KLARTIS
CONSULTING

Company overview

A Strategy & Performance improvement consulting boutique combining strong expertise and high flexibility, focused on luxury, retail and consumer goods (1/3)

Klartis Consulting was founded in 2012 by Gilles Cohen, after 25 years in consulting within leading consultancy firms

Deloitte.

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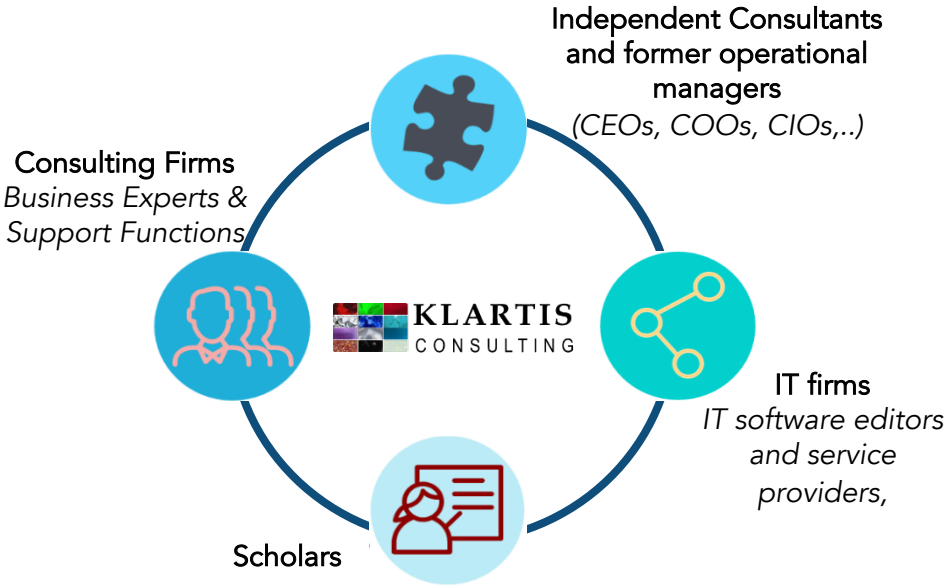
Kurt Salmon

- Specialized in Luxury, Retail and Consumer Goods
- More than 30 years of experience
- Transformation projects, from strategic thinking to the achievement of the expected results, including project/program management
- Different sizes of clients, in France and internationally, independant or part of a group
- Operational experience as well : interim management missions (CEO, COO)

A flexible organization based on a network strategy



- Ability to perform with our own resources
- Ability to call up additional specialized experts and to build up larger teams according to the needs and the types of projects

A Strategy & Performance improvement consulting boutique combining strong expertise and high flexibility, focused on luxury, retail and consumer goods (2/3)

We have a strong and distinctive experience in the luxury and retail segments, with more than 180 projects delivered

A Strategy & Performance improvement consulting boutique combining strong expertise and high flexibility, focused on luxury, retail and consumer goods (3/3)

We also have significant experience in consumer goods and industries

Our assignments are focused on your core business and key issues

Agility

Competitiveness

Digital & Omni-channel

Growth & Expansion

Go-To-Market

Pricing & Margins

Market & Innovation watch

Data security & Authorization

Change Management

Productivity

Test & Learn

Mobility

Scalability

AI & Big data

Core Competences

New consumption patterns

Internationalization

Shared visions

Innovation

Sustainability & Durability

Forecasts accuracy

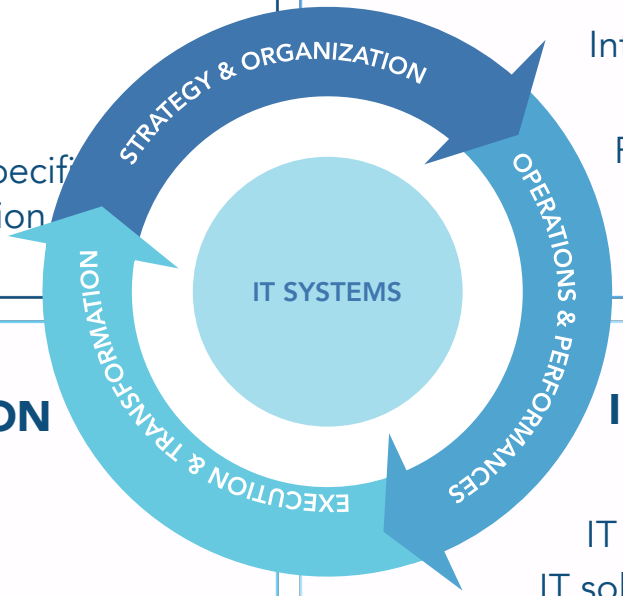
4 complementary lines of services ranging from strategy through implementation of action plans and IT systems alignment, leading to the delivery of expected results

STRATEGY & ORGANIZATION

Diagnostic & Strategic recommendations
Market & Competitive Intelligence
Due diligence
Business Model Redefinition
Organization & Governance
Transformation plans (including specif
situations like mergers, acquisition
splits, carve-outs)

OPERATIONS & PERFORMANCES

Operational Analysis (organization, processes, methods, tools, KPI & performances)
Opportunity Analysis
Internal/External data analysis
Benchmarking
Recommendations & Implementation plans
Profitability & Cost reduction plans



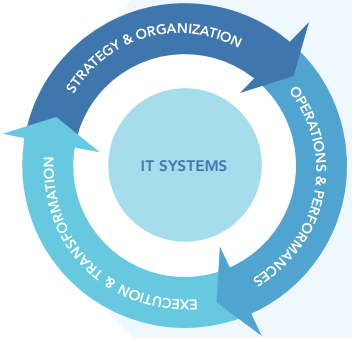
EXECUTION & TRANSFORMATION

Project Management
Internal teams support
Training
Project Communication
Post-transaction support
Sourcing of project, operational & support resources

INFORMATION SYSTEMS

Information Systems Strategic Plans
IT Systems Review & Assessment
IT solution selection & Implementation
Complex Program Management
Project Portfolio Management
IT Governance

Examples of projects



- **Positioning** and **Business Model** review for the textile departments of several Consumer Goods players
- Several **strategic & operational due diligences** as part of acquisition projects led by Investment funds & Industrial players.
- **Internal governance re-organization and alignment** in different sectors (spirits, fashion, watch & jewelry…) for various players in the Luxury and "mass-market" segments.
- **360° Operational Diagnoses** and **recommendations** for different market players (RTW, leather goods, watchmaking, jewelry, shoes, home furnishing).
- **Carve-out plan** for a RTW company, formerly integrated in a multi-brand group, and taken over by the management team
- **Product offering performance analysis** for department stores, Consumer Goods suppliers and specialized retailers.
- **Several Merchandise** and **Assortment Planning processes** and **tools improvements** for various retailers
- **Product development cycle review** and **Go To Market efficiency assessments** for different types of players
- **Supply Chain Operational improvement** (production, logistics, ADV, returns) from diagnostic through implementation
- Several **implementations of Purchasing Improvement Plans** combining different levers (conditions and purchasing policies, synergies between different divisions, negotiation strategy & support, reverse auctions)
- **Information Systems Strategic Planning** and **Organization Design** for several apparel and accessories companies (specialty retailers, e-commerce ad catalog, department stores, large mass-merchants)
- **Support to the Information Systems selection and implementation, along with Project Management** in different fields: product assortment & product development, planning & Open-to-buy, production and managing the subcontracting, performance management, back-office & front office in stores, indirect purchasing and e-procurement, e-commerce,…
- **IT systems governance review** for an international luxury multi-divisional company, with alignment of its different organizations

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