

OI Global Partners' Meeting Brussels April, 2015

Our business today



Profile of our business

Service	(%) of Revenue
Outplacement (individual)	80%
Outplacement (collective)	10%
Career management	3%
Executive coaching & assessment	7%
TOTAL	100%

Profile of our business

Headcount

- 7 Business Developers - Consultants
- 4 Operations / Admin
- 15 freelance consultants / coaches

Turnover

- € 2,0 mios (2014), € 2.7 mios (2013)

Coverage

- French part of Switzerland, with offices in Geneva, Lausanne and recently Neuchâtel
- German Part covered by Partners (Dr Nadig & Partners, Mäeder & Partners, TGC)

Swiss market review

Market situation:

- The economic cycle continues to strongly favour Outplacement:
 - The abandon of the Euro ceiling exchange rate
 - Manufacturing sector struggling due to cost pressures
 - International and multinational structures (HQ's) moving out of Switzerland
- Unemployment rate still low: < 4%

Products:

- Development of 'Assessment' services
- Development of the "Oasys+" platform to increase the visibility of our candidates

Clients :

- Important communication campaign in 2014 and 2015
 - Local press, Social networks

Challenges / Opportunities:

- Development of new services, "rethinking the OP business"
- Building stronger relationship the Swiss German partners
- Leveraging OIGP relationship

Our clients today

Industry

- Biotech, chemicals, technology, telecom, energy distribution, construction, aerospace, watch manufacturing, etc..
 - Firmenich
 - Givaudan
 - Merck Serono
 - Ferring
 - Meggitt
 - Nagra-Kudelski
 - Richemont Group
 - Rolex
 - Alpiq
 - Orange Business services
 - Nestlé
 - Etc.

Our clients today

Services

- Banks, insurances, public transportation, etc.
 - La Vaudoise (insurance company)
 - La Mobilière (insurance company)
 - UBP – Lloyds
 - Barclays Bank
 - Pictet
 - SGS (Société Générale de Surveillance)
 - Cotecna
 - Transports Lausannois
 - Banque Cantonal Vaudoise
 - Swisscanto
 - etc.

Our clients today

Public sector

- National and local governments, NGOs
 - SECO (secretariat d'Etat à l'économie)
 - ICRC (International Committee of the Red Cross)
 - Service de l'emploi (employment services) Vaud, Genève, Neuchâtel, Fribourg

How do we run the business ?

Business model

- 3 well equipped offices (Geneva – Lausanne – Neuchâtel)
- Access to various consultants (sharing of experience)
- Consultants delivering AND selling (a mix that works in Switzerland)
- Personal relationship with customers extremely important!

Systems

- CRM: Own customized database (candidate management, client reporting and invoicing)
- Accounting: outsourced
- Office 365 / Sharepoint (cloud based operations support)

www.oasys.ch

