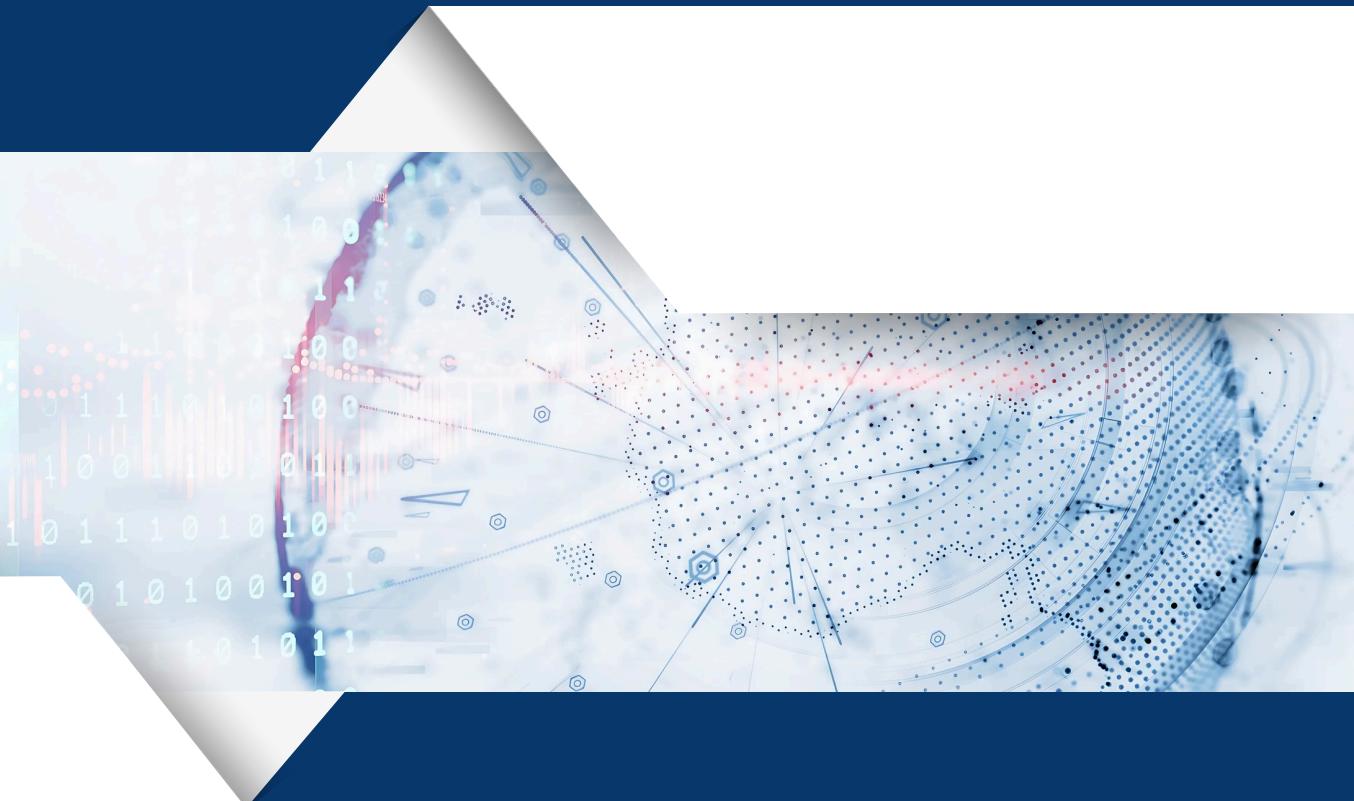




OUHDEL  
CONSEIL  
Trusted Partners



# BUSINESS FACILITATOR

JUNE 2025

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# OUHDEL CONSEIL – Strategic Business & Influence

OUHDEL CONSEIL is a boutique advisory firm operating at the intersection of market access, deal facilitation, and strategic influence. We support both international companies entering the French and European markets and French businesses expanding abroad, delivering bespoke, high-impact solutions adapted to each client's ambitions.

Our approach combines strategic consulting, business development, and institutional advocacy. We help our clients navigate complex ecosystems by providing in-depth market insight, precise positioning, high-level introductions, and hands-on negotiation support; whether with public institutions, major corporations, or innovative start-ups.

Beyond consulting, OUHDEL CONSEIL engages in deal broking and business matchmaking, operating under tailored mandate agreements and commission-based models. Our network spans influential public and private decision-makers, allowing us to accelerate access and create tangible opportunities.

We also assist in the structuring of funding applications, regulatory authorizations, accelerator access, and participation in key economic programs, providing support from dossier creation to representation in strategic meetings.

With a focus on excellence, discretion, and results, we deliver a premium service designed for leaders, innovators, and organizations seeking more than advice: seeking action, alignment, and long-term impact.



# Our Services



Strategic Market  
Access &  
Positioning

High-Level  
Networking &  
Business  
Brokerage

Project  
Structuring &  
Funding  
Navigation

# Strategic Market Access & Positioning

*Entering a new market demands more than ambition; it requires clarity, precision, and a deep understanding of the local landscape. OUHDEL CONSEIL provides strategic guidance to ensure your positioning is not only relevant, but immediately credible in the French and European markets.*



## STRATEGIZING

Our services begin with rigorous market research and competitor mapping, offering a precise view of your target ecosystem. We analyze sector dynamics, key players, local standards, and regulatory frameworks to identify the most strategic entry points. With this intelligence, we define a tailored positioning strategy that highlights your strengths while aligning with local expectations.

We also advise on refining your value proposition, adjusting your business model, and anticipating the cultural and operational differences that may impact your market fit. Our guidance is not theoretical: it is grounded in actionable insight and designed to serve as a foundation for long-term success.

Successful market entry starts long before your first client meeting: it begins with knowing where you stand, what sets you apart, and how to align with the expectations of a new ecosystem. Without proper positioning, even the strongest offering can go unnoticed or misunderstood.

## REPRESENTING

We go beyond advising: we represent. OUHDEL CONSEIL supports your teams during key strategic meetings and stakeholder engagements. Whether you're facing institutional players, corporate buyers, or industry partners, we ensure your presentation, messaging, and negotiation posture are fully aligned with the expectations of the market.

This includes adapting your materials and storytelling for maximum impact and clarity in the European context. Through our active presence in the field and close collaboration with your team, we help you secure not just visibility, but influence and traction from the outset.

*"Entering a new market is not just a move - it's a stance. At OUHDEL CONSEIL, we shape that stance with insight, precision, and influence. We are your Trustful Partners."*

# High-Level Networking & Business Brokering

*In business, the right connection is often the difference between an opportunity seen and an opportunity seized. OUEHDEL CONSEIL provides direct access to key decision-makers, unlocking high-level networks that accelerate growth and credibility.*



## BUILDING CONNECTIONS

We operate at the intersection of business diplomacy and strategic brokerage. Our role is to identify, initiate, and secure high-impact relationships with public and private stakeholders - from institutional actors to major industry leaders. Through our extensive network and deep knowledge of French and European ecosystems, we position our clients at the right tables, with the right partners, at the right time.

Whether you're seeking a distribution partner, a government sponsor, a joint venture, or executive-level introductions, we make the connections that matter and help you cultivate them strategically. This goes hand-in-hand with active support in formal negotiations, including representation under mandate contracts, always with the discretion and alignment expected at a senior level.

## DEAL REALISATION

We go beyond advising: we represent. OUEHDEL CONSEIL supports your teams during key strategic meetings and stakeholder engagements. Whether you're facing institutional players, corporate buyers, or industry partners, we ensure your presentation, messaging, and negotiation posture are fully aligned with the expectations of the market.

This includes adapting your materials and storytelling for maximum impact and clarity in the European context. Through our active presence in the field and close collaboration with your team, we help you secure not just visibility, but influence and traction from the outset.

Our role does not stop at introductions, we are also mandated intermediaries, empowered to represent your interests and formalize opportunities.

Once a business match is identified, OUEHDEL CONSEIL can act as a trusted negotiator, helping shape the structure, terms, and balance of the deal. We ensure alignment between the parties, protect your strategic objectives, and facilitate the execution of agreements with full discretion. In such mandates, our remuneration is based on performance: we apply a success-fee model, calculated as a percentage of the value generated, and always agreed in advance.

This model reflects our commitment to results and guarantees full alignment with your interests. Each mandate is exclusive, tailor-made, and managed with the utmost transparency.

# Project Structuring & Funding Navigation

*Opportunities often depend less on innovation than on how well a project is framed, presented, and aligned with institutional expectations. OÜHDEL CONSEIL helps you design and defend your project with the precision needed to access resources, recognition, and support.*



## ADAPTING PROJECT

We guide our clients through the entire process of project preparation and submission, from identifying relevant public or private programs (funding, tenders, accelerators) to building robust application files. Whether you're applying for European grants, national subsidies, innovation schemes, or entering a government-led partnership, we craft the narrative, align your documentation, and ensure regulatory compliance.

We understand what decision-makers look for, and how to position your company for maximum eligibility and credibility. Our intervention includes strategic formatting, adaptation of pitch decks, and advisory support in institutional meetings, including direct representation if needed. Every dossier becomes more than an application — it becomes a strategic argument for your vision.

## FRAMEWORK ELABORATION

OÜHDEL CONSEIL also supports you in navigating the regulatory and institutional frameworks of the French and European markets. We help secure the administrative and legal authorizations required to launch and operate within compliance. In select cases, we accompany our clients through national and European calls for tenders or public-private partnerships. Our role is both technical and strategic: we simplify the path, mitigate risks, and increase your chances of success by anticipating institutional logic. From idea to execution, we remain by your side, ensuring that your ambitions are not lost in translation or bureaucracy. We turn complexity into opportunity and potential into action.

*"Success doesn't only reward the best ideas, it rewards the best-prepared. OÜHDEL CONSEIL structures your ambition into action. We are your trustful partners."*



# Contact Us



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