



# Business Process Improvement Traceability Technologies Consulting



**Latin : [aera] era, [aero] aeronautical**

**Mission : bring the best organization practices from aeronautics, airline and defense industries in logistics and maintenance business processes**

# Your Expectations



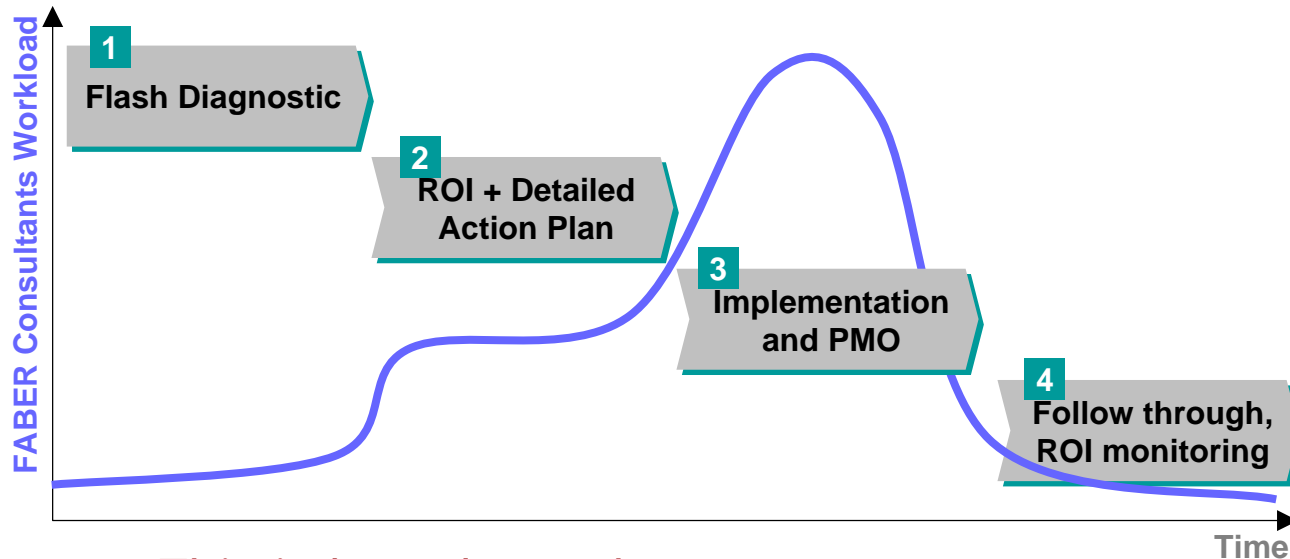
- Studies show that clients rightfully want their consultants to:
  - Provide strategies and concepts, which can be understood and used even in difficult contexts
  - Have proven operational know-how
  - Be focused on results
  - Be able to persuade teams to adopt changes and act
  - Make immediate results last and grow
- To add to these purchasing criteria, there is also as in any healthy client / supplier relationship:
  - A competitive added value / cost ratio
  - Complete lack of conflict of interest



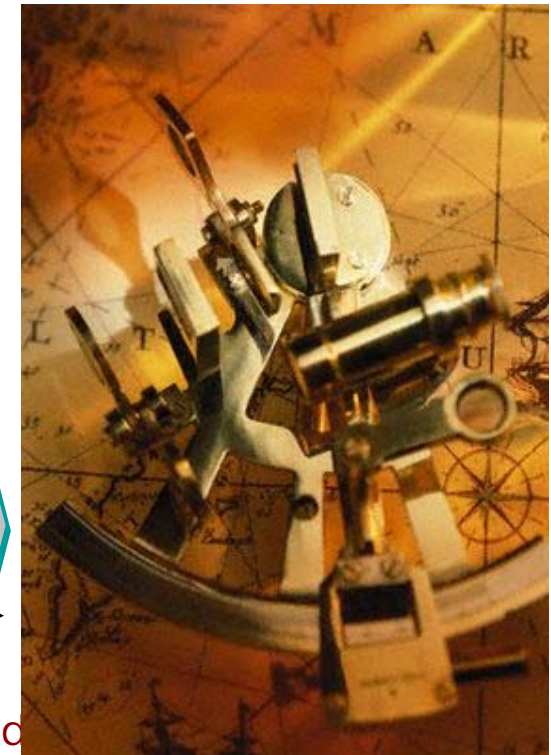
- We perfectly understand these needs and are structured to provide satisfaction to our clients on each and every point

# Our Approach

- Our engagements are designed to quickly and flexibly fit client needs depending on:
  - Internal resource availability
  - Estimated benefits of the job



- This is based on 3 key components:
  - Methodology to structure and frame the work to do
  - Expertise to control project risks
  - Leadership to manage employee moods, reinforce guidelines and avoid backsliding





- Management of Complex Projects
  - Reorganization and reengineering of information systems
    - Large contracts
- Traceability Technologies Consulting
  - Logistics Processes
  - Maintenance and inspection
- Skills matching the many issues of these projects with the reactivity of a small organization





- Professionals with top backgrounds and track records:

|                    |   |  |
|--------------------|---|--|
| <b>Expertise</b>   | <ul style="list-style-type: none"> <li>• <b>Operational processes:</b> sales, logistics, after-sales, maintenance</li> </ul>  | <ul style="list-style-type: none"> <li>• <b>IT Solutions:</b> ERP, specialized applications, EDI, RFID</li> </ul>                                |
| <b>Methodology</b> | <ul style="list-style-type: none"> <li>• <b>Best international practices field proven via engagements in very demanding contexts:</b> automotive, aerospace and defense high technologies, restructuring companies</li> <li>• <b>Proprietary tools developed by FABER Consultants</b></li> </ul>                          |  |
| <b>Background</b>  | <ul style="list-style-type: none"> <li>• <b>French Grandes Ecoles</b></li> <li>• <b>American and Spanish Universities</b></li> <li>• <b>Certified Production &amp; Inventory Management (APICS)</b></li> </ul>  | <ul style="list-style-type: none"> <li>• <b>Cultural Diversity:</b> Belgium, France Germany, Japan, North America, Spain, Switzerland</li> </ul> |
| <b>Experience</b>  | <ul style="list-style-type: none"> <li>• <b>ABN Amro, Alstom, ANPE, Bic, Compass Group, France Telecom, Gemplus, Imprimerie Nationale, KPMG Peat Marwick, LEK Consulting, Lucas Varity, Minick AG, Orange, Pricewaterhouse Coopers, Schneider Electric, Solving International, Spie Batignolles, Thales...</b></li> </ul> |  |





- Key facts
  - Created in 2000
  - 860 000 euros in turnover
- Contact commercial
  - **Jean-Noël LEFEBVRE**, developed a recognized experience as a consultant then manager in KPMG Peat Marwick, where he worked on engagements focused on project management for clients in manufacturing and service industries. As a founding partner of FABER Consultants, he has been working on large reorganization and IT projects. Graduate of Ecole des Mines de Paris (French Grande Ecole), he is a board member of the alumni association and also President of the RFID France Association.
  - Email : [jnlefebvre@aera.aero](mailto:jnlefebvre@aera.aero)
  - Portable: +33 (0) 6 60 32 33 54

- Partner network



- Clients

Air France – Alghanim Industries  
– Aplix – Arc International –  
Bureau Veritas – Cosumar Groupe  
ONA – Exide Technologies –  
France Telecom – Jeanne Lanvin  
SA – NMPP – Office Chérifien des  
Phosphates – Port autonome de  
Guadeloupe – Réseau Ferré de  
France – Société d’Agences et de  
Diffusion – Saunier Duval – Thales  
– Vivarte – VVF Vacances