

Independent Management Consultancies Network IMCN

 European

 Professional

 Personal


Name of the Firm
APAX Consulting Group Sp. z o. o.
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(incl. Phone, Fax etc.)*
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Established
2008
*Responsible Person for the
Network*

Dariusz Brzeziński
*Name of Managing Partner(s),
Executive Director(s)*
**Dariusz Brzeziński, Managing Partner
Jacek Markowski, Partner
Paweł Modrzejewski, Director**
Total Number of Consultants
12
*Number of Associate
Management Consultants
(at least one entire assignment
together)*
20
August 2016

(The profiles of the members are permanently up-dated. Please ask for the latest version.)

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APAX Consulting Group

*Specialisations
(FEACO classification/
Main Field of activity)*

**Corporate strategy and organisation development
Merger & Acquisition / Corporate finance
Financial and administrative systems
Human resources (including executive search and interim management)
Marketing and corporate communication
Information systems and technology
Project management
Economic and environmental studies**

*Type of Clients/Branches
(Industry areas)*

**Transportation
Energy
Manufacturing
Service Companies
Public Services & Education
Food
Financial Services
Waste Management Sector
Media and Telekom
Chemical and pharmaceutical industry
FMCG Fast Moving Consumer Goods**

*Consulting products or service
packages (self-developed)*

**Strategy & Transformation (implementation methodology of strategy)
Transfer of Technologies (methodology based on innovation and commercialization)
Strategy Audit (quick assessment of strategic and operational competence)**

*International Practice
(Foreign countries where assign-
ments were completed;
in order of priority)*

**Germany
Czech Republic
Slovenia
Ukraine**

Language ability in the firm

**Polish
English
French
German**

*Professional Membership
and Cooperations*

**British-Polish Chamber of Commerce
French-Polish Chamber of Commerce
Poland-Israel Chamber of Commerce and Industry
West Pomeranian Business School
Management Systems Consulting Corporation**

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APAX Consulting Group

Mission Statement / Consulting Philosophy

Consulting through implementation:

According to our rule “consulting through implementation” we not only specify what has to be done, but first and foremost show our clients how to act by sharing our knowledge and experience.

Our approach allows us to achieve measurable results and is a source of enormous satisfaction to those who we undertake projects with. We support our clients in achieving remarkable turnover as well as growth in profits and company value within one to three years, which is significantly higher than the average rates of their market competitors.

We develop and implement solutions which allow our clients to:

- Gain a unique position in their business segment as well as become a market leader
- Concentrate on key competence and maximum leverage of the company’s capacities
- Conduct a program of business transformation which leads to the excellence of key processes and operations.

Credentials (short description of some typical assignments)

- *Type of client / Branch (Industry area)*
- *Field of activity*
- *Assignment summary and results*

PKP CARGO SERVICE / TRANSPORTATION LOGISTICS SERVICES

Railway:

Creating and implementing a new strategy and restructuring plan for the company for a period over four years including tasks such as: Market analysis, internal analysis of the company including business processes such as sales, service delivery, planning and controlling and HR management. Moreover there were organisational structure analysis, developing strategic goals, developing new organisation model incl. restructuring processes, organisational structure and IT systems. And finally an implementation plan for the company was developed and intense assistance in implementation given.

INTERNATIONAL LOGISTICS OPERATOR

Comprehensive range of transportation, transshipment, storage and customer services:

This project involved developing a new strategy regarding quality of services for current and potential markets and clients of the company. Assignment tasks included: Most attractive markets’ review in the field of railway transportation, resources and process analysis regarding maximising the utilisation of the firm’s potential to grow; evaluation of strategic option with recommendation towards the most optimal one, preparing the concept of new processes in the company, description and planning of leading projects to be finalised in the period of three years and assistance in implementation.

HIGH-PERFORMANCE HEAT EXCHANGERS MANUFACTURER

Hot dip galvanized elliptical finned tubes; products including heaters, cooler, economisers, convectors, cooling towers, plate heat exchangers, shell- and tube heat exchangers:

Analysis of the current strategic situation and definition of key factors for success; estimating market size in Poland and main central European countries; restructuring of sales department and creating new sales strategy (strategic and operational workshop with the board and management); source and derivative materials analysis to verify market hypotheses; interviews with company representatives - managerial staff; strategic workshops with the participation of selected company representatives; analytical and conceptual work undertaken by consultants; changing organisation culture - workshops with employees; structuring new product development process and setting new standards in the field.

CONSTRUCTION SERVICES

In three areas docking solutions, steel constructions, general contractor of industrial, warehouse, manufacturing, and office facilities based on steel constructions manufactured in own factories:

The aim of project was to determine a new operating strategy for the Polish market and foreign expansion including estimating the potential of new branches

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Consulting Group***Cont.**Credentials (short description of some typical assignments)*

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and determining potential acquisition targets. Assignments included financial attractiveness analysis of 16 different construction segments in Poland; strategic analysis of construction market (size, growth perspectives, attractiveness analysis from five perspectives), key success factors analysis for each segment; internal company's situation analysis; strategic analysis of foreign construction markets potential; developing strategic directions for further development and growth, evaluation and choosing of further strategic course for the company and preparation of a detailed strategy implementation plan.

Selection of important and well known clients (location)

IMPEL Security Sp. z o. o.
Polish Airport (State Enterprise)
Elektrotim SA
ARP SA
PKP Cargo Service Sp. z o. o.
Prima Moda SA
GEA Technika Ciepłna Sp. z o. o.
Projprzem SA
LeasingTeam Sp. z o. o.
Zakład Usług Komunalnych USKOM Sp. z o.o

*Partners / Senior Consultants short profile***DARIUSZ BRZEZIŃSKI – managing partner**

For over 20 years, Dariusz has been working as a manager and member of the Board for leading consulting companies. From 1991 to 2000 he worked at Ernst & Young Poland, starting as a Chief of market advisory department and next as a senior manager and chief of strategy and operational improvement department. Between 2001-2005 he was vice-president and chief operations officer of Capgemini Poland. In 2006 he became vice-president of the company Doradztwo Gospodarcze DGA. Dariusz acquired a Master degree at Warsaw School of Economics as well as finishing the management program at Copenhagen Business School in Denmark and other specialised courses and trainings.

JACEK MARKOWSKI – Partner

For over 10 years, Jacek has worked for leading audit and consulting companies. He started his career at Arthur Andersen, first as a financial auditor, and later as a IT auditor and business consultant. From 2002 until 2009 he worked at Ernst & Young. As a manager he was responsible for the development of IT security services. Then, at Ernst & Young Business Advisory he worked as a senior manager responsible mainly for the development and sales of Project and Program Management, Project Portfolio Management and Project Risk Management services. Jacek graduated from the University of Szczecin and Ecole Nationale Supérieure Des Mines De Saint-Etienne, France. He lectures at IT security and Project Management conferences as well as Project and Program Management classes at universities in Poland. He has PMP, Prince2 and APM project management certificates as well as CISA, CIA and TOGAF certificates.

PAWEL MODRZEJEWSKI – Director

Paweł Modrzejewski gained his international experience in the investment banking sector as well as in hedge funds in the field of credit markets and arbitrage strategies. As an investment analyst at Global Asset Management (GAM) in London, he was responsible for a portfolio of investments in debt securities, bank loans and assets at risk. Prior to that, he spent two years as a credit analyst at Citigroup in London dealing with the analysis of credit risk for a portfolio of hedge funds with different investment strategies. Paweł Modrzejewski holds a Master's degree in International Management from ESCP-EAP European School of Management (Paris, Oxford, Berlin). He also received his degree from the National Louis University in Nowy Sącz.