



FARCONSULT CANADA
CONSULTING

WE MAKE THINGS HAPPEN.



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COMPANY PROFILE

We are pleased to introduce you to Farconsult Canada, a proudly Canadian consulting firm specialized in planning, management, training and business strategy.

Farconsult Canada's mission is simple: building long-lasting relationships and providing unique business solutions that are distinctive, compelling and of superb quality and individuality.

Our team's combined experience spans around 80 years, working in partnership with architects, designers, hoteliers and professionals to create exceptional results that increase revenue, revive establishments and raise the bar of excellence.



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VISION

To become a globally recognized consulting powerhouse, setting the standard for exceptional service and innovative solutions that drive sustainable growth and transformation across industries worldwide.



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MISSION



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1

Forge Enduring Partnerships: Establish long-lasting relationships with clients and partners to create a strong network of collaboration and mutual growth.

2

Deliver Unparalleled Business Solutions: Provide innovative and distinctive business solutions that set new standards for excellence and quality.

3

Global Reach with Local Excellence: Extend our services worldwide from our base in Vancouver, BC, Canada, ensuring exceptional service and quality on a global scale.

4

Leverage Collective Expertise: Utilize our team's 80 years of combined experience to collaborate with professionals and industry experts, aiming for exceptional results in revenue enhancement and excellence elevation.

VALUES



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1

Excellence: We are dedicated to delivering nothing short of excellence in all our endeavors.

2

Innovation: We foster creativity and innovation to provide cutting-edge solutions.

3

Integrity: We uphold the highest ethical standards and transparency in all our interactions.

4

Client-Centric Approach: We prioritize our clients' needs, aiming to exceed their expectations consistently.

ABOUT US



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Farconsult Canada was founded by Mr. Patric Farah (CEO), a swiss-educated consultant, trainer and entrepreneur, who is a prominent expert in the management industry.

The consultancy concept began in Dubai, UAE in January 2021 and expanded to Vancouver, Canada in December 2022.

As of December 2023, Farconsult Canada now has a presence in Portugal, Saudi Arabia, Turkey and various provinces of Canada.



OUR TEAM



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Our presence in Portugal is led by Ms. Lia Borges (Partner) who has more than 25 years of experience. She is an educational therapist, behavioral coach and analyst, as well as leading the development of Farconsult Canada in Europe.

Her reputation precedes her as a highly professional, accurate and punctual individual with an unmatched persistence and dedication to excellence.





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Our Services

TRAINING & DEVELOPMENT



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1

Gamification in Learning: Integrating gamified elements into training for increased engagement and retention. Utilizing game-based learning techniques to make training sessions interactive and enjoyable.

2

Corporate Training Programs: Tailored training programs designed to meet corporate objectives and skill enhancement needs (online or in person). Addressing specific organizational challenges through targeted training initiatives.

3

Skills Enhancement and Certification Programs: offering specialized training programs to enhance specific skill sets. Providing certification courses to validate skill mastery and professional development.

4

Leadership and Management Development: Training programs focusing on leadership skills, managerial competencies, and team building.



DIGITAL MARKETING



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1

Utilizing AI algorithms: to analyze customer preferences and behaviors. Harnessing AI for in-depth market analysis and trend forecasting.

2

Developing strategies: based on trends, consumer behavior, and industry insights. Implementing AI-driven predictive models to assess and prioritize leads.

3

Leveraging AI for campaigns: to create personalized emails, articles, and social media content tailored to individual client needs.

4

Offering tailored solutions: to meet specific client needs and goals while leveraging alliances to offer comprehensive services and enhance value proposition.



ENTREPRENEURSHIP



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1

Feasibility Studies: conducting thorough market research and feasibility assessments. Providing insights into market opportunities, risks, and potential challenges.

2

Business Plan Development: creating a tailored business plan, emphasizing innovation and scalability. Crafting strategic roadmaps that align with market demands and investor expectations.

3

Startup Advisory and Mentorship: Offering expert guidance and mentorship for startups at every stage of their journey. Our specializations include (creation and implementation from A to Z): luxury hotels, restaurants, clubs and colleges.

4

Sustainable Business Practices: Integrating sustainability into startup strategies, aligning with eco-friendly practices.



BUSINESS ACCOUNTING



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1

Financial Planning and Analysis: Developing robust financial plans aligned with business objectives and market dynamics. Advising on innovative fintech solutions to streamline financial processes.

2

Risk Management and Mitigation: Identifying and assessing financial risks to develop proactive risk mitigation strategies.

3

Financial Restructuring and Turnaround Management: Assisting businesses facing financial distress with restructuring plans for sustainable recovery.

4

Tax Planning and Optimization: Developing tax-efficient strategies to minimize tax liabilities while ensuring compliance.



DESIGN SOLUTIONS



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1

Design Consultation and Conceptualization: Consulting services to ideate and conceptualize design themes and visions. Offering expert advice on design trends, styles, and color schemes.

2

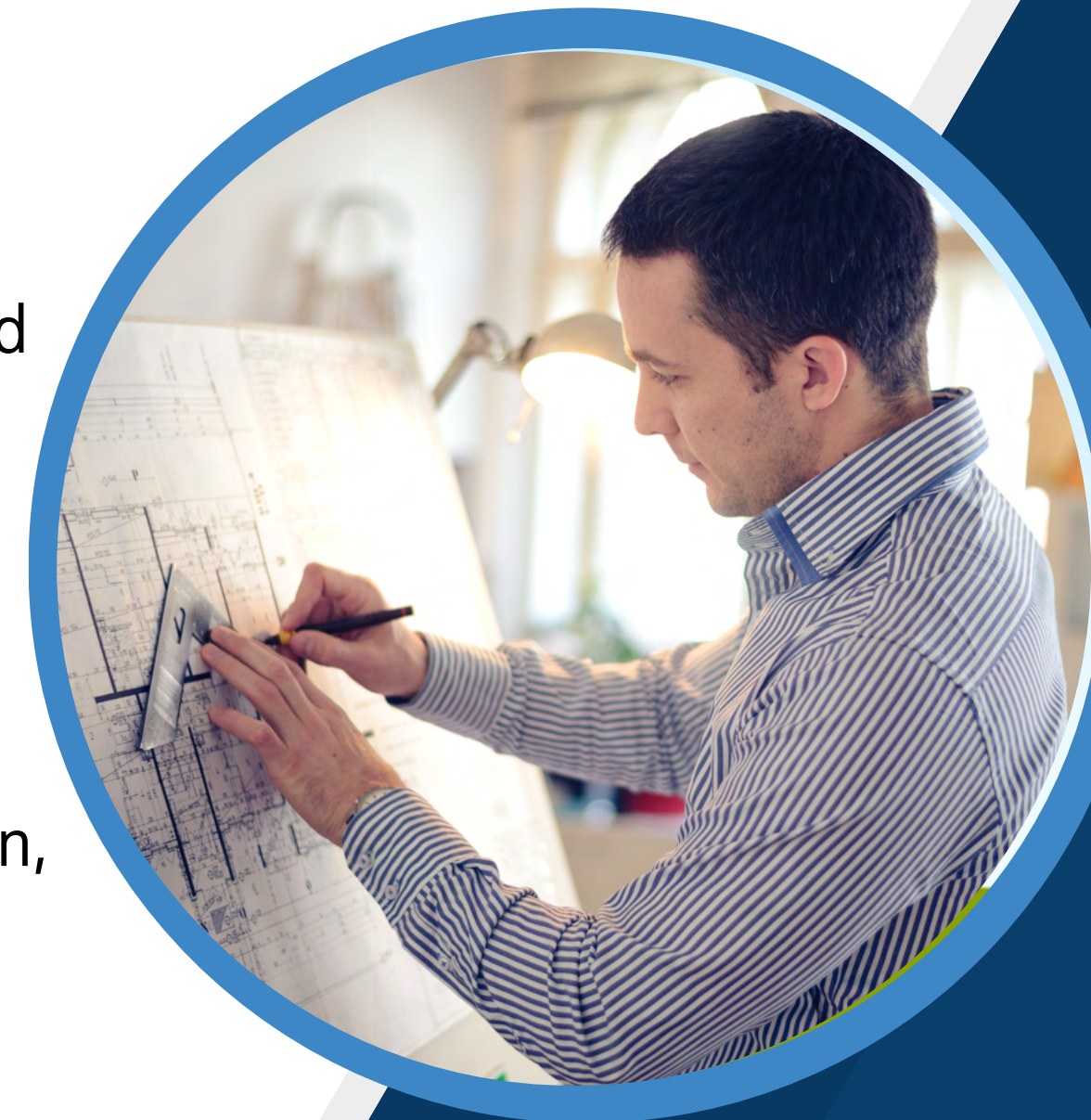
Architecture and Blueprinting: Innovative architectural designs tailored to client needs. Detailed blueprints and plans for construction and renovation projects.

3

Interior Design Expertise: creative interior design concepts reflecting client preferences and functionality. Space planning, layout optimization, and material selection for aesthetic and practical purposes.

4

Project Management and Execution: Efficient project management from concept to completion. Coordinating contractors, vendors, and stakeholders for seamless execution.





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PROJECTS

Luxury Boutique Hotel in Brazil



Income

Revenue increase of 12% higher than the previous year's level.

Profits

Overall performance was up 15% (annual comparison)



Integrity and good conduct are at the heart of our culture and our approach to risk management. We have reclassified the hotel, renovated and readjusted all standards to a luxury category. This resulted in a 12% increase in revenue compared to the previous year.



Revenue











British Hospitality College

Program development, quality assurance and implementation: Program development for a UK hospitality management program including event management and guest relationship management.

The audits were carried out by academic veterans from the United Kingdom that collaborated with government officials and the final reports indicated exceptional quality and performance. Simultaneously, we built strong relationships with the local market, recruited passionate people, and increased our student enrollment base from 700 to 1,200 students (71.4% increase).

Guest Relations Management – Topics

- Understand the organization and its role in the industry
- Deliver reception and accommodation services to guests
- Use property management systems to maximize performance
- Prepare and understand financial and guest service reports
- Maximize revenue and yield from the sale of rooms and guest services
- Promote local heritage and culture
- Maintain databases and guest records



Carte Blanche

Restaurant &
Night Club in the
Conrad (Hilton)
Dubai, UAE





A stunning design involving all the mechanical, electrical, plumbing and soundproofing requirements required by the hotel. All finishes included luxurious rare engraved marble cladding and gold plated stainless steel as well as designer veneered wall panels and plaster ceiling. The design and colors have been carefully selected to provide the harmony and very elegant appearance that the venue demands. It is a very successful project.







Baker

Exhibition Showroom, D3, Dubai, UAE

A subtle neutral color to meet the display requirements of luxury furniture brand Baker and to serve as a versatile space for any future use and provide context to any unit design on display.





Artist Editions



KOHLER.

1873

140

KOHLER

Baker

DUBAI





Baker
DUBAI





Thank you for considering Farconsult Canada for your management consulting needs.

We look forward to working with you and creating remarkable projects that you and your partners will enjoy for years to come.





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