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Company presentation

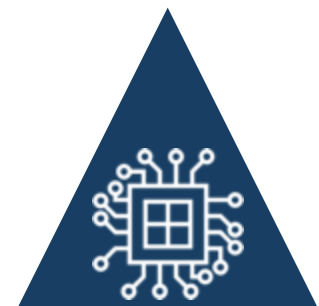


DECISION
ETUDES & CONSEIL

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A team of senior consultant backs up by experts from the industry and the administration,
to help you to address your challenging business questions

OUR FIELDS OF EXPERTISE



Electronics

from the components to the systems



Aerospace – Defence - Security



Industry 4.0 – Electrics

OUR SOLUTIONS



Market Research

- Sector & Competitiveness analysis
- Market sizing & Economic forecasts
- Company analysis



Strategy - Industries

- Analysis of competitive & strategic landscape
- Investment decision guidance (make or buy...)
- Technical expertise



Strategy – Finance

- Prospect identification & Partner prospection
- M&A (divestiture assistance, due diligence...)

Market Research



DECISION permanently updates a complete study on the world electronic industries that provides useful insights for any kind of analysis that involves electronic components/equipment.

Fields where we can help you :

- Your organization needs to define the size of a market in terms of volume, value and/or according to specific criteria (segmentation, etc.). DECISION's economists set up specific estimations methods based on both in-house and public & private statistics
- Your organization needs a strategic and economic analysis of your competitors (players identification, etc.)
- Your organization needs to assess the competitive strengths and/or weaknesses of a specific sector/market
- Your organization needs economic forecasts regarding any country / region of the world

Strategy - Industries



DECISION's experts have all spent successful carriers at the highest level of their industries. They possess a unique experience and know the visions, objectives and constraints of the major players of their industries.

Fields where we can help you :

- Your firm needs to assess its competitive and strategic landscape (environment, competitors, clients, suppliers, market drivers)
- Your firm needs to determine the SWOT related to a specific strategy
- Your firm needs a technical expertise regarding a process and/or a product (production management, technological watch, opportunity of R&D investments)
- Your organization needs investment decision guidance (make or buy...)

Strategy – Finance



DECISION is used to design tailor-made investigation to meet the specific needs of banks, investment funds or industrial firms that wishes to undertake financial operation.

Fields where we can help you :

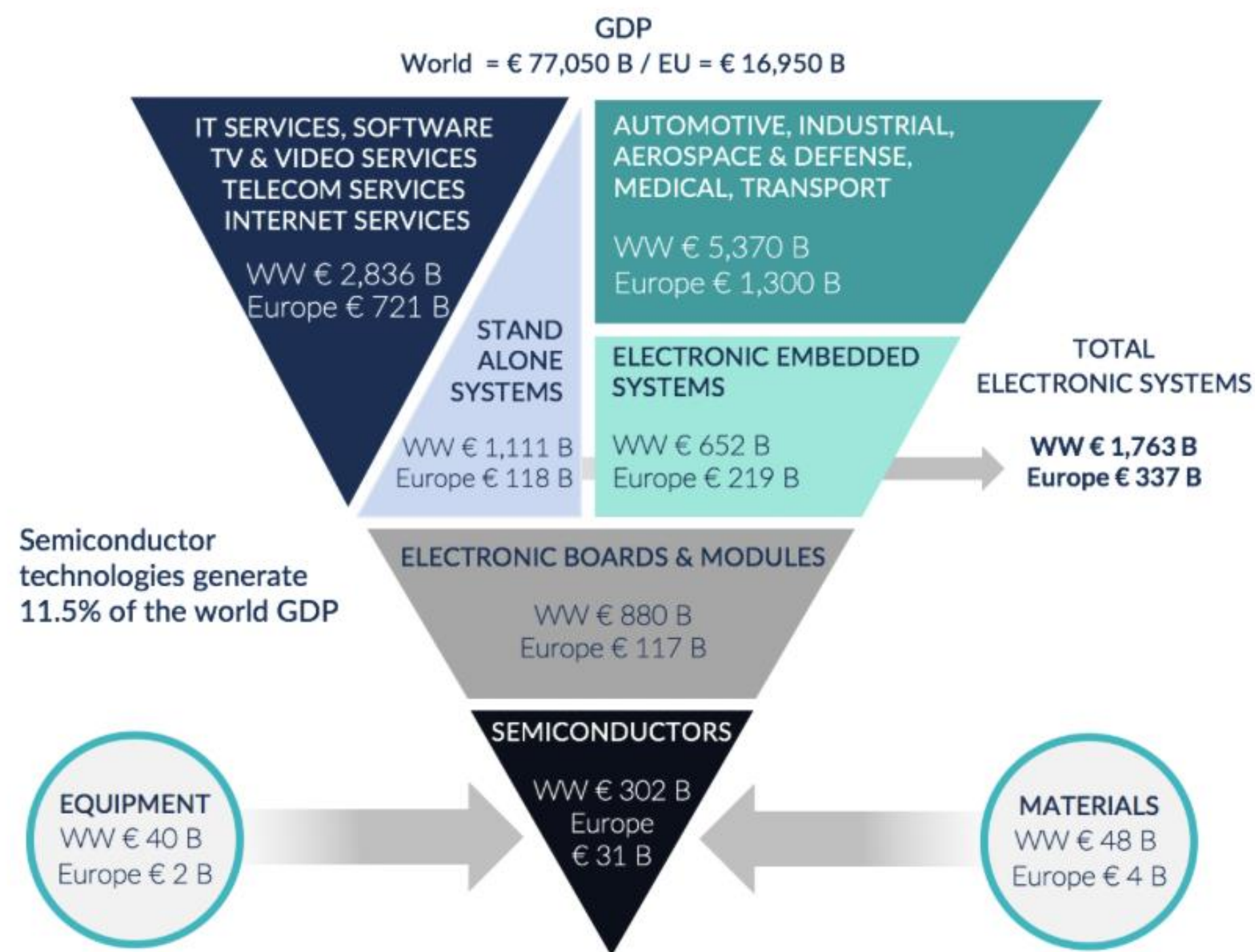
- You are a financial institution that wishes to identify prospects
- You are an industrial firm that wishes to identify potential financial and/or industrial partners
- Your organization needs assistance regarding M&A operations (divestiture assistance, due diligence...)

Our fields of expertise



ELECTRONICS

THE EUROPEAN REFERENCE



Since 2001, DECISION is the only organization which provides a study that depicts and segments the entire electronic value chain at a global scale (see the diagram on the left). It includes :

- Figures and forecasts with detailed scenarios
- Specific analyses for each sector : Data processing, Automotive, Telecommunications...
- Specific analyses for each region : Europe, North America, China, Japan, Other Asian countries...

DECISION has carried out most of the studies regarding the electronic industries initiated by the European Commission (EC) during the past 10 years. DECISION is currently in charge of the ***Study on the Electronics Ecosystem: Overview, Developments and Europe's Position in the World*** launched by the EC in early 2018.

DECISION also helps industrials designing both the technical and strategic parts of business plans for all technologies (power electronics, mechatronics, microelectronics, nanotechnologies, RFID, M2M, robotics, LED lighting, photovoltaic, electric vehicles, etc.). For instance, DECISION recently provided a large French subcontractor EMS with solutions to reposition and diversify a production site.



AERONAUTICS

DEFENSE

SECURITY

DECISION has worked on the aerospace and defense sectors, in particular for the European Commission on competitiveness studies and for the French Ministry of Defence, for whom we carry out analyses of the industrial and technological Defence assets, Defence company profiles and lists, among other works. DECISION also works in this sector for companies, in particular for aerospace equipment manufacturers.

DECISION initiated in 2009 a program of studies on the security industry for the European Commission. DECISION was partner in the last framework contract on the security industry (including cybersecurity) for DG Entr, and also carried out a survey for the French government on the same subject.

SOME OF OUR LATEST REFERENCES

- Observatory of the industrial security sector in France (French Ministry of Home Affairs, Ministry of Economy, SGDSN – 2017-2018)
- Observatory of the industrial security sector in France (PIPAME, French Ministry of Home Affairs, Ministry of Economy, SGDSN – 2014-2015)
- Observatory of the Digital Trust and Cybersecurity in France – 2017 edition (Alliance pour la Confiance Numérique – 2017)
- Cartography of French players in Satcom ground products (CNES 2016)
- Study on the development of statistical data on the European security technological and industrial base (European Commission, DG ENTR – 2015)



INDUSTRY 4.0

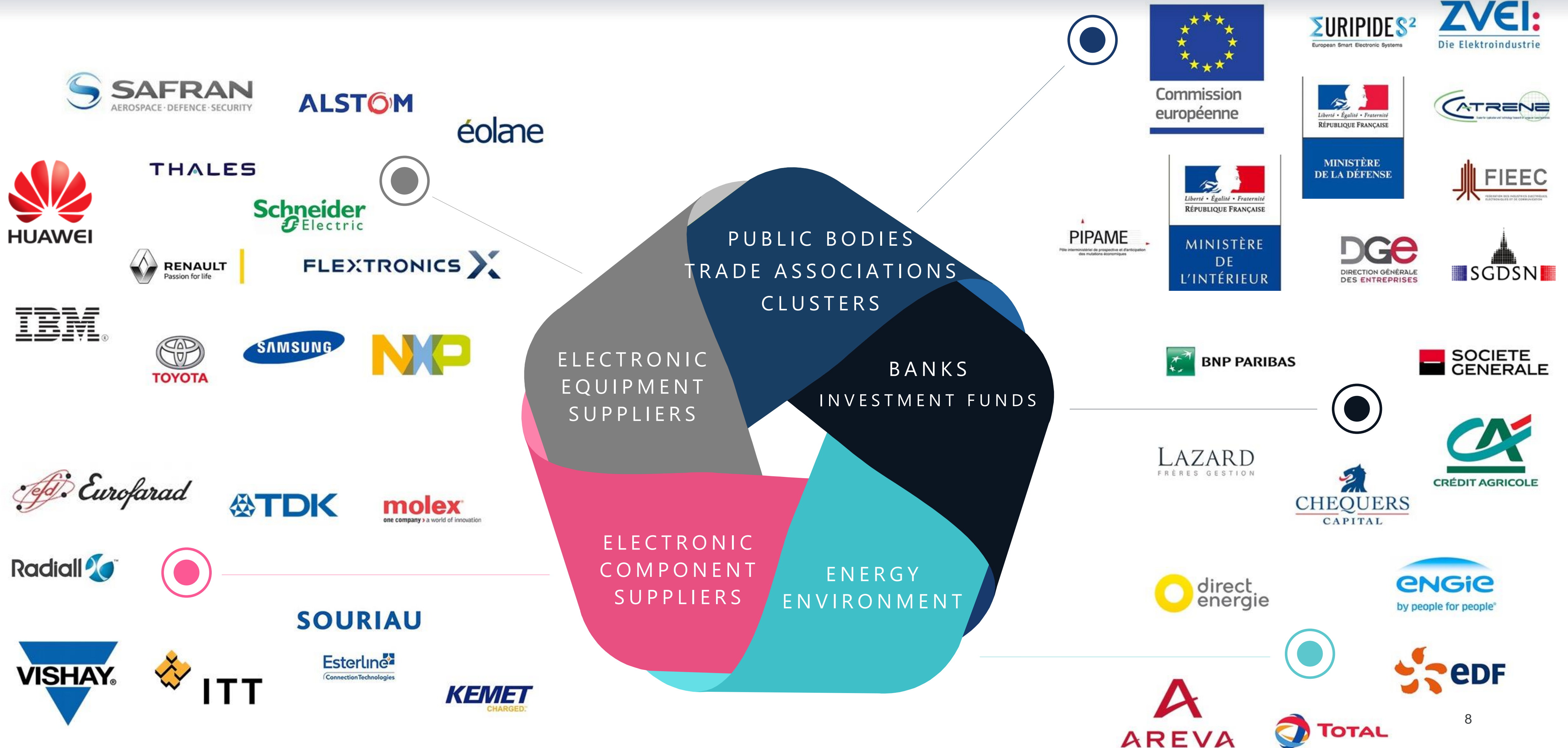
Since on 2015, DECISION offers to support and advise companies in the development of technologies related to the Industry 4.0 .

DECISION is capable of designing and carrying out your deployment project from its beginning to its end, which means :

- Analyzing the economic and strategic environment
- Conducting a cost-benefit analysis (including a detailed forecast of the costs of the different actions to undertake)
- Drafting the specifications (strategic goals, technical boundaries, potential setbacks, etc.)
- Designing the planning (general, partial, necessary projects stages, etc.)
- Ensuring a complete or partial follow-up of the implementation of the project

DECISION is capable of supporting your company regarding the following technical issues

- Information management processes – Integrating your clients & suppliers, automatizing & formalizing feedbacks from the facilities, improving products traceability
- R&D and industrialization management – Developing co-engineering , modernizing & standardizing production means, building simulation tools, setting up conception processes and products (CFAO, CAO)
- Production management – Reshaping your network of internal and external flows, implementing lean manufacturing programs, GPAO
- Maintenance – Predictive maintenance, tracking quality thanks to sensors



CONTACT

OUR TEAM IS AVAILABLE TO ANSWER ALL YOUR QUESTIONS

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