
adventure consulting



**We are hands-on problem-solvers
and management practitioners
— not just consultants.**

- LOGISTICS
 - INFRASTRUCTURE
 - MANUFACTURING
 - RAILWAY
 - DIGITALISATION
 - GAS
 - ENERGY
-
- CONSULTING
 - CONFERENCES

About us

Adventure Consulting Sp. z o.o. is an advisory and conference company which has been in operation since 2002. As a limited liability company since 2004, it specializes in servicing entities from the infrastructure sector of the economy, in particular from industries such as logistics (postal and courier market), manufacturing, construction (railway infrastructure), gas, energy, telecommunications and eCommerce.

We provide comprehensive consulting services that include, among others, strategic management, process analysis and optimization, change management, restructuring and cost optimization, market entry analysis, and the introduction of new entities/products to the market.

Our partners bring extensive personal experience in enterprise management, having served as CEOs, Vice Presidents, or interim managers in the industrial (manufacturing), logistics (railway market; postal and parcel market), and eCommerce sectors. Their expertise includes conducting restructuring and cost optimization processes (manufacturing; logistics; eCommerce), optimizing technical production costs (manufacturing), analyzing, redesigning, and implementing process changes (manufacturing; logistics), executing change management initiatives (manufacturing; eCommerce), implementing lean and kaizen solutions (manufacturing; logistics), participating in large-scale infrastructure investments (railway construction), handling complex legal disputes and negotiating multi-million zloty contracts, as well as preparing and implementing development strategies for large enterprises (manufacturing; logistics).



Our experiences

■ LOGISTICS – POSTAL AND COURIER MARKET

Adventure Consulting is a leader in consulting and training on the postal and courier market. We have been organizing the largest events for the postal sector in Poland and Central Europe since 2005, including international conferences such as “Postal services market in Poland and Europe” (with 13 editions, since 2005), which has gathered over 120 managers from Poland and Europe, the international conference “Technology Forum: Modern Supplies Forum” (5 editions, from 2012), the courier conference „Parcel Market” (3 editions, from 2015) and regulatory and legal conference „New Postal Law” (5 editions, from 2012).

We also provide consultancy services and prepare market reports for entities operating on the postal and courier market in Poland and abroad.

We have advised and worked on preparing development strategies, sales strategies and product strategies of leading postal and parcel operators. We have participated, among others in work on the „Development Strategy of Poczta Polska S.A. for the

years 2017–2021 „ and (individually – our managers, as managers in 2018–2019) in the restructuring of the company Poczta Polska Usługi Cyfrowe (Polish Post Digital Services/Envelo), which resulted in a positive net result for the first time in its history (an increase of net result + 125% year to year, EBITDA increase + 305% year to year).

Our above mentioned experience has allowed us to gather unique knowledge in the field of market analysis and development of services in the postal and courier sector, including logistics services for the eCommerce sector.

■ **INFRASTRUCTURE – THE RAILWAY SECTOR**

Our managers participated in the process of restructuring and cost optimization at the Railway Communication Plants [Kolejowe Zakłady Łączności (PKP Group)], a leading provider in railway telecommunication (2020–2024). They introduced new products to the market in the scope of passenger information systems, railway facility monitoring systems, and railway communication systems. They took part in the implementation of over 100 investment projects related to the construction or modernization of railway infrastructure. They have extensive experience in tender procedures and bidding on the Polish railway market.

■ **MANUFACTURING SECTOR**

Our managers participated in the process of restructuring, optimizing technical production costs, redesigning processes and change management, as well as implementing lean and Kaizen solutions in a medium-sized manufacturing plant.

■ **DIGITIZATION OF SERVICES AND LOGISTICS PROCESSES**

Our managers have managed the process of implementing and developing sales of logistics services (postal and courier) on the internet platform.

They have participated in the implementation and managed the development of an electronic doc-

ument circulation system in one of the largest enterprises in Poland.

Our managers have advised on the tender and implementation of the contract for the service of preparing and sending mass correspondence (in a hybrid option) for one of the largest senders in the country.

They have also participated in the work on the government eDelivery system, which is to become the main communication channel between the citizen and administration in the near future.

■ **GAS INDUSTRY**

We have been organizing one of the largest conference events in the gas industry in Poland since 2006: the “Gas for Poland” conference (10 editions, since 2006), the “Gas market liberalization and energy security” conference (7 editions, since 2006) and an international conference “LNG in Poland and Europe” (5 editions; since 2012). One of the editions of this conference was the main business event accompanying the official opening of the LNG terminal in Świnoujście with the presence of the most important managers from the LNG industry, including from Poland, Germany, Russia, Norway, Qatar, Japan and the USA.

We have also implemented consulting and analytical projects for leading enterprises in the gas sector.

■ **ENERGY SECTOR**

Since 2003, we have been organizing cyclical seminars and conferences dedicated to regulatory and legal aspects of the development of the energy sector, including „Changes in the power industry” (9 editions, since 2005) and „New Energy Law” conferences.

In addition, each year we organize large open conferences dedicated to the most important challenges of the energy industry.

We also provide consulting services to leading companies in the energy sector.

Our offer :

■ STRATEGIC MANAGEMENT

- ▶ Analysis of the business environment and trends.
- ▶ Analysis of internal organisational processes.
- ▶ Strategic consulting and recommendations.
- ▶ Support in the operationalisation of strategy.

We offer consulting services for work on organizational development strategy or comprehensive preparation of a strategic document (in co-operation with the organization).

Implementations: comprehensive preparation, the implementation and operationalization of the „Development Strategy of the Railway Communication Plants for 2021-2025“ (a manufacturing company); consulting in the preparation of the „Development Strategy of the Capital Group of Poczta Polska S.A. (Polish Post) for 2017-2021.“

■ PROCESS MANAGEMENT

- ▶ Mapping, analysis, and recommendations for process changes in the organisation.
- ▶ Assisting and monitoring the implementation of new process maps.
- ▶ Process change management and employee training.
- ▶ Analysis of the effectiveness of the implemented changes.

Implementations: process mapping and optimization in a technology company (IT services; eCommerce); the analysis, improvement, and implementation of changes in the service process in a manufacturing company; analysis, improvement, and change management in logistics processes in a manufacturing company; the implementation of Project Management in a company carrying out infrastructure investments.

■ RESTRUCTURING AND REORGANISATION

- ▶ Comprehensive diagnosis of the company's problems and needs.
- ▶ Preparation of a restructuring, reorganisation or cost optimization plan.
- ▶ Implementing a plan within the organisation (interim manager) or advisory supervision of the implementation.
- ▶ Stakeholder relationship management during the reorganisation process.
- ▶ Active change management and monitoring implementation outcomes.

Implementations: restructuring and cost optimization in a manufacturing company (achieving savings of 10% of the company's annual revenue; increase in the sales profit by 282% year over year; the improvement of net profitability from a negative 3.7% to a positive 18%; workforce optimization by 30%); the reorganization and cost optimization in a technology company (IT services; eCommerce) (reducing operating costs by over 40% year over year; increasing sales profitability from 3% to 24%; workforce optimization).

■ COST OPTIMIZATION

- ▶ Cost audit taking into account the specifics of the organization, industry, and strategic goals.
- ▶ Analysis of profitability and the effects of cost optimization.
- ▶ Recommendations for organisations in the scope of savings and expenditure optimisation.
- ▶ Recommendations for optimizing applied IT solutions.

Implementations: cost optimization in a manufacturing company (achieving savings at a level of 10% of the company's annual revenue); cost optimization in a technology company (IT services; eCommerce) (reducing operating costs by over 40% year over year).

■ SALES PROCESS OPTIMISATION TO INCREASE PROFITABILITY

- ▶ Audit of sales processes (including the quoting process) and product groups in the company.
- ▶ Analysis of product cost components/technical cost of production (TCP) and the correctness of applying margins (I, II, III).
- ▶ Analysis of the impact of operational processes and the supply chain on sales.
- ▶ Recommendations for changes in the relationships between processes in the organization, changes in technical production costs, and the way of building and calculating offers in order to optimize them and achieve savings.
- ▶ Preparation and implementation of a sales optimization plan.
- ▶ Monitoring the effectiveness of implemented changes.

Implementations: process optimization in a manufacturing company (production processes; logistics processes; project management costs; sales costs), resulting in an increase in net sales profitability from – 3.7% to 18%; an increase in sales profitability in a technology company (IT; eCommerce) from 3% to 24%.

■ REGULATORY-LEGAL AND PUBLIC AFFAIRS CONSULTING

- ▶ Monitoring key political and legislative processes for the organization.
- ▶ Building and maintaining relationships with public opinion leaders, institutions and decision-makers.
- ▶ Organization of events related to regulatory and business issues relevant to the client.

■ CYCLE MANAGEMENT IN MANUFACTURING COMPANIES

- ▶ Analysis of the structure and turnover of inventory, along with recommendations for improving the cycle.
- ▶ Analysis of the structure of liabilities, the cost of trade credit, and recommendations (or implementations) regarding the improvement of the payables turnover cycle.
- ▶ Analysis of the structure of receivables and the receivables turnover cycle, recommendations (or implementations) regarding the improvement of the receivables collection process.

Implementations: reform of processes in the procurement department of a manufacturing company (including the implementation of lean and just-in-time), resulting in the inventory turnover cycle being shortened by 50% (within 2 years); negotiations with suppliers in a manufacturing company (extending trade credit terms), resulting in the payables turnover cycle being extended by 44%, significantly improving the company's financial liquidity and reducing the level of external financing.

■ REPRESENTING THE INTERESTS OF THE CLIENT AND THE LAUNCHING OF A NEW BUSINESS ENTITY AND PRODUCTS ON THE POLISH MARKET

- ▶ Organization of the formal and legal aspect of a new business venture.
- ▶ Regulatory, legal, branch and customer-related consultancy.
- ▶ Needs analysis and opportunities concerning the implementation of customer solutions on the local market.
- ▶ Marketing products and services of the client, including an active and relational search for recipients.
- ▶ Advice for and representation of company interests in relation to contractors and partners in Poland including pending administrative, legal and tender related proceedings etc.

Conferences and congresses

► LOGISTICS ► INFRASTRUCTURE ► RAILWAY ► GAS ► FUELS ► ENERGY

Since 2002, we have organized over 150 international and national conferences and industry congresses attended by over 7,000 participants, mostly representatives of senior management.





OUR CONFERENCES ARE ACCOMPANIED BY TRADE FAIRS :





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