



**BUSINESS STRATEGY
BUSINESS & IT TRANSFORMATION
MARKET RESEARCH**

**MP MANAGEMENT
PARTNERS**

www.m-partners.biz

A nighttime cityscape featuring several illuminated skyscrapers. A prominent street lamp in the foreground emits a bright, starburst light. The scene is captured with a long exposure, creating light trails from traffic in the lower portion of the image. A red horizontal band is overlaid across the middle of the image, containing the mission statement text.

MISSION

To **CREATE SUSTAINABLE VALUE** by achieving fast and lasting performance improvements.

What we do ?

Management Partners is a leading management consulting firm advising private and public sector institutions from North America, Europe and the Middle East. We enable clients to improve their performance by supporting them in areas such as:



Business Strategy:

- **Business development** including identifying growth and investment opportunities, defining market entry strategies, developing business plans and supporting clients in pursuing and winning business opportunities.
- **Business Set-up** including helping private and public sector clients to design, build and ram-up the operation of their new entities.
- **Business Model (Re-)Design** including helping organizations to develop a new business model for a new business lines by (re-)designing their product and market strategy, internal and external value architecture and revenue model.

Business Transformation:

- **Process Optimization** including business service process optimization, performance management for business services incl. target setting, KPI definition and cost management, shared service center model to capture group-wide synergies and organizational design for business services incl. capacity management.
- **Business Process Outsourcing** including complete RFP process for BPO services, vendor and contract management during delivery and BPO strategy incl. optimization of business services sourcing categories.
- **Large Scale Transformation** including setting-up best practice project PMO including change management support, running the PMO and project co-management.

IT Transformation:

- **IT Strategy & Performance Optimization** including IT and Business strategy alignment, IT Architecture, IT performance management and cost optimization incl. target setting, KPI definition and cost management and organizational design for IT departments incl. capacity management.
- **IT Sourcing** including complete RFP process for IT services and infrastructure, vendor and contract management during delivery and IT (out-)sourcing strategy.
- **IT Implementation Management** including setting-up best practice project PMO incl. change management support, running the PMO and project co-management.

Market Research:

- **Customized Surveys** conducting customized interviews utilizing our mobile platform, which provides real-time availability, improved quality and control mechanism, GPS coordinates and collection of multimedia information (pictures, bar codes, signatures, audio recording, etc.).
- **Sector Panels / PoS monitoring** including regular visible or non-intrusive monitoring of PoS (e.g., to capture key data like distribution level and selling price) and conducting sector panels with industry experts and practitioners to capture market trends and collect key market data.
- **Market Assessment** including market sizing and segmentation, growth projection, analysis of competitor and supplier landscape, evaluation of regulatory environment and analysis of industry wide eco-systems.

EXPERTISE

At **MANAGEMENT PARTNERS**, our consultants are professionals with deep industry know how working closely together with our clients on organizational, operational and strategic issues across multiple industries.



Telecom & Media

We help telecommunication & media companies make strategic decisions on how to maneuver through the quickly changing market forces, monetize new opportunities, and to utilize new evolving ecosystems. We work hand-in-hand with media and technology players to help them position strategically for the market needs of tomorrow, and benefit from the latest technology developments. As examples of our work - we have helped telecom & media companies to assess the potential of new geographic or service markets, to conduct their digital transformation, and to launch new product offerings including the establishment of the required new service units.



High Tech

Our consultants have worked with leading technology companies to grow and extend their core business by addressing early on new or changing market demands, utilizing latest technology developments, improving their current operations and establishing new strategic partnerships. As examples of our work - our teams have helped technology companies to design their cloud service offerings, to define their smart city strategy & go-to-market approach, and to develop their country business plan.



Industrial

Our team has worked in most major industrial sectors. Our expertise cover a broad range of management issues relevant to the industry. We work with some of the industry's largest multinational corporations and leading national businesses. We help clients to determine their strategic options for their product portfolio, to modernize & transform their operations, and to approach potential partners and investors. As examples of our work - we have helped industrial clients to develop their strategic business plan, to defined and execute their outsourcing strategy, to introduce a companywide integrated IT-system, and to identify new joint-venture partners.



Service Industries

Within the service industry, we cover a wide range of service sectors. Our team has worked with leading companies and institutions from the financial, healthcare, construction service and retail sectors. Unlike more capital-intensive industries, service company primary assets are "people", hence the transformation approach is different than for an industry company. We work with leading service institutions and companies on the full spectrum of their strategy, operations, and organizational issues. As examples of our work - our teams have helped service clients to restructure their organization, to develop and implement their strategic plan, to implement and introduce a wide range of operational enhancement measures, and to establish an advanced market monitoring system.



Social and Public Sector

We help tackle emerging social and economic issues by working with non-profit organizations and government entities on a wide range of topics. Our teams help public sector clients to define sector specific strategies, to execute their strategic plans, to build critical institutional capabilities, to enhance and modernize their operations, and to define & establish public private partnerships. As examples of our work - we have helped public sector clients to restructure several of their stated-owned-enterprises, to establish a new ministerial department, to assess their educational sector, to define and implement their new strategic planning process, and to manage and execute their strategic initiatives.



UNIQUENESS

MANAGEMENT PARTNERS delivers unique value to its clients through diverse expertise, deep knowledge, and use of state-of-the-art practices.

Top-Tier Consultants & Experts

- Consultants with multiple years of international experience in top-tier consulting companies across variety of industries in strategic and operational practices.
- International network of functional specialist and industry experts.



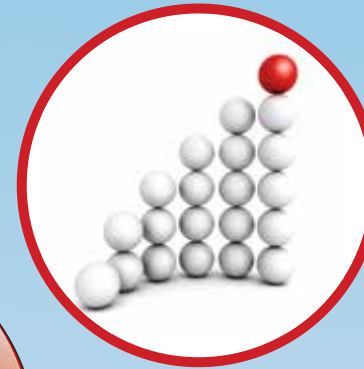
Local Market & Business Knowledge

- Deep understanding of the local market structure across various sectors in the countries, where we operate
- Extensive expertise how to master the various local business challenges and to deliver on the ground



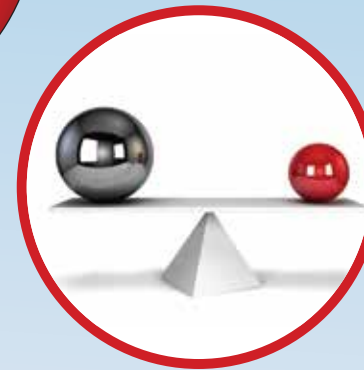
State-Of-The-Art Tools and Practices

- Leveraging best practices and use of proprietary tool set to enhance strategy development, market research & business & technology transformation projects
- Utilizing enhanced technologies and systems to fast track projects



Best Value for the Money

- Providing top tier consulting quality and market research for a competitive price to our clients
- Partners / Senior Engagement Managers work side by side with our clients for the majority of the time



PRACTICES

A hand is shown from the bottom, holding a glowing blue globe. The globe is covered in digital patterns, including a world map, network lines, and various icons like a person and a gear. The background is dark blue with some faint grid lines.

MANAGEMENT PARTNERS deploys state of the art practices and specialized tools in order to provide best in class consulting services to its clients and to accelerate project delivery.

KNOWLEDGE DATABASE

Management Partners has built a dedicated internal knowledge database allowing our consultants to quickly access the firms comprehensive industry reports, knowledge documents and tool-sets. It also provides a fast access to relevant external research and market data. In addition our teams have access to a variety of specialized databases covering e.g. industry or country specific benchmark information, vendor profiles and market reports. The access to these various databases enables our consultant teams to quickly respond to the diverse requirements of our clients along all project phases.

QUALITY ASSURANCE AND CONTROL

Management Partner's quality assurance is defined by our proven methods and frequent performance reviews. Our work is underpinned by methodologies grounded in a large number of successful engagements performed with leading organizations around the world and strict review processes of the quality of our client service and the performance of individual consultants. Conducting these frequent reviews and having our consultant teams use these established methods and follow a rigorous, fact-based problem solving approach, we can ensure that our clients have an informed basis for making decisions and the continuous improvement of our work for all of our clients.

COLLABORATIVE PROJECT MANAGEMENT APPROACH

MP's project management approach can be characterized by the close collaboration with our clients and the high frequency of our team's synchronization and problem solving. We work hand-in-hand with our clients during project design, execution and beyond. In most cases, we work with our clients day-to-day, in their offices, in addition to having more senior-level progress reviews. We conduct frequent internal team and leadership meetings to share information, guide problem-solving, identify and resolve potential issues, and ensure that all activities are impact-focused. These high-levels of collaboration and interaction ensure that our developed "solution" always matches our client's requirements and circumstances.

TOOLS AND FRAMEWORKS

Management Partners has developed comprehensive frameworks and tool-sets for various client situations and project requirements. Examples are MP's IDEA (Identification, Design, Evaluation and Aggregation) framework for impact analysis of new technology innovations on existing and new business models, MP's PMO Out-Of-The-Box tool-set for swiftly setting-up and running a state of the art Program Management Office and MP's Procurement Tool-Kit for conducting a best practice tender process from requirements identification to contract sign-off.

SENIOR ENGAGEMENT MODEL

A key aspect of Management Partners' consulting approach is the intense involvement of our partners on our consultant teams. Our partner to consultant ratio is 1:8, in contrast with the industry norm of 1:20. As a result, our partners who have deep technical experience and expertise in the project take responsibility for structuring the problem, managing the project and reviewing the quality of all deliverables we produce for our clients. Our partners interact several times per week with our clients and our consultant teams to ensure that our work is impact-focused and will achieve the desired quality and results.

DEDICATED SUPPORT FUNCTIONS

Management Partners utilizes several specialized support functions in order to provide highest quality level of consulting services and to accelerate project delivery. Examples of MP's specialized support functions are: a dedicated Research Support allowing for quick external information and data gathering, Visual Graphics Support developing high-end graphical, as well as Visual Enhanced Documents and Analytical Support for conducting various data analysis on large amount of data and developing specialized IT support tools in order to response quickly to some urgent requirements of our clients.

COVERAGE

MANAGEMENT PARTNERS has international experience and coverage with particular focus on the Middle East

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BAHRAIN OFFICE

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AND START YOUR
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