



**LION PEOPLE**  
make the right connection





LIONPEOPLE

# CONSULTING

Experts in your cockpit

## Consultancy Services



LIONPEOPLE

# 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

## ✓ 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

## ✓ BUSINESS MODEL CHANGE AND DEVELOPMENT

One of the 101 modules



# 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 INVESTORBACKED 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

## ✓ SUPPLY CHAIN MANAGEMENT STRATEGY

- 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



## ✓ 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

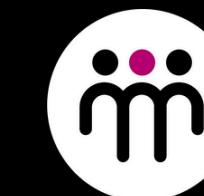
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# Are you interested?

Contact us now!

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**LION PEOPLE**  
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