

Chiefs on Demand™

**CxOs in time sharing for SMEs
backed by a collaborative platform**



Market situation

- Ever increasing competition reduces margins and increases uncertainty
- Lack of real-time control, planning and limited execution ability
- Increasing regulations/rules
- The tasks on hand don't justify employing full time executives
- Struggle to attract talents
- Unbearable hiring costs





Opportunities

- Internet and digitization offer SME's new avenues of business, worldwide.
- Market is now global
- Company size is no longer an obstacle for doing business
- Levelled field for business opportunities
- Market seeks business agility





Entrepreneur's Challenges

- Complexity of business
- Always reactif → not proactif
- New competitors
- Ongoing pressure on prices and margins
- Weight of regulations and norms
- Alone at the helm
- Limited managerial ressources





Main points for steering business through shifts

- Finding skills
- Minimizing risks
- Ensuring long-term impact
- Defining strategies
- Using Best Practices
- Controlling hiring costs
- Capitalizing on know-how
- Building a management team





Today's options

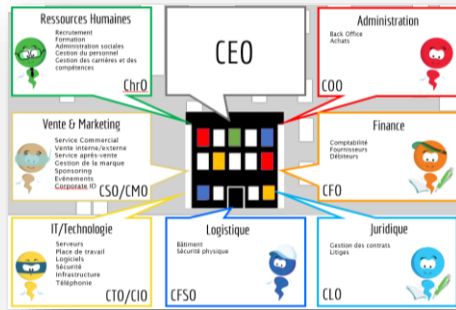


Recruit or hire:

- Full-time director(s)
Cumbersome process with a high risk of casting error which can be very expensive. Limited field of expertise.
- Consultant / Analyst
Expert in a specific area, makes recommendations, works in silos, rarely involved in the long term, seldom involved on the operational level.
- Interim Management
Full-time expert, with a time limited commitment and accountability.
- Coaches
Dedicated to existing resources, offering support with no operational accountability.



Our solution: Chiefs-on-Demand™



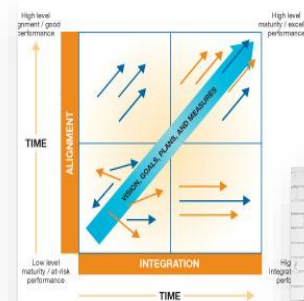
CxOs in time sharing:

- Enables SMEs to grab market opportunities by relying on “time-shared” executives (CxOs)
- Offers real-time ***certified*** management resources, when needed and as needed
- Follows a code of ethics
- Provides a synergy of skills
- Increases your business agility
- Is backed by a platform that ensures comprehensive continuous monitoring, traceability of interventions with dashboards
- Keeps know-how in house
- Eliminates hiring costs



The match making process

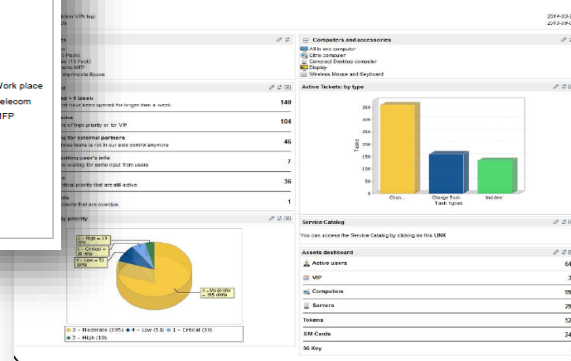
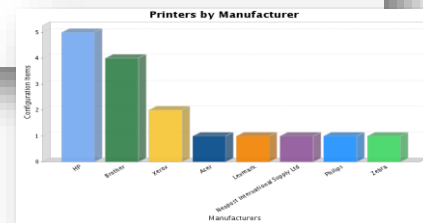
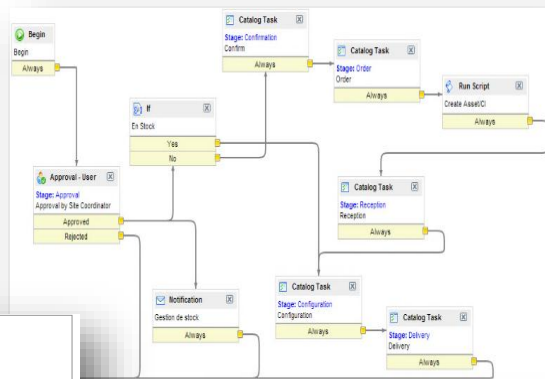
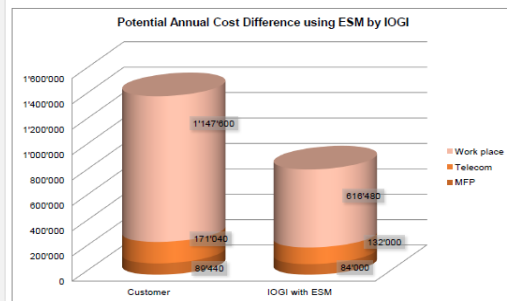
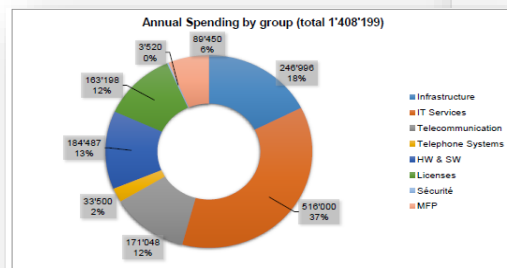
- We define your company's personality
Goals
History
Vision
Objectives
Vibes (corporate ambiance)
- We define our CxO's personality
Soft skills
Hard skills
Experience
His goals
- We then recommend the right fit





Delivering on our promises

- Business Continuity
Dashboards
Workflows
Knowledge Base
ITIL Service Catalog
- Cross services
Knowledge
Skills
Experience
- Flexibility
On-demand
Timesheet-based
Transparent costing
- Confidentiality
One platform per client





Your gains with your CxOs in «timesharing»

Your company benefits from the necessary resources and expertise to grow effectively in your market:

- when you need it, even in emergency situations
- only when needed and for the time needed
- in the areas you currently need help for
- in anticipation of the upcoming market changes





Next steps

Signature of the contract for the Analysis part and set a date for the kick off meeting:

Our analysis consists of:

1. Going through a standard questionnaire to understand your company – your vision/goals
2. Analysis of the collected information to ensure the relevance of the CxO's mission
3. Drafting the report, with our proposals and recommendations
4. Presentation and implementation





Our platform

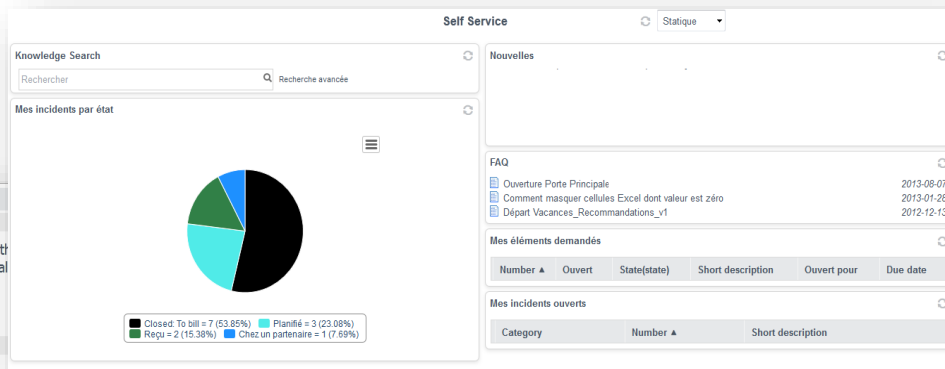
Service Catalog > Blake (Human Resources) > Human Resources Management > Announcing a New Employee arrival

Inform IOGI of a new employee arrival

Please fill this form to announce the arrival of a new employee. We'll then be able to anticipate his arrival and make sure it be available for him. This request needs to be sent at least five working days in advance, to allow us to prepare and test all etc.)

Should you have any questions, call your IOGI Service Desk: 0800 46 44 48.

Request made by	Birthdate
Katja Barnert	2005-10-28
Company	Arrival Date
BP2M LTD	2015-10-29 16:44:12
First name	Title / Function



Enquête de satisfaction de la clientèle

Veuillez nous aider à améliorer notre service en participant à une brève enquête de satisfaction

Please rate the overall quality of your service:

A - Excellent B - Good C - Fair D - Poor

Would you contact the customer support group again if a similar issue arose?

— choose —

How would you rate the technician who took your call? (1 - not helpful at all, 5 - extremely helpful)

— choose —

Was the technician who took your call courteous and respectful?

— choose —

Was your issue resolved to your satisfaction?

— choose —

Any other comments?

Envoyer Enregistrer Annuler

This form has annotations - click to toggle them - (click here to never show this again)

Number

Activity type

- Phone Call
- Correspondence
- Documentation
- Follow Up
- Media

Affected users

- Phone Call
- R&D
- Social Media
- Technology watch
- Travel

Internal Work notes

Time worked 00:00:00

Internal Watch list

Parent

Submit

Opportunities

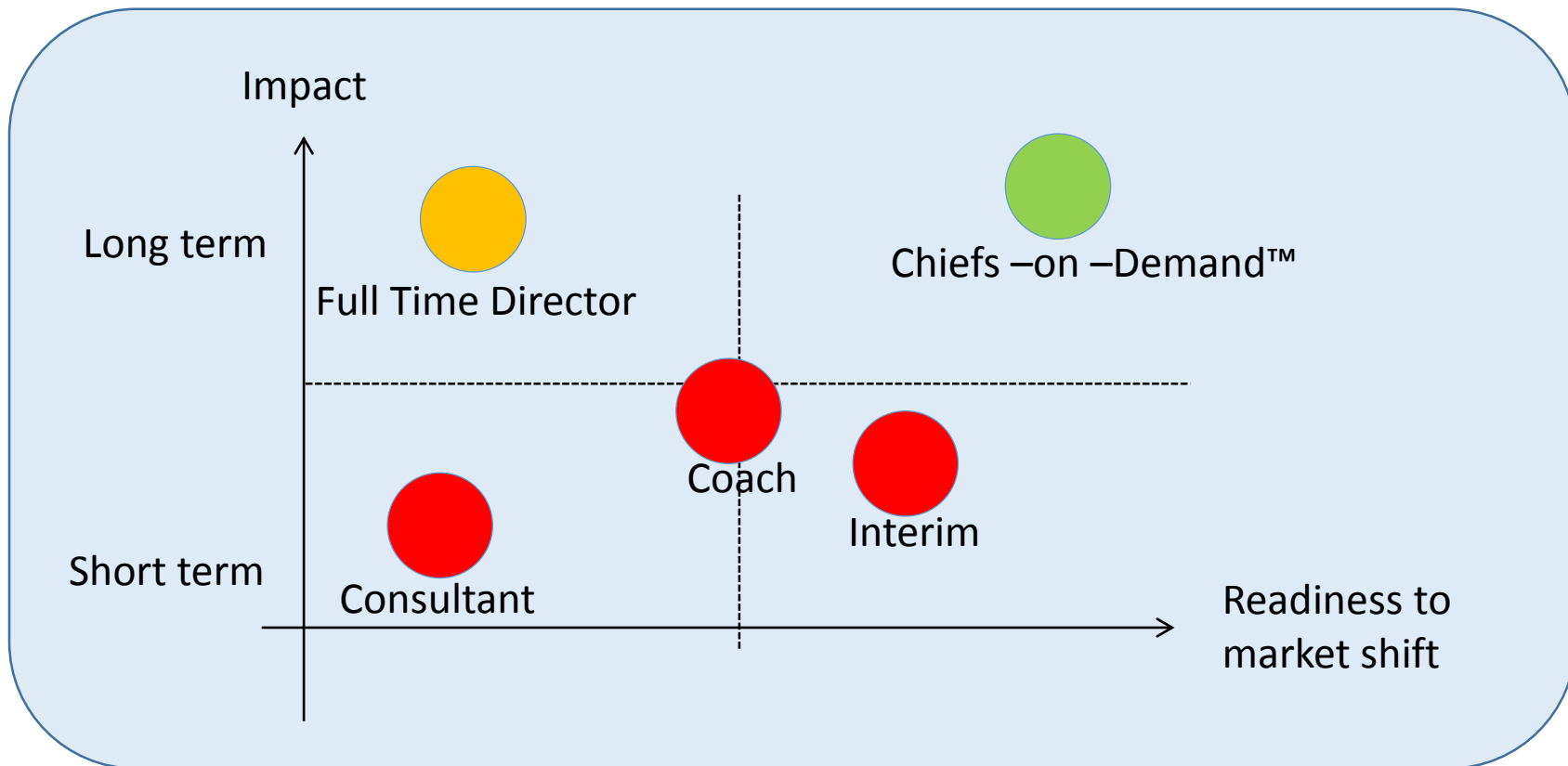
Go to Probability percent

All > Stage NOT IN (Closed Won, Closed Lost, Closed No Go, Closed Abandoned, Closed Withdrawn, Clos)

Number	Account	Short description	Stage	Est. closing date	Probability percent	Total value
OP0001423		Location Premicesoft Spa	Accepted	2014-09-19	90%	CHF9,000.00
OP0001324		Service IOGI	Accepted	2014-01-31	90%	CHF20,880.00
OP0001055		Solution Golf Club IOGI	Accepted	2014-04-30	90%	CHF218,600.00
OP0001412		Analyse 8K	Short Listed	2014-08-31	50%	CHF8,000.00
OP0001013		IOGI Light	Short Listed	2015-03-31	50%	CHF182,400.00
OP0001409		Changement de système pour IOGI Golf	Short Listed	2015-01-30	50%	CHF75,000.00
OP0001256		Snogi - license	Short Listed	2014-05-15	50%	CHF98,399.52
OP0001240		IOGI Service Standard	Proposal	2014-09-30	30%	CHF140,400.00
OP0001426		Gestion du Temps Primion	Proposal	2014-12-15	30%	CHF11,600.00
OP0001407		IOGI Service Standard	Go	2014-08-31	20%	CHF149,760.00
OP0001427		Mise en place d'un système de gestion (C...	Qualification	2014-12-31	10%	CHF50,000.00
OP0001259		Système de surveillance Vidéo	Qualification	2014-03-31	10%	CHF20,000.00
OP0001260		Remplacement des MFP	Qualification	2014-03-31	10%	CHF3,000.00
OP0001314		service pack IOGI	Qualification	2014-12-19	10%	CHF561,600.00
OP0001408		IOGI Standard	Qualification	2014-11-30	10%	CHF748,800.00
OP0001402		IOGI light	Qualification	2015-08-31	10%	CHF4,000.00
OP0001372		IOGI Standard et mise à jour infra	Qualification	2014-08-31	10%	CHF57,440.00
OP0001282		trop haut couts telecom et IT? pas conte...	Qualification	2014-07-31	10%	CHF561,600.00
OP0001258		Livraison de 27 PC	Qualification	2014-03-28	10%	CHF27,000.00
OP0001285		Service IOGI light/Standard	Qualification	2014-09-30	10%	CHF210,600.00
OP0001164		IOGI Standard 48 mois	Lead	2014-03-31	1%	CHF1,140,000.00



COD™'s positioning vs competitors





Thank you for your time

If you have any questions,
please don't hesitate to contact us at :

info@chiefsondemand.com