

Co-Founder
Husam Abozekry

MBA, PMP®, LSSGB®, CPIM®



Co-Founder
Ahmed Alsherieef
MBA, CA, CIA, FCCA, CICA



Case#1 How business consulting firm Bain & Company transformed IBM

Background: In the early 1990s, IBM was experiencing significant financial distress, facing a \$8 billion loss in 1993. The company was struggling with outdated business practices and a bloated organizational structure.



Outcome: By 1995, IBM returned to profitability, and by the early 2000s, it had solidified its position as a leader in the IT services industry. The transformation set a precedent for large-scale corporate turnarounds

Consultant's Role: Bain & Company was brought in to assist with a major restructuring. They helped IBM streamline operations, reduce costs, and refocus on core competencies such as IT services and software.

Transformation: Bain's guidance led to a cultural shift within IBM, emphasizing customer-centricity and innovation. The company divested non-core businesses and invested heavily in new technologies.

<http://www.industry4-01.com>
Accounts@industry4-01.com
Admin@industry4-01.com

MQR, Melanite mall, Cairo Office
Al Mitsannid, Sharjah Office
Merrin street, New Zealand office

+201000480015
+971445230701
+642102410068

Co-Founder
Husam Abozekry

MBA, PMP®, LSSGB®, CPIM®



Co-Founder
Ahmed Alsherieef
MBA, CA, CIA, FCCA, CISA



Case#2 How business consulting firm McKinsey transformed Starbucks



Background: In 2008, Starbucks faced declining sales and profits due to overexpansion and the global financial crisis. The company's stock price had plummeted, and it was struggling to maintain its market position.

McKinsey
& Company

Outcome: The strategic changes resulted in a significant turnaround. By 2010, Starbucks had returned to profitability, with its stock price recovering and revenues growing steadily.

Consultant's Role: McKinsey & Company was hired to help Starbucks revamp its operations and strategy. They conducted extensive market research and identified areas for cost reduction and efficiency improvements.

Transformation: Starbucks closed underperforming stores, streamlined its supply chain, and introduced new products and store designs to enhance customer experience.

<http://www.industry4-01.com>
Accounts@industry4-01.com
Admin@industry4-01.com

MQR, Melanite mall, Cairo Office
Al Mitsannid, Sharjah Office
Merrin street, New Zealand office

+201000480015
+971445230701
+642102410068

Co-Founder
Husam Abozekry

MBA, PMP®, LSSGB®, CPIM®



Co-Founder
Ahmed Alsherieef
MBA, CA, CIA, FCCA, CISA



Case#3 How business consulting firm BCG transformed Ford



Background: In the mid-2000s, Ford was losing billions of dollars annually and was on the brink of bankruptcy. The automotive giant was burdened by high operational costs and a declining market share.



Outcome: By 2009, Ford had returned to profitability without needing a government bailout, unlike its competitors General Motors and Chrysler. The successful turnaround restored Ford's competitive edge in the automotive industry

Consultant's Role: BCG assisted Ford in developing the "Way Forward" plan, which included drastic cost-cutting measures, restructuring of operations, and a renewed focus on core brands.

Transformation: Ford closed numerous factories, reduced its workforce, and sold off non-core brands like Jaguar and Land Rover. The company also invested in new, fuel-efficient models.

<http://www.industry4-01.com>
Accounts@industry4-01.com
Admin@industry4-01.com

MQR, Melanite mall, Cairo Office
Al Mitsannid, Sharjah Office
Merrin street, New Zealand office

+201000480015
+971445230701
+642102410068

Co-Founder
Husam Abozekry

MBA, PMP®, LSSGB®, CPIM®



Co-Founder
Ahmed Alsherieef
MBA, CA, CIA, FCCA, CISA



Case#4 How business consulting firm B Allen transformed Apple



Background: In the late 1990s, Apple was on the verge of bankruptcy, with a declining market share and a series of failed products. The company was struggling to compete against Microsoft and other tech giants.



Outcome: Apple's innovative products and strategic realignment led to a dramatic financial turnaround. Today, Apple is one of the most profitable companies in the world, with a market capitalization exceeding \$2 trillion

Consultant's Role: Booz Allen Hamilton played a crucial role in advising Apple on strategic decisions and operational improvements. They helped streamline product lines and focus on innovation.

Transformation: Under the leadership of Steve Jobs, Apple introduced groundbreaking products like the iMac, iPod, and later the iPhone and iPad. The emphasis was on design, user experience, and ecosystem integration.

<http://www.industry4-01.com>
Accounts@industry4-01.com
Admin@industry4-01.com

MQR, Melanite mall, Cairo Office
Al Mitsannid, Sharjah Office
Merrin street, New Zealand office

+201000480015
+971445230701
+642102410068

Co-Founder
Husam Abozekry

MBA, PMP®, LSSGB®, CPIM®



Co-Founder
Ahmed Alsherieef
MBA, CA, CIA, FCCA, CISA



Case#5 How business consulting firm A.T.Kearney transformed Macdonald's



Background: In the early 2000s, McDonald's was experiencing a decline in sales and profits due to operational inefficiencies and changing consumer preferences. The company was criticized for its unhealthy menu and poor customer service.



Outcome: These changes led to a successful turnaround, with McDonald's regaining its position as a leader in the fast-food industry. The company's financial performance improved significantly, and it continues to be a dominant player globally.

Consultant's Role: A.T. Kearney was hired to help McDonald's revamp its operations and strategy. They conducted a thorough analysis of the business and provided recommendations for improvement.

Transformation: McDonald's introduced a series of changes, including menu diversification with healthier options, improved supply chain management, and enhanced customer service training.

<http://www.industry4-01.com>
Accounts@industry4-01.com
Admin@industry4-01.com

MQR, Melanite mall, Cairo Office +201000480015
Al Mitsannid, Sharjah Office +971445230701
Merrin street, New Zealand office +642102410068