



ONSITE GLOBAL CONSULTING

Past Client Projects
2012 – 2016

INDUSTRY	GEOGRAPHY	PROJECT
Agricultural Products	Kenya	Market Entry Research. Market research and commercial plan development for sales of a new animal nutritional product.
Agricultural Products	Argentina	Market Entry Analysis. Strategy for citrus company working to begin importing lemons into the US.
Agriculture	Buenos Aires, Argentina	Strategy for produce company looking to add brand value to a commodity product
Banking/Technology	Australia	Digital Strategy. Consumer-facing digital strategy to allow this franchise-based bank to leapfrog larger competition through focus on online customer experience.
Consumer Goods	Nicaragua	Assess the viability of smallholder coffee farm diversification into cacao in order to help mitigate food insecurity.
Consumer Goods	India	Provide an economic analysis for the establishment of a dairy production facility in Andhra Pradesh, India

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Consumer Goods	South Africa	Provide recommendations to refine the organization's finance function, understand and evaluate the current business operations, investigate the client's market and the competitive landscape, and develop a roadmap for strategic growth.
Consumer Goods	Turkey	Recommend a U.S. market entry strategy for business unit
Consumer Goods	China	U.S.-based global manufacturer and distributor - Market assessment/entry strategy for China and India (2 projects)
Consumer Goods	India	U.S.-based global manufacturer and distributor - Market assessment/entry strategy for China and India (2 projects)
E-commerce &Technology	Tokyo, Japan	Artificial intelligence market opportunity study. Team will include two Dartmouth undergrads
Education	Kuwait City, Kuwait	Strategy and market assessment for university looking to enhance and expand their Business and Economics offerings

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Employment Services	South Korea; pan-Asia	Regional expansion strategy for S. Korea branch of employment services company, focused on vulnerable populations
Energy	Spain	Analyze potential new regulatory scenarios in the Spanish energy market and develop a set of strategic options that the client can pursue under the new regime.
Energy	Singapore	Review the crowdfunding landscape as a means to both raise capital and better engage the public in the renewable energy issue across the ASEAN region.
Financial Services	Brazil (Sao Paulo)	Benchmark peers to determine best ways to maintain strong profitability as returns decrease.
Financial Services	Brisbane, Australia	Strategy question around the attracting, retaining, motivating, and rewarding the workforce of the future
Foodservice/Facilities	China (Beijing)	Conduct a strategic review of the Chinese market for food service and facilities to identify profit pools for client's future investment.

INDUSTRY	GEOGRAPHY	PROJECT
Government, Healthcare	Rwanda	Provide Health Ministry with a plan to scale up the number of health posts in order to provide better care to the most rural and impoverished areas of the country. The team provided the client with a business model that delineated the roles each party will need to play, a financial model estimating the set-up and operational costs of a new health post, and a four-phase path of implementation.
Healthcare/Pharma	Japan (Tokyo)	Assess the future needs of diabetes patients in the Japanese market and recommend expansions to Sanofi's product and service offerings to support those patients.
Healthcare/Pharma	Germany (Berlin)	Assess the strategic direction of one of the client's non-profit organizations, recommending a path forward.
IT/Telecom/Media	Norway (Oslo)	Develop a 2015 marketing strategy for a child-focused social media app across their global markets.
IT/Telecom/Media	Czech Republic	Growth Strategy. Benchmarking and strategy for a Czech media company to build a stronger digital presence
IT/Telecom/Media	USA	New Product Introduction. Strategy for launch of web-based video product targeted at university students

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IT/Telecom/Media	Singapore, Hong Kong, India	Market Entry Strategy. Market assessment and feasibility study for their Digital Works offering in Asia – project includes research in multiple markets to recommend location(s) for APAC entry.
Manufacturing	Switzerland (Lucerne)	Identify strategies to better connect and "digitize" their field force (sales, service, maintenance, etc.).
Manufacturing	US	Provide a quantitative assessment of the truck body market; explaining and analyzing the primary market channels; identifying the client's strengths and weaknesses vis-a-vis their competition; and recommending a product strategy.
Manufacturing	US	Growth Strategy. Market assessment and strategy for medical device and lab technology market
Manufacturing	China	Provide the client with a roadmap to capture growth in the Chinese automation market.
Non-Profit	South Africa	Develop a five-year strategy, incorporating the following key components: an assessment of the current model; a refinement of the organization's focus areas, with an emphasis on creating a clearer vision and mission to yield more sustainable funding and create a more efficiently run organization; and a detailed 3-5 year action plan to provide a roadmap and tools for implementing the components of the strategic plan.

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Non-Profit	UK	Develop strategy to increase clients revenue from data sales while staying true to the organization's mission.
Non-Profit	Cote d'Ivoire, India, Kenya, South Africa	Evaluate the success, effectiveness and sustainability of business models for the delivery of food supplements/fortified foods to children (5 project assessments, 4 countries)
Non-Profit	Ethiopia	Evaluate client's operations model as the basis for creating more funding with the potential of developing it on a global scale (three-year engagement with multiple areas of focus).
Non-Profit, Education	Uruguay	Create a strategic plan to launch a new graduate business school
Non-Profit, Education	Kosovo	Institutional Planning & Quality Improvement Strategy. – Strategy and implementation roadmap for improving management and teaching methodologies within a university's Department of Economics.
Non-Profit, Education	Japan (Tokyo)	Corporate Responsibility Strategy. Labor standards and environmental safety strategy for international development.

INDUSTRY	GEOGRAPHY	PROJECT
Oil and Gas	Perth, Australia	Oil and gas/energy, commodities, financial markets, market assessment
Real Estate	UK (London)	Research and advise the company on strategic investments in their next priority hotel sector.
Real Estate/Investment	London, England	Big data, data analytics, financial analysis, real estate, market study, internal operations/process, technology systems
Retail; Maintenance Services; Hospitality	Prishtina, Kosovo	Consulting strategy and execution for local small and medium-sized businesses (lead teams of students executing consulting engagements)
Technology Services	Chennai, India and London, UK	Market assessment and strategy recommendations for internal performance and profitability tracking system
Transportation	Uruguay (Montevideo)	Assess the potential of the new Port Trade Center to attract business from the United States
Transportation	Uruguay (Montevideo)	Create a strategic plan to ensure the best use of their bus fleet for the metro Montevideo area (segmentation, new market exploration, operational changes, etc.)