



LION PEOPLE
make the right connection



Consultancy Services



AREAS OF EXPERTISE



Growth Strategy

✓ **STRATEGIC BUSINESS PLANNING - 101**

Organized in modules and bundles:

- Define strategic macro ideal
- Growth opportunities
- Growth enablers
- Market assessment
- Value proposition
- SWOT
- Lean canvas
- Client profiling and segmentation
- Business model
- Product and service
- Development
- Financial bridge

✓ **BUSINESS MODEL CHANGE AND DEVELOPMENT**

One of the 101 modules

✓ **PRODUCT & SERVICE DEVELOPMENT**

One of the 101 modules

✓ **PARTNERSHIP STRATEGY**

Develop alliances to expand service offering

✓ **M&A STRATEGY**

Identify ideal targets for growth by acquisition



Growth Strategy

✓ **CHANGE MANAGEMENT & BUSINESS TRANSFORMATION**

Design and drive change program through J-curve (people, process, technology).

✓ **INTERNATIONAL EXPANSION**

Drive business growth in new geographies

✓ **GLOBAL BUSINESS STRATEGY, LOCALIZATION AND INTERNATIONALIZATION**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **DISRUPTIVE INNOVATION**

Drive business growth through frontier technologies and/or solutions that provide competitive advantage

✓ **START-UP MENTORING**

Advisory for technology and hybrid founders, angel investors and venture capitalists



✓ **SALES TRAINING & COACHING**

Maximize sales staff performance

✓ **SALES AS A SERVICE**

- Global account management
- New business development

✓ **FRACTIONAL OR INTERIM CHIEF SALES OFFICER**

Fulfil this role on a part-time, contractor basis (includes maternity cover)

✓ **BUSINESS PROPOSAL & SLA**

RFIs, RFP, Pricing, SLAs



✓ **BUSINESS PROPOSAL & SLA**

Joining a board on an advisory capacity for a quarterly fee



✓ **CONTENT AND COMMUNICATIONS STRATEGY**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **WEBSITE AND SOCIAL MEDIA REVAMP**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **FRACTIONAL OR INTERIM CHIEF MARKETING OFFICER**

Fulfil this role on a part-time, contractor basis



ICU (Intensive Care Unit) Assistance

✓ **CLIENT RELATIONSHIP CRISIS MANAGEMENT**

Recovery & turnaround

✓ **RETURN TO PROFITABILITY**

Recovery & turnaround

✓ **STAFF RETENTION**

Recovery & turnaround



✓ **TMS IMPLEMENTATION**

Expert program management to drive TMS implementation/change with minimum disruption to day-to-day operations

✓ **FRONTIER TECHNOLOGY SERVICES CONSULTANCY FOR PE AND INVESTORBACKED COMPANIES**

Includes; speech-to-speech translation, synthetic dubbing, synthetic text generation, speech-to-text, semantic search, text classification

- Develop service offering
- Identify ideal targets for acquisition
- Identify ideal candidates for hire

✓ **DATA FOR AI CONSULTANCY FOR PE AND INVESTOR-BACKED COMPANIES**

Data collection, data annotation, transcription for ASR, for NLP, computer vision

- Develop service offering
- Identify ideal targets for acquisition
- Identify ideal candidates for hire

✓ **PRODUCT MANAGEMENT**

Drive new product development and team as per the company goals



Technology: Xcelerate AI

AI TECH CONSULTANCY

Process Overview:

Phase 1: **Discovery & Analysis**

Uncover what truly drives value in your AI transformation – beyond just implementing tools. Get your independent AI maturity assessment plus specific recommendations to maximize your competitive position.

Phase 2: **Action Plan**

Design a roadmap with pilots, safeguards, scale strategies and experts required.

Phase 3: **Execution**

Launch market-ready, AI-powered services that delight clients and strengthen revenue.

✓ **CLEAR AI TRANSFORMATION ROADMAP**

Specific next steps tailored to your business model

✓ **ROI-FOCUSED IMPLEMENTATION PLAN**

Prioritized AI investments with measurable outcomes

✓ **CLIENT COMMUNICATION STRATEGY**

How to present AI capabilities without commoditizing your services

✓ **COMPETITIVE POSITIONING STRATEGY**

How to differentiate from price-per-word competitors

✓ **RISK MITIGATION FRAMEWORK**

Safeguards to protect quality while scaling with AI

✓ **LEADERSHIP ADVISORY & COACHING**

- Leadership assessment & action plan
- One-to-one coaching

✓ **ORGANIZATIONAL DEVELOPMENT**

Talent and organizational assessment & action plan for development

✓ **DIVERSITY AND INCLUSION AUDIT AND CHANGE MANAGEMENT**

- Evaluate how well organizations support employees from minority backgrounds in their workplace
- Reveal what needs to be changed and help chart a path toward a more inclusive work environment

✓ **C-LEVEL CANDIDATE PROFILING AND SELECTION**

Define the ideal C-suite candidate and participate in the selection process

✓ **TEAM BUILDING AND CROSS-CULTURAL COHESION**

Help a functional or cross-functional work group evolve into a cohesive unit that shares expectations for accomplishing group tasks, and trust and supports one another

✓ **SHAREHOLDER ALIGNMENT**

Alignment of personal, professional, company goals and action plan



✓ **ACQUISITION STRATEGY**

Choose the right target according to strategic priorities

✓ **LANGUAGE SERVICES & LANGUAGE TECH M&A ADVISORY FOR INDUSTRY OUTSIDERS (PE AND END CLIENTS)**

- Develop service offering
- Identify ideal targets for acquisition
- Identify ideal candidates for hire

✓ **DUE DILIGENCE ADVISORY**

Due diligence preparation and execution (in collaboration with client legal and financial teams)

✓ **EXIT STRATEGY AND PREPARATION**

- M&A process guidance: what it involves, what to expect
- Validate your growth/diversification roadmap or your exit strategy assumptions in the market context
- Client portfolio value
- Financial reporting structure clean up
- Value drivers for a seller's blind teaser
- Seller's detailed company business profile



✓ **JOINT VENTURE**

Advice on the following options:

- Incorporated entity
- Legal partnership
- Limited collaboration agreement

Agree terms (purpose, term, contribution of each party, payments and profits, dispute resolution, IP, governance, confidentiality, governing law, etc.)

✓ **NEGOTIATION & MEDIATION**

Deal structuring advice

✓ **INTEGRATION SUCCESS**

- 30-60-90 day plan – core modules
- Execution of one or several operational modules
- Integration objectives and KPIs beyond financials
- Organizational development needs



✓ **FINANCIAL REPORTING & BUSINESS CONTROL**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **FRACTIONAL OR INTERIM CHIEF FINANCE OFFICER**

Fulfill this role on a part-time, contractor basis (includes maternity cover)

✓ **FRACTIONAL OR INTERIM CHIEF FINANCE OFFICER**

Define KPIs, dashboards and forecast/performance projections and scenarios



✓ **BUSINESS PROCESS OPTIMIZATION**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **QUALITY MANAGEMENT STRATEGY**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **CLIENT SERVICES STRATEGY**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **SUPPLY CHAIN MANAGEMENT STRATEGY**

- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire



✓ **LOCALIZATION MANAGEMENT**

- Build localization management capacity from scratch
- Assessment, recommendations & change management program
- Define and identify ideal candidates for upgrade or hire

✓ **VENDOR DUE DILIGENCE AND ONBOARDING**

Drive and guide vendor selection process for a particular service/vertical/geo

✓ **FRACTIONAL OR INTERIM CHIEF OPERATING OFFICER**

Fulfil this role on a part-time, contractor basis (includes maternity cover)



Are you interested?



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Contact us now!

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