



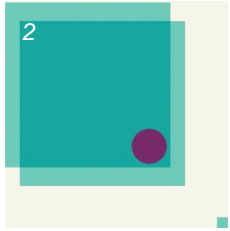
***CNI Meeting***

***Berlin - September***

***Business Development: Cross Border  
Activities***

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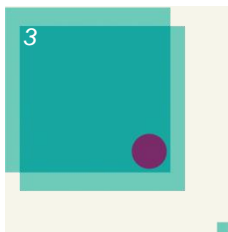
## BD: Cross Border Activities



### Targets:

- Second Tier Companies (less centralized, less prone to processes, open to a local approach, less sensitive to price, often without a central Procurement function)
- Headquartered in France
- International reach, not automatically global





# BD: Cross Border Activities



## Companies

- Bic
- Bel (the laughing cow)
- Savencia (cheese and dairy)

## Approach

- Meet with International HR Management, get them to provide Country contacts and, ideally, to introduce OASYS & Partners to their local HR.
- Involve all OASYS Consultants in the approach to expand target list

## Actions in place

- Met with European Talent Management Head at Bic. Awaiting contact names
- Meeting scheduled October with Bel Regional Head of HR
- Contact to be established at Savencia HQ's



# BD: Cross Border Activities



## Next steps:

- Once Contact names provided, organize single/joint meetings depending on Country size or relationship to the Corporate HQ's
- Brief/prepare meeting with Partner involved
- Once meeting completed, build follow-up strategy together with Partner(s) involved
- Bic likely to be the first “candidate”

**1 to 2 meetings before YE**

