

e-Consulting Global Solutions

We support Consultancies, Internal Consulting Groups, Consulting Associations and Business Services Providers with innovative capabilities to serve their clients better and excel in their home markets.

Methodologies - Vertical Expertise – Tech Capabilities

We Level The Playing Field to Help Compete Better

Why an Estonian Company?

Estonia's unique global digital ecosystem is unique and enabled e-CGS to "born digital" since its creation. We use resources and digital platforms from anywhere in the world to transfer your consultancy the «know-how» and the execution capacity in an autonomous way.

We work under your own brand, supporting the digitization and expansion of your services with the latest technologies and methodological tools.

"Estonia: The World's Most Digital Country"

Forbes

We are a VERIFIED and ACCREDITED COMPANY by



connect
americas



AN INITIATIVE CREATED BY



Inter-American
Development Bank



e-Consulting
Global Solutions

BIT.LY/ECGS_CONNECTAMERICAS

e-CGS is your “one-stop-shop” for leveraging your practice and services portfolio with technological effective tools and innovative methods that “level the playing field” so that you can compete better:

These are some of the capabilities that can be sourced with an alliance and provide a ‘fast-track’ route to innovation :

Operations & Processes Consulting

- Workflows & BPM capabilities coupled with document management and electronic signatures.
- Process Mining (automated process discovery, reporting and simulation)
- CRM for commercial Operations
- Robotics Process Automation (RPA)
- Best Practice database (APQC.ORG)
- Reporting and Analytics (dashboards and special studies)
- Automated document management (DMS) integrated with BPM workflows and signing capabilities.
- Expansion the current capabilities of your ERP (SAP, Oracle, Local) automating the remaining «end to end» process for complete control and efficiency.

People and Change

- Automation of HR Operations
- AI-powered change management
- Collaborative environments for full immersion and management of teams and projects.
- «Competing Values Framework» culture model and automated OCAI tool.
- HR Analytics (descriptive and predictive)
- e-Learning infrastructure and capability development to raise your training delivery service.
- Organizational Development methodologies with SaaS tools that support with automation your diagnostic and design phases

Add specialized experience for new clients with special industry needs :

- Procurement
- Logistics
- Commercial Operations
- Accounting, Treasury, Payment Cycle and Revenue Cycle.
- FATCA / CRS Reporting for Financial Institutions
- Operational Risk
- Banking Operations

Using 2nd Floor Consulting (Consultant to your consultants in specialized topics, inside or outside a specific project)

- BackOffice Operations
- Banking and Finance Ops
- Shared Services Centers
- Risk & Compliance
- Sustainability and Circular Economy
- ISO standards (20700, 9001,14001, 28000, 50001, 18788), BASC and C-Neutrality

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Some of our Clients

WE NEVER SUPPLY DIRECTLY TO END-CLIENTS, ONLY TO THE CONSULTANCIES WE WORK WITH



The international chapter of **ICMCI** - the **INTERNATIONAL COUNCIL OF MANAGEMENT CONSULTING INSTITUTES** operating globally from Switzerland

- e-Learning infrastructure
- Developing of e-Courses (ISO20700, Management Consulting Ethics) and other digital assets
- Automation capabilities for their members (starting in 2024)
- e-payment gateway capacity for collection processes worldwide



Greek firm helping **Family Businesses** in GCC region with emphasis in **Operational Excellence**

- Process automation
- Family Business Groups optimization through implementation of Shared Services



Canadian firm helping organizations improve effectiveness and accountability **Trainer of ISO 20700** for the Consulting Institutes of Canada, USA, Hong Kong, Caribbean and ICMCI, the world MC Institutes federation.

- e-Learning infrastructure
- Management of e-learning service.



Winner 2021 of the Constantinus International Award – the “Oscars” of the Consulting Industry

- e-Learning infrastructure
- e-payment for courses and signup
- e-Course development *know-how* transferred to trainers
- Course content post-production.



MC Firm in the Dominican Republic specialized in ERPs

- Financial Automated Reconciliation deployment in 140 Clinical Laboratories handling 40 Insurers.
- Key support for acquiring a Regional Shared Services project (upselling their current client)



Egyptian firm helping **organizations and entrepreneurs**

- Financial processes automation
- Support to entry in some vertical industry markets.



Niche SMB Firm highly specialized in Strategy and Operations. Covering Latin America, Spain and MENA Region

- Regulatory e-learning (internal regulatory compliance courses)
- Process automation using several tools for BPM, CRM, HRIS, Procurement Tech.
- Process mining for process improvement in shared services and financial services. Creation of «digital twins» and use cases in risk and compliance.
- Multiple projects about shared services centers (full scope), specially within large local groups.



Big 4 local country office *Specific firm/country not disclosed*

- 2nd Floor consulting, supporting the client firm's local team with specific expertise in:
 - Shared Services Centers
 - Organizational Design
 - Lean Six Sigma in corporate backoffice environments.

NOTE: in 2nd floor consulting engagements our resources provide experience and coaching in specific subject matters to the field team, but the contractual responsibility and the brand put forward is our clients' - the allied local consulting firm.



1980
Founded

12
Regions

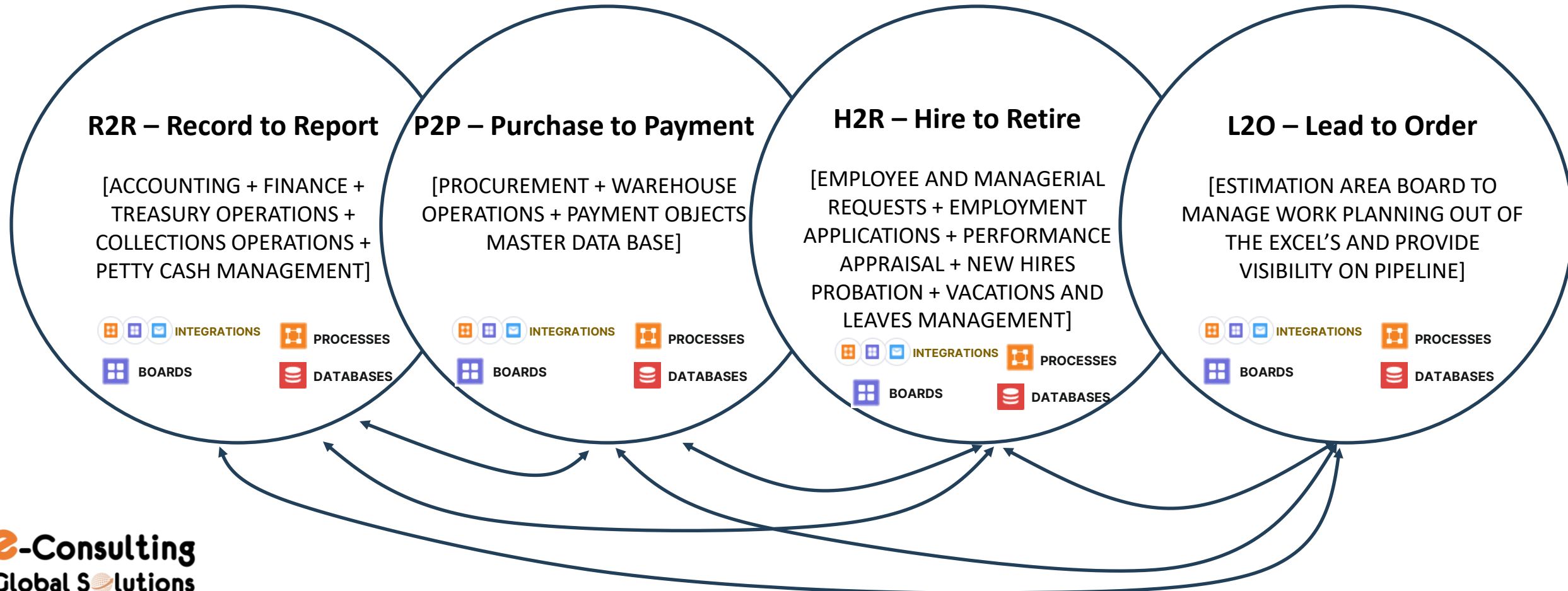
800
Employees

4
Subsidiaries

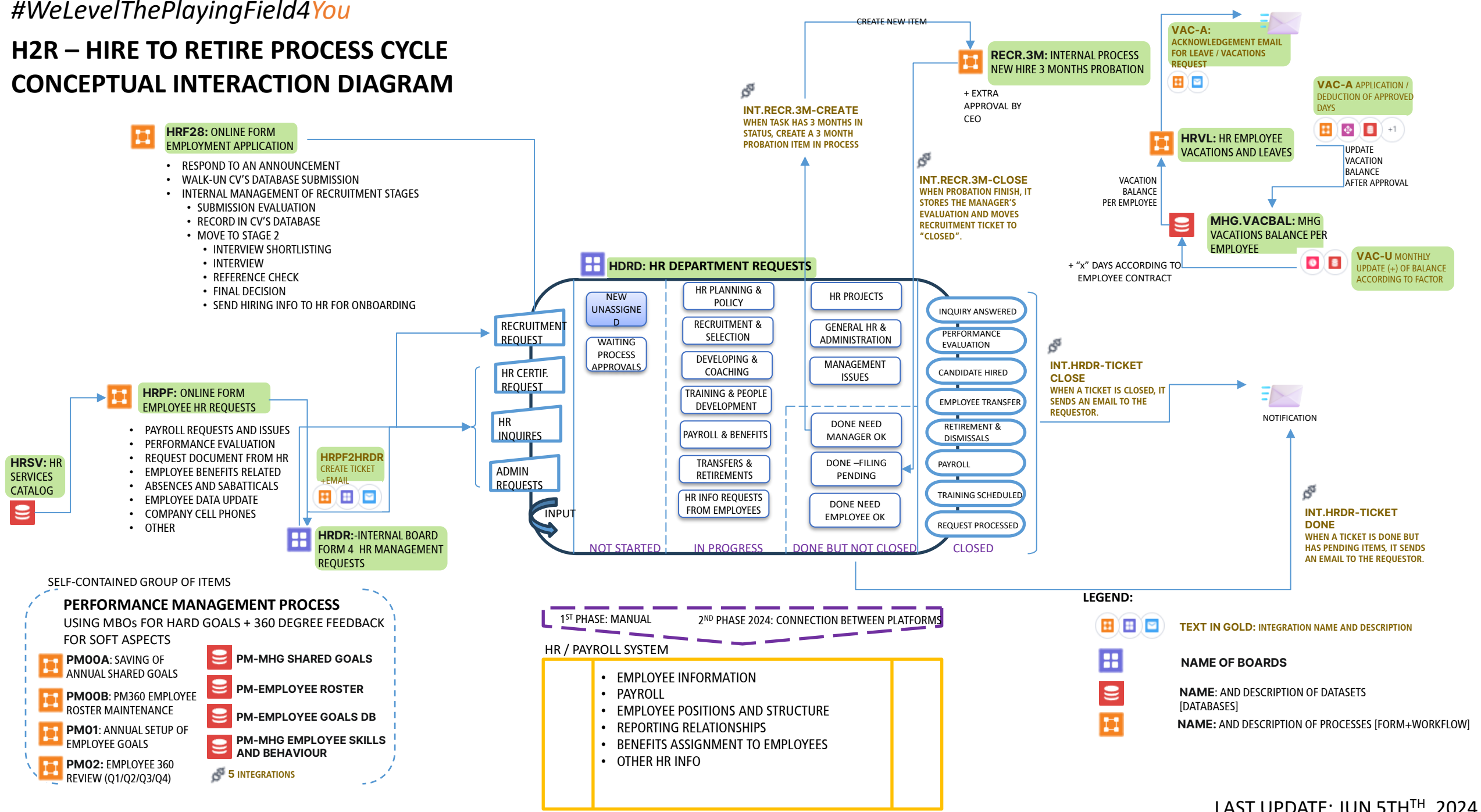


Pioneering water solutions since 1980 — from iconic fountains and wellness pools to advanced water treatment systems, we bring expertise, innovation, and passion to every drop.

There are four blocks, that interoperate among them



H2R – HIRE TO RETIRE PROCESS CYCLE CONCEPTUAL INTERACTION DIAGRAM





The world of Reconciliations....



PROPERTY MANAGEMENT / REAL ESTATE OPERATIONS

Various real estate management analyses indicate that companies in the sector lose between 3% and 7% of their annual income due to revenue leakage.

This occurs mainly because:

- Poorly indexed income or unapplied increases
- Unbilled maintenance charges
- Errors in reconciliation of income and deposits
- Credits or discounts applied incorrectly
- vacancies or poorly managed contracts

In operations with many properties or units, the problem is usually systemic because management combines:

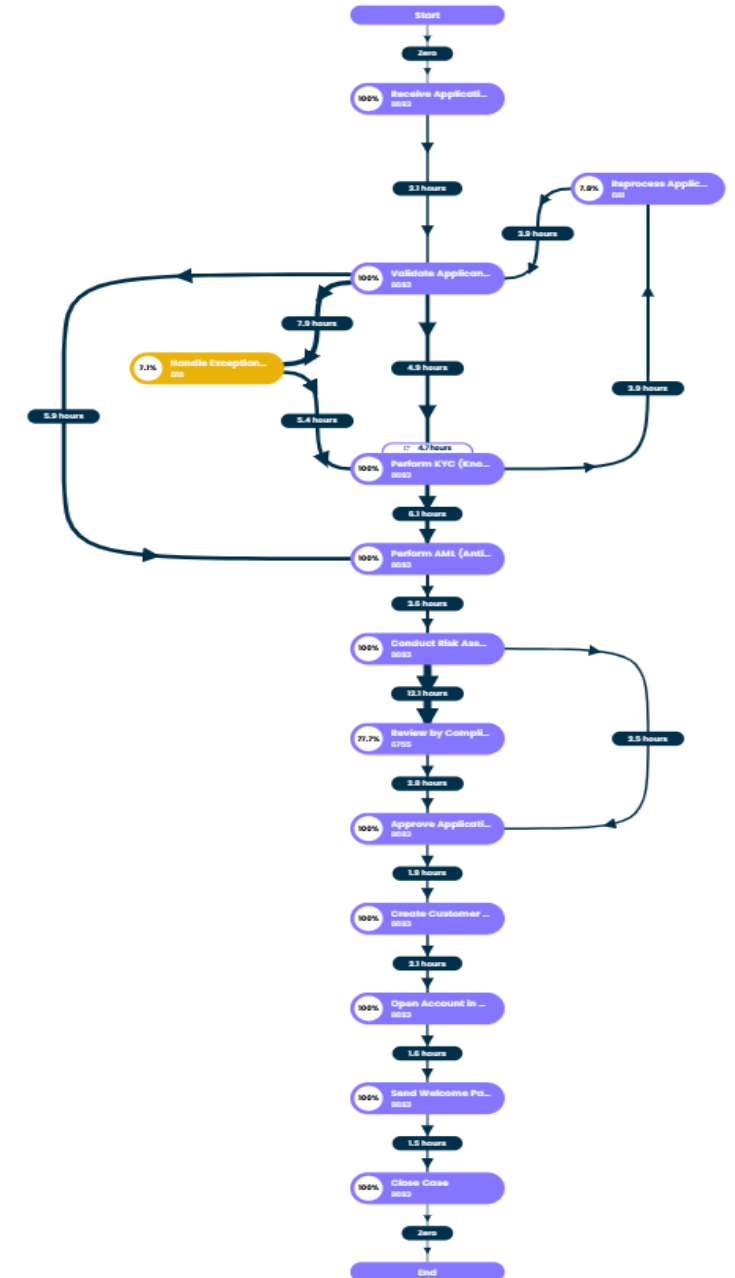
- Contracts
- Maintenance
- Recurring billing
- Payments and reconciliations

Process Improvement through data

Introducing Process Intelligence

Process Intelligence turns real operational data into real understanding.

- Pulls digital footprints from your systems
- Reconstructs actual process flows
- Highlights bottlenecks, delays, rework, and deviations
- Gives you an interactive, always-current Digital Twin of how work really happens



Process Improvement through data

Why Process Intelligence for Finance:

- Shorten invoice approval cycle times and capture more discounts
- Eliminate duplicate payments and reduce compliance risks
- Predict and prevent overdue receivables with AI-powered insights
- Optimize cash flow with proactive DSO and DPO monitoring



35–40% faster invoice approval cycle times



15–20% reduction in DSO (Days Sales Outstanding)



20–30% decrease in duplicate or incorrect payments



Up to \$50M annual improvement in working capital availability

A Fortune 500 finance services center implemented mindzie **for AP and AR monitoring**. Within 6 months, they reduced invoice approval cycle time by 35%, and cut DSO by 12 days, significantly improving working capital.

Our team's background and experience

SHARED SERVICES

EXPERIENCE ACCREDITED THROUGH EXYGE.COM PROJECTS

SHARED SERVICES CENTERS AND CORPORATE BACK-OFFICES



Banca de Inversión
SAFI | VALORES | CAPITAL | ICSC



Grupo Financiero
AREAS CORPORATIVAS | CENTRO DE SERVICIOS COMPARTIDOS



Alexandra Lozano
ABOGADA DE LOS MILAGROS



Deutsche Post DHL

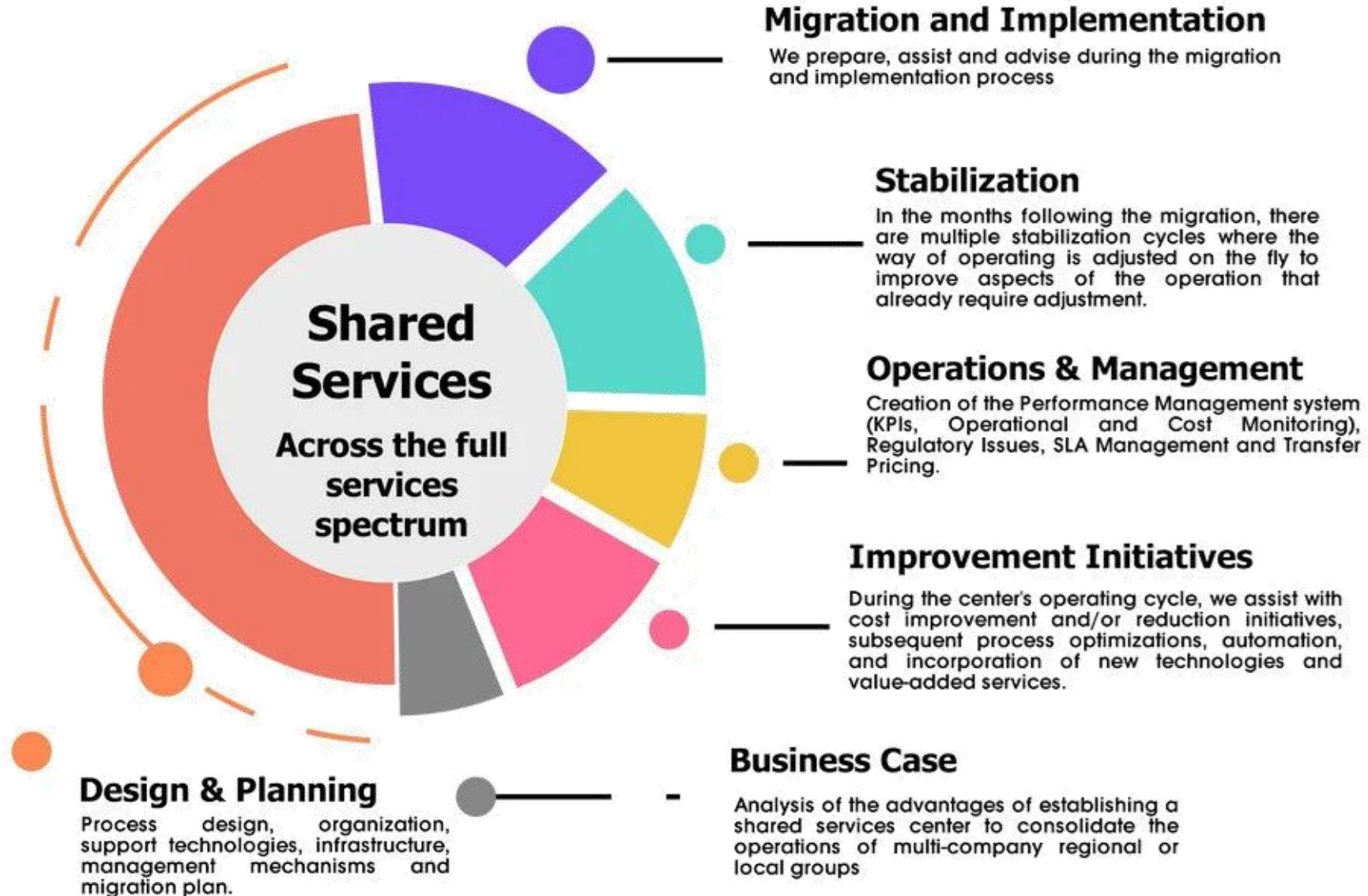
PROJECTS DONE BY TEAM MEMBERS UNDER OTHER CONSULTING COMPANIES PRIOR TO EXYGE OR e-CGS



SHARED SERVICES ORGANIZATIONS WHERE MEMBERS OF OUR TEAM HELD DECISION MAKING INTERNAL POSITIONS



We cover the full spectrum of SSC needs



Our Goals:



e-Consulting Global Solutions

- We want to be your digital delivery partner, **providing you with enablement services** that leverage new technologies or specific subject matter expertise to expand your services.
- Through **our managed services acting backstage as a provider**, your consulting practice can offer an expanded portfolio of enhanced digital and methodological services to their clients **under your own brand**.
- We never contact directly or sell to end-clients, only through our allied consulting companies.

Contact Info:

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We work with small and medium consultancies, consulting associations and business services providers, under their own brand, to digitize and expand their services portfolio with the latest technologies and methodological tools.

Send us an email with your feedback, as well as information about your practice or consultancy and particular area of interest and we will setup a call to further explain and identify next steps.

Check Us Out!

<https://e-consultingsolutions.ee>

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ConnectAmericas



@e-ConsultingGlobalSolutions

We work under the highest standards of the industry



Guidelines for
Management Consultancy
Services
20700:2017



CMC - GLOBAL



European Committee
for Standardization
16114:2011



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