

# **The thriving new way to look at Strategy, Operations & Change**

# Over time, most organisations fail

Some – produce return on the original investment.

And very few – **thrive** across generations and conditions.

Growing in spite of strong competitors and recurrent global crises, they are rare, universally recognised, symbols of success.

Walmart 



# Thriving organisations have a few things in common

Thriving organisations are efficient, bold and optimistic.  
Their structures are agile, their operations – automated.

They leverage continuous change and always have avenues for growth.  
Their teams communicate well & support each other in common goals.

With 500+ cross-industry projects since 2012, international consultants  
AVDO help organisations thrive across strategy, operations & change.

# A different way of working

Instead of producing strategic recommendations, AVDO support client teams in developing optimal business solutions themselves.

Thriving teams understand and embrace new strategies, because we involve them in the forging of the new path.

The new competences increase the teams' efficiency, resulting in better managed, stronger and more valuable organisations.

## Our unique benefits in brief:

- Deep engagement of the client's team, resulting in high ROI
- Increase in client team's managerial maturity, leading to higher company valuation
- Hands-on implementation support – for as long as required
- Radical increase in organisational agility, leading to efficiency, growth and resilience to uncertainty and unexpected change

**Strategy**

We help articulate & structure businesses and produce functional strategies across Finance, HR, Marketing and Digital

**Operations**

We help remove bottlenecks, develop processes and align resources for lean, sustainable operations

**Change**

We support teams in finding new markets, reinventing businesses and leveraging the ever changing landscape to their advantage

# Global expertise at your disposal

Our 90+ consultants have 15+ years of executive experience gathered at leading companies across markets & industries.

Working with AVDO, you tap into a wide international network with rich insights across a range of markets and subjects.

If a project requires narrow expertise or a global perspective, we can quickly find both within our wider team.

# Our services

## Strategy

- Organisation Design
- Business & Functional Planning
- Strategic Resource Direction
- Financial Strategy
- Operational Strategy
- Strategic Marketing
- HR Strategy
- Digital Strategy

## Operations

- Lean Manufacturing
- Supply Chain Procurement
- Category Management
- Pricing
- Product Development
- Operational Marketing & Sales
- Talent Management
- Onboarding, training, development


## Change

- Change Management Team
- Structural Transformation
- Operational Transformation
- Marketing & Sales Transformation
- Financial Transformation
- HR Transformation
- Digital Transformation
- Executive education



## Our experience

Our specialists have supported industrial transformations, national infrastructure build-outs and new market creation, as well as a number of traditional leaders, looking for the next leap

A photograph of the Bank Hapoalim headquarters building, a modern skyscraper with a glass facade and a white tiled top section. The building is set against a clear blue sky. The logo 'bank hapoalim' is visible on the left side of the building, and the Hebrew name 'בנק הפועלים' is on the right. A red diamond-shaped logo is also present on the right side of the building.

## Bank Hapoalim – Private banking

Market intelligence

Expansion strategy

Product development

Ongoing team support



## Burger King – Fast food

Operational diagnostic

Process optimisation

Check list methodology implementation

New way of working adoption across teams & layers

Ongoing support



An architectural rendering of a modern skyscraper complex at dusk. The central tower is the tallest, with a distinctive white facade and a red vertical stripe. It is surrounded by several shorter, glass-clad towers. The buildings are illuminated from within, and the sky is a deep blue with some clouds and birds. In the foreground, there is a landscaped area with trees, a fountain, and a road with light trails from cars.

## Murad Buildings – Premium development

Operational & cross-functional diagnostic

Functional & corporate strategies

Operational structure & processes

Implementation & ongoing support



## DeLonghi – Home appliances

Marketing strategy

Product matrix

Distribution channels

Regional development

ems.

T-Systems.

## T-systems – Telecommunications

Process optimisation

Implementation

Ongoing support

AVDO



VEON



NOKIAN  
TYRES



ASUS®

WAITROSE  
& PARTNERS



PANDORA



T Systems



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