



## PIERRE FOURNIE

Senior Consultant – Expert- President of SUFFREN INTERNATIONAL

Pierre firstly graduated from EM Lyon- School of Management specializing in Finance and Accounting and obtained subsequently several diplomas related to accounting and finance as well as a M2 in Competitive and Technical Intelligence from University of Marseille.

Pierre acts as Research Associate in Strategic and Competitive Intelligence (CI) with University of Paris (East- Marne la Vallée) and is PHD at the DICEN-IDF laboratory <http://www.dicen-idf.org/membre/fournie-pierre/>

He has been setting up a group of international experts in CI. <http://www.suffren-consulting.com>

Pierre regularly teaches at Kedge Business School during international seminars (M1-M2 levels – in English)

### Assignments

Pierre started his career in France in the international consulting and audit firm, Price Waterhouse Coopers. After few years he had the opportunity to join as consultant, a project of reorganization of the second private Indonesian bank. Thus, he got the possibility in the early 90's to approach one of the first companies to develop in Philippines the concept of "Software factory".

He was then offered a position on an Asian based company as deputy and adviser to the General Manager. As such he was besides consulting initiated to international trading, representation and lobbying. Within five years he was mostly in Indonesia involved in a large range of projects and areas of businesses: Energy, Construction, Television, Distribution, Hotel management, Health, Shipbuilding, ...

By end of 1998, Pierre decided to create his own companies.

Since November 1998, he is shareholder and Managing Director of SAFIRE, a French based international trading company doing business between Asia, Europe, North Africa and Turkey.

In 2016 he created near Aix en Provence a medical and paramedical center to fulfill local needs.

Pierre is also Partner and President of the SAS SUFFREN INTERNATIONAL

### Areas of expertise

Indonesia and South East Asia- Islands development- International trade- Trade financing tools  
Networking – Logistics- Project definition, planning and implementation - JV, JO, Partnership setting up

### Others

December 1996- June 1998- Mission to re-dynamize MITC- Marseille Indonesian Trade Center an initiative under the patronage of the Indonesian minister for Trade and Industry

2005-2007 - Founder and President of SEDTEC - Franco Indonesian association for Studies, Economic Development and Technical Cooperation that, at the request of Indonesian authorities, initiated and conducted until signature of MOU the sister-cities agreement between Marseilles (2nd city in France// 2nd Harbour) and Surabaya (2nd city in Indonesia // 2nd Harbour)

Several key-areas of partnership had been identified for which SEDTEC had drawn roadmaps

Water treatment and waste management- Urban design and traffic management- Professional diving

High level sports- Agro transformation - Technology transfer

Pierre is member of Geostrategia, the strategic agora of CSFRS (Conseil Supérieur de la Formation et de la Recherche Stratégique) <https://www.geostrategia.fr/> ; of the Royal Netherlands Institute of Southeast Asian and Caribbean studies (KITLV) <http://www.kitlv.nl/> and of OTIE- Observatory on Tourism for Islands Economy- Palermo-Italy <http://www.otie.org/>

He advocates that education and training shall be a continuous process and recently followed the North-South Centre of the Council of Europe program “Global Education: the Intercultural Dimension”, the CSFRS-CNAN program “Strategic questions: understanding process and decision making in a complex world”

**International experiences**

France, Europe

Indonesia, South East Asia, China, Hong Kong

North Africa, Algeria, South Africa

Turkey

USA

**Books**

Contribution of a chapter for an international book under preparation with Cambridge Scholars Publishers (on-going)

Various articles