

Torino October 2017

OIGP





OASYS CONSULTANTS SA (French part of Switzerland)

1. Competitive changes

- Competition: market almost saturated
- Small players
- Medium + Big companies
- Global agreements
- Pressure on prices

2. What are our clients seeking?

- Lowest price for most of them
- Digital solutions
- Proactivity vs. Reactivity



3. Evolution of our Industry

Locally:

- Market almost saturated
- Quality is not anymore a « Must »
- Non-ethic approach of the competition: get the business at any price ...!

Globally:

- Same as locally

4. Product Development

- Digital solutions
- How to better predict restructuring?
- How to prepare our people in advance?