP customization and innovating solutions

2 - Stakeholder(s) and contacts;

- **Owner/CEO:** ?
- **Partners:** Cargill, Electrolux, Otis
- **Suppliers:** ?

3 - First draft of the Vision, Mission and some Strategic Policies of the target-organization;

- **Vision:** To provide software related solutions over different companies contexts, from ERPs systems customizations to websites/applications development.
- **Mission:** Provide their costumers high-level services and products in order to have their fidelity.
- **Strategic Policies:** Improvement and better definition over their internal process.

4 - Any further information that could be used to determine the scope

- The company has between 80-200 employees