

# BIZSON sa

Business Solutions Network  
(MANAGEMENT CONSULTING & IMPLEMENTATION)

« WE WALK THE TALK »

12 hours response!!  
24/24 – 7/7 at your service



## Review of missions

### BIZSON services rendered:

BIZSON specializes in professionalizing the family owned, larger companies, in the industrial as well as in the service sector (retail & logistics), whilst bringing through its methodology, efficiency and control, profitability to the company and throughout the organization, whereby the implementation is done in a manner that the new approach, behavior and culture can be continued by the management in place.

### Specialties and Experience in:

- Belgian, American, Swedish, French, German, Dutch and British Companies / culture
- Turn-around – reengineering of production companies
- Industrial & service (full expertise in Logistics) environments
- Transitions from family-owned to multi-national – or entrain the Family into Multinational thinking
- Redefining Financial Departments - -Physical Distribution, Logistics (2 -3 -4 PL)
- Coaching (from middle management over senior into the Board)
- Union Relations, negotiations of wage agreements / Negotiation of major layoffs (without STRIKES!!!)
- People Management and Communication Skills
- Specialization in Family Owned business environment (emotional & rational context as well)

### BIZSON specific services:

- Management support – Boardroom support
- Redefining market approach - repositioning
- Project Management (Board – Service Levels) – (Accountancy – Tax Matters – Organization – ICT -...)
- Project Management ERP – TMS – WMS
- Always at a DOWN to Earth level
- Having the same dream: “The SKY is the LIMIT!”
- Distance at our charge – 1 fee per day (or half a day)
- Languages spoken Dutch (native) – French (Matrimonial) – English (2nd Nature) – German (OK) – Spanish/Italian (we understand)
- We work X days a week at the customer end but
- WE ARE ALWAYS THERE FOR YOU – 24/24 – 7/7
- 12 Hours response guarantee

**BIZSON sa (contact : Dirk Mostien) – Rue de Tournai 361 – B-7973 Stambruges**  
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- Reviewing actual performance and test the new strategy (**laminare - Norway**)
- Operational audit – building MIS concept – performance recommendations (**lacquering of Aluminum profiles**)
- Search for logistics manager – operations manager – sales manager (**distribution newspapers/magazines nationwide**)
- Operational audit on private equity companies in portfolio (**private equity**)
- Operational audit (**International Transport**)
- Helping a start-up with business plan, finding resources and capital (**Biodiversity – EU supported**)
- Operational audit – securing and optimizing Logistics (**road works – Highways**)
- Look for integration of total “mobile fleet” into an optimization project satisfying group needs (**road works – highways**)
- Guidance in a major RFP in Telecom from an administrative / organizational point of view (**facility management**)
- Coaching – sound board to the owner - redefinition of product range and market approach (**Tuft, carpet weaving**)
- Division Cushion vinyl – market approach – operational follow-up (**Cushion Vinyl – 5 m wide automated line**)
- Advising the Board (**confectionary products – gifts business**)
- Determine new market strategy – redefinition of target customer– redefinition of product portfolio (**laminare**)
- Operational audit floor covering Belgium (**3rd world player in floor coverings**)
- Developing website with transport calculator – optimizing price calculations (**web applications – support**)
- Operational audit – redefinition of market approach – supporting / coaching management in implementation and follow-up (**construction of power generating sets (industry and real estate)**)
- Reorienting company with new shareholders having bought the company out of WCO (Belgian type of Chapter 11) (**Power generating sets**)
- Recommendations for repositioning & reorganizing the company on behalf of the Dutch shareholder (**restorations of churches old buildings**)
- Pre-analysis of Hungarian project (**publicity on busses / tramways /...**)
- Introducing costing and forecast modeling (**carpet weaving - France**)
- Shutdown of the company (**carpet weaving - France**)
- Shutdown of the company (**textiles – Germany**)
- Review MIS en determine product portfolio (**chemical products - autoclave**)
- Operational audit – redefinition of market approach – supporting / coaching management in implementation and follow-up (**aluminum frame works for doors/windows**)

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- Coach to the management team on a regular basis (**aluminum frame works for doors/windows**)
- Implementing ERP into business (**aluminum frame works for doors/windows**)
- Start-up of a Slovakian transport company for Belgian owners (**International transports**)
- Turnaround – repositioning – redefining group structure (**production of meat products – distribution to retail chains – franchising outlets**)
- Repositioning market approach – production flow – review production range (**raised access floors**)
- Preparation, negotiation regarding merge with Austrian producer into BNL distributor (**import diving materials**)
- Viability study (**road construction**)
- Redefining strategy, refunding company (**real estate company**)
- Redefining strategy, market approach, refunding the company (**import and distribution of major hospital equipment – scanner – RMI – ...**)
- Operational audit and feasibility study on behalf of KBC bank (**upholstery, flocking, jacquard weaving, PE extrusion, PE Master batch**)
- Operational audit for the main share/stakeholder as starting base for continuation or divestment (**production of marketing supports for cooled products**)
- Operational audit – launching renewed MIS approach – DPG reporting (**Offset printing for the German Beverage market - Germany**)
- Examining expansion proposals and define Group structure (**extrusion and setting of low Dtex PP yarns**)
- Reviewing reporting structure – creating added value in the data approach – MIS automation (**artisanal- semi-industrial bakery**)
- Introducing costing, sales opportunity evaluation and forecast modeling (**production of Yarn, extrusion, heat setting, PP and PA6, PP master batch - France**)
- Redefining market approach and product range (**production of Yarn, extrusion, heat setting, PP and PA6, PP master batch - France**)
- Turnaround from a 3-year continuous loss of 1 M€ (10% on turn-over) to a consistent profit of 5% on turn-over (**production of yarn – wool – dyeing of yarn**)
- Set-up of tax friendly transition from one generation to the next, acquiring shares at market value (**production of yarn – wool – dyeing of yarn**)
- Coaching of the new Managing Director and the Board of Directors – introduction of the Z-twist for tuft market (**production of yarn – wool – dyeing of yarn**)
- Selling off the spinning plant to Indian Industrials (**Spinning Yarn**)
- Selling the Brownfield for allotment of apartments and houses to a real estate promoter (**real estate company**)
- Synergy – evolution to 3 -4 PL company (**Warehousing – Handling – 3/4PL**)

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- Assisting company to make transition from paper administration to complex ERP (SAP alike) computerized environment. **(Tufted production of bathroom carpets)**
- Reengineering of financial department – introducing ABC costing **(production of yarn for the automotive sector - Germany)**
- Shutdown of the factory – liquidation of the company **(production of yarn for the automotive sector - Germany)**
- Coaching of new management in place, company restart out of a WCO (Belgian type Chapter 11) – **(wholesale of Ceramic Tiles)**
- Redefining strategy and business proposition **(label printing beer market – rotogravure)**
- Redefining strategy in customer approach **(label printing offset / hybrid for FMCG markets - France)**
- Writing the turnaround business plan **(label printing beer market – rotogravure - PSL)**
- Reengineering of sales department and changing the philosophy on creating software packages **(software house specialized in ERP)**
- Organizational assessment **(cement, concrete and other downstream activities – 28 sites)**
- Writing a business plan for Youth hostel- Music Master classes **(Promotion of Music valorizing old church building)**
- Management consulting on land & building projects **(holding company)**
- Viability analysis **(road construction)**
- Advice in setting up a “VZW” structures / cooperation to realize and maximize exploitation of Youth Hostel (minimizing taxation) **(Youth Hostel)**
- Part of think-tank on transports **(Walloon public organization for logistics development)**
- Finding the Chief accountant **(distribution of pharmaceuticals)**
- Company evaluation for UBS **(production of skis – sportswear - Switzerland)**
- Tax friendly acquisition of commercial investment – assistance in acquiring various retail outlets **(retail)**
- Supporting MIS wise 2 Shareholders / Directors **(Extrusion of Aluminum – Building / windows frames)**
- Retuning the administrative flows and implementing MIS / ERP **(imports of furniture and franchise retail)**
- Business transformation as rescue base for Belgian transport company **(international transport - Slovakia)**
- Guidance through the process of finishing import licenses **(imports of paraffin)**
- Support towards banks to realize loans rescheduling **(Logistics Group – 3 PL)**
- Active member in transition/sale of companies in SME sector **(public organization specialized in transfer of SME)**
- Redefining strategy, market approach, refunding the company **(Distributor of sport outfits Belux)**
- Advising the Board on Groups strategy and issues within a Holding company **(Private Industrial Holding Group)**

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- Installing new reporting system (automated) – consulting on business performance (**3PL logistics**)
- Coaching Management – operational audit (**International Transport**)
- Guiding through Belgian RULING COMMISSION in order to solve a tax vehicle no longer of use to the business (**Real Estate**)
- Coaching management – soundboard – feasibility studies – reporting tools (**3PL Logistics**)
- Guiding the management transition between generations (**3PL Logistics**)
- Divesting towards eastern countries – selling a Belgian company to eastern Europe companies (**container transport**)
- Restructuring holding/real estate activities group of companies (**Holding company**)
- Giving business conferences on transport & transport costs (**Employers Unions in the Transport sector**).
- Management support & reorientation market approach (**2PL Logistics**)
- Reengineering of the business in line with the requirements of the mother company (**Transport for Road Building**)
- Redefine logistics – optimize with ICT – prepare full MIS (**Transport for road building**)
- Creation of transport concept allowing internal rapid growth (30% increase fleet – 100% increase turnover. (**2PL logistics**)
- Workout of a “silent” management transition to make things professionally in line with expectations and growth path. (**2PL logistics**)
- Preparation of company for next generation (**textiles**)
- Bringing organization up speed for coping with Expeditors Demands ICT – Planning – EDI wise (**2PL logistics**)
- Clearing financial issues – reviewing cost approach – redirecting market approach - seeking for complementary partners (**rotary printing**)
- Member of steering committee on “collaborative networks” - “reverse logistics” – “Logistics for Road works & Real Estate related” (**Institute of Flemish Government involved with logistics in/for Flanders**)
- Consulting management (**Logistics for Netherlands beverages**)
- Traffic planning – automation – cost calculation (**2PL logistics**)
- Operational audit on part of group of companies in a major acquisition due diligence (**road construction linked companies**)
- Preparing file for a lot of 128 housing concepts in Belgian town (**promotion of Real Estate**)
- Evaluation of internet tool and approach for Discount Brokerage (**internet agent**)
- Business Intelligence – customer audit and set-up of BI (**Transport Management Systems - Navision**)
- Preparing take over restaurant – fiscal/financial impacts – structuring the deal (**Restaurants**)
- Finding strategic acquisitions (**venture capitalist**)
- Implementing re-invoicing program in the Franchise retail business (**Major Retail Group**)

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- Due diligence – defining value in bidding for Franchise Business – Chain of companies **(Major Toy Franchisor)**
- Writing business plans to save big Franchisees in distress or keep the marketplace **(Major Retail Group)**
- Turnaround of Belgian Packaging Company for International Player **(Plastics – Injection Molding / thermoforming)**
- Turnaround of Aluminum Foil (5 Micron) company **(Packaging – Rolling Aluminum – GD Luxemburg)**
- Implementing ERP program in Packaging Company **(Plastics – Injection Molding / thermoforming)**
- Breakdown (sale) of Group of Companies and Turnaround of major one **(Textiles)**
- Setup of marketing program in car distribution nationwide based on data mining **(import/distribution of cars – major brands)**
- Redefining reporting in Textile Group **(Textiles)**
- Start-up / business plan for retirement homes group **(retirement homes sector – walls & beds)**
- Reviewing business plan and reorganizing Finance Department, set up of new MIS system **(retail chain of Toy stores)**
- Fleet optimization for winter and summer holiday breaks **(transport company linked to road works)**
- Redefining market approach, technology/equipment needs to tackle market **(Holland – Textile Printing)**
- Implementing ERP program in Railroad Construction Company – preparing also international Roll out **(Belgian subsidiary of Major Railroad Constructor)**
- Set-up of an automated Forecasting Cash Model in the retail business Group Level **(Retail Chain of Toy shops)**
- Revamping company sales in raised floors in office renovation **(raised access floors)**
- Defining needs for scheduling out of scarcity for railroad constructors, finding the right tool on the market for the Group **(Multinational construction Group)**
- Automation out of OBC (on board computers) for Road Work Trucks, Base salary data for wage calculations, as well as setup for automated MIS reporting and generation of journal entries in an analytical accounting system **(Road Construction Transport Company)**
- Due Diligence on a Transport/Logistics company, specialized in wines & spirits **(Transport Company)**
- Professionalizing company, installing procedures, MIS, prepare for an M&A exercise **(Horse Meat company, from carcasses to consumer meat)**
- Creation of optimization tool for restaurants
- Creation of a Transport Sales Price creation/evaluation Calculator **(Used by a multitude of transport companies middle sizes (100 trucks 25/30 Mio € turnover))**

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- Restructuring Accounting and Follow up of a Bureau of Architects which made a mess of their administration leading them nearly to bankruptcy – preparing for WCO (**Project Management change-over from CO to POC implementation, alignment with accounting**)
- Helping transport companies to deploy vision on disruption in the market, such as Uber, Coyote, as well as developing strategies for growth and acquisitions. (**multitude of transport companies middle sizes (100 trucks 25/30 Mio € turnover)**)
- Due Diligence on Dutch transport company, considering synergies of Logistics as base, transports as 2<sup>nd</sup> add-on (**Analyzing acquisition of 3PL Dutch company by Flemish 3PL Group**)
- Filing for high Insurance claim based on Cadmium contamination out of Romania exporting company – loss of image, volume, margin & opportunity (**Meat products**)
- Helping production company, supplier to construction market on product claim, due to non-standard proscribed usage/build of material of constructor. (**Building Industry**)
- ...

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