

UNLOCKING NEW HORIZONS!

ADAPTIVE SAG & **Locationperspectives** Join Forces to
Excel GBS Enterprise Transformation Capabilities!



SEPTEMBER 2024

ADAPTIVE SAG & LOCATIONPERSPECTIVES JOIN FORCES TO EXCEL GBS ENTERPRISE TRANSFORMATION CAPABILITIES!

WE ENTER A STRATEGIC ALLIANCE TO OFFER **END-TO-END GBS ADVISORY, IMPLEMENTATION AND PROCESS MANAGEMENT CAPABILITIES** FOR GLOBAL AND REGIONAL COMPANIES. THE ALLIANCE CREATES A UNIQUE AND COMPREHENSIVE SERVICE FOR CORPORATIONS AND OFFERS CORPORATE DECISION-MAKERS ACCESS TO **RESULT-DRIVEN EXPERT PRACTITIONERS** THROUGHOUT THE GBS LIFECYCLE.

Krystian Bestry, Chief Executive Officer, Adaptive Solutions & Advisory Group:

“We are committed to meeting our clients' needs by bringing the transformative solutions of tomorrow into the present, right now. This alliance enables us to provide trully ‘one-stop-shop’ service offerings for corporate functioms. Adaptive has already offered client-centric solutions in GBS/BPO models and Shared Services transformations. Now, we will extend our service capability to advising clients on optimal process allocation and location strategy worldwide.”



Elias van Herwaarden, Principal, Locationperspectives:

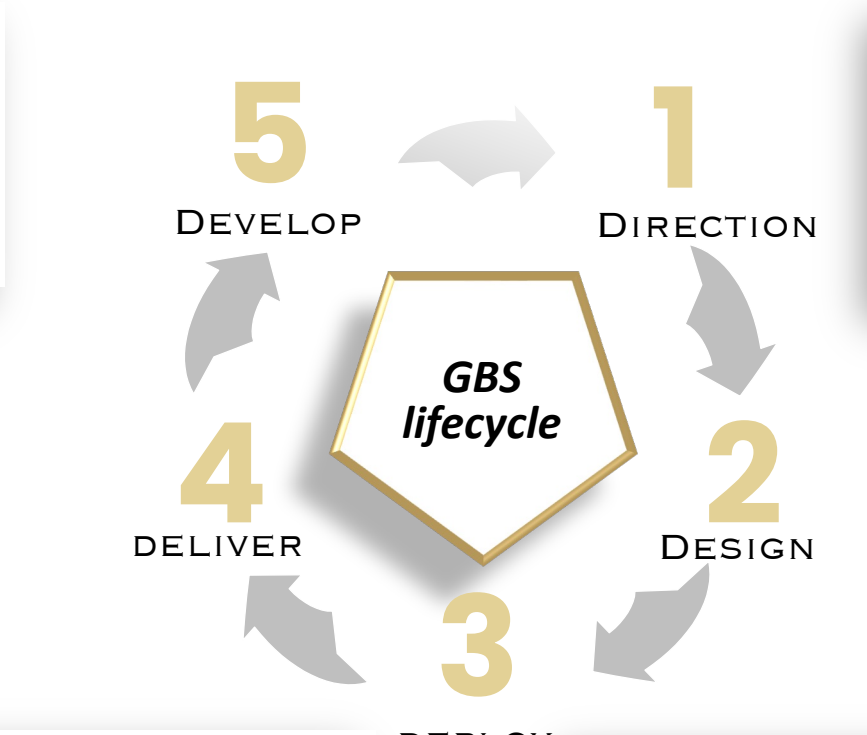
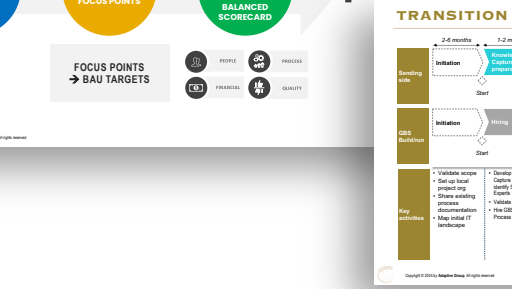
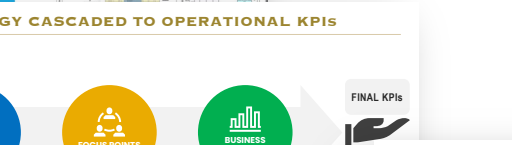
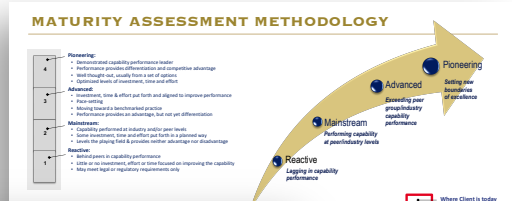
“Many consultancies specialize in either GBS strategy or execution, but these two components are deeply intertwined and should be addressed cohesively. The same is true for GBS location strategy. Determining the optimal location for services requires in-depth insight into the latest developments affecting GBS, from talent growth, ownership and service delivery models to automation and AI innovations. By combining our expertise, we can help clients to stay clear of partial solutions, manage change risk and drive their Shared Services/GBS initiatives to the next level.”

Strategic Guidance with Practitioner-based Solutions. 100 Top-qualified Industry Experts to Accelerate Your GBS Growth & Maturity.



ADAPTIVE SAG AND LOCATION PERSPECTIVES

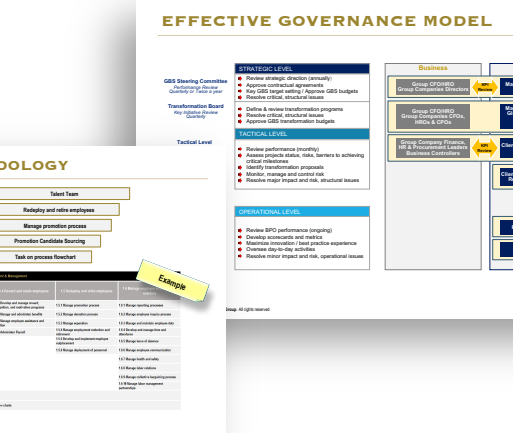
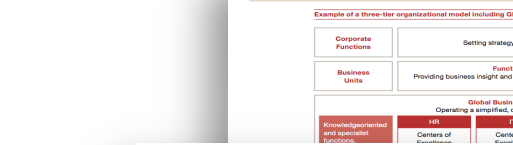
Thought Leadership with Tangible Deliverables for Exceptional GBS Agility Long-term!



TRANSFORMATION ROADMAP

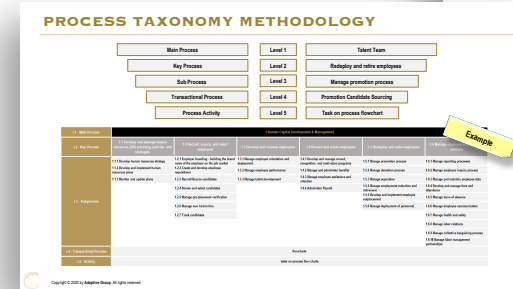
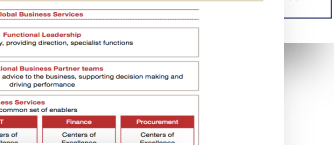
SCOPE OPPORTUNITIES SUMMARY

| Internal GBS movements | Centralization of Bin Scope to Low Cost Locations | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---------|--------|--------|------|-----|-----|-------|-----|-----|-----|----|----|-----|-----|-----|-----|----|------|-------|-------|-----|-----|----|------|-------|-----|-----|-----|----|-------|-------|-------|-------|-------|-----|--|---------|---------|-------|--------|------|-----|-----|-------|-----|-----|-----|----|----|-----|-----|-----|-----|----|------|-------|-----|-----|-----|----|------|-------|-----|-----|-----|----|-------|-------|-------|-------|-------|-----|
| <table border="1"> <thead> <tr> <th>Country</th> <th>Revenue</th> <th>Costs</th> <th>EBITDA</th> <th>EBIT</th> <th>EBE</th> </tr> </thead> <tbody> <tr> <td>USA</td> <td>1,200</td> <td>800</td> <td>400</td> <td>350</td> <td>50</td> </tr> <tr> <td>UK</td> <td>800</td> <td>500</td> <td>300</td> <td>250</td> <td>50</td> </tr> <tr> <td>EMEA</td> <td>1,500</td> <td>1,000</td> <td>500</td> <td>450</td> <td>50</td> </tr> <tr> <td>APAC</td> <td>1,000</td> <td>700</td> <td>300</td> <td>250</td> <td>50</td> </tr> <tr> <td>TOTAL</td> <td>4,500</td> <td>3,000</td> <td>1,500</td> <td>1,300</td> <td>200</td> </tr> </tbody> </table> | Country | Revenue | Costs | EBITDA | EBIT | EBE | USA | 1,200 | 800 | 400 | 350 | 50 | UK | 800 | 500 | 300 | 250 | 50 | EMEA | 1,500 | 1,000 | 500 | 450 | 50 | APAC | 1,000 | 700 | 300 | 250 | 50 | TOTAL | 4,500 | 3,000 | 1,500 | 1,300 | 200 | <table border="1"> <thead> <tr> <th>Country</th> <th>Revenue</th> <th>Costs</th> <th>EBITDA</th> <th>EBIT</th> <th>EBE</th> </tr> </thead> <tbody> <tr> <td>USA</td> <td>1,200</td> <td>600</td> <td>600</td> <td>550</td> <td>50</td> </tr> <tr> <td>UK</td> <td>800</td> <td>400</td> <td>400</td> <td>350</td> <td>50</td> </tr> <tr> <td>EMEA</td> <td>1,500</td> <td>800</td> <td>700</td> <td>650</td> <td>50</td> </tr> <tr> <td>APAC</td> <td>1,000</td> <td>600</td> <td>400</td> <td>350</td> <td>50</td> </tr> <tr> <td>TOTAL</td> <td>4,500</td> <td>2,400</td> <td>1,600</td> <td>1,400</td> <td>200</td> </tr> </tbody> </table> | Country | Revenue | Costs | EBITDA | EBIT | EBE | USA | 1,200 | 600 | 600 | 550 | 50 | UK | 800 | 400 | 400 | 350 | 50 | EMEA | 1,500 | 800 | 700 | 650 | 50 | APAC | 1,000 | 600 | 400 | 350 | 50 | TOTAL | 4,500 | 2,400 | 1,600 | 1,400 | 200 |
| Country | Revenue | Costs | EBITDA | EBIT | EBE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| USA | 1,200 | 800 | 400 | 350 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| UK | 800 | 500 | 300 | 250 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EMEA | 1,500 | 1,000 | 500 | 450 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| APAC | 1,000 | 700 | 300 | 250 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL | 4,500 | 3,000 | 1,500 | 1,300 | 200 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Country | Revenue | Costs | EBITDA | EBIT | EBE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| USA | 1,200 | 600 | 600 | 550 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| UK | 800 | 400 | 400 | 350 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EMEA | 1,500 | 800 | 700 | 650 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| APAC | 1,000 | 600 | 400 | 350 | 50 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL | 4,500 | 2,400 | 1,600 | 1,400 | 200 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |



GBS from Group Companies

SCOPE EXTENSION AREA





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Locationperspectives

Bridges the gap between “big plans” and operational reality in cross-border business. It draws on experience gained through assisting over 130 companies in developing and implementing Shared Services and GBS location strategy around the world.



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