



P c P

Performance Change Professionals

HELPING BUSINESS LEADERS TAKE THEIR
COMPANY TO THE NEXT LEVEL

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www.pcp.org.za

BACKGROUND

- The company started in 2012 with two managing partners specialising in interim management assignments and specific management consulting and business advisory work
- In late 2016 a decision was taken to increase to four managing partners and to appoint associate consultants from all business disciplines, thereby offering a 360 degree management intervention package
- Our aim is to build long-term relationships with our clients based on trust and integrity, and delivering what is agreed
- We are committed to seeing our clients win, and to building successful businesses in South Africa and sub Saharan Africa

WHAT WE DO

- Financial, Technical, Commercial and People Due Diligence
- Company Start Up and Integration
- Organisational Design
- Interim Management (includes on the job Coaching/Mentoring)
- Business Turnaround
- Specific interventions to upgrade:
 - Manufacturing efficiencies
 - Route to Market (inc Brands) capability
 - Financial Reporting effectiveness
 - Supply Chain and Logistics Performance
- Develop and Implement Business/Strategic Plans
- General Business advisory and Management Consulting services

HOW WE DO IT

Through the use of management intervention techniques, business models and drawing on extensive operational management experience we adopt a 3 Phase approach, on:

1. Team evaluation/assessment
2. Agree goals/deliverables
3. Delivery

MEET OUR TEAM – MANAGING PARTNERS

Robin Goetzsche

- Experienced MD across all functions who has worked in South Africa, East Africa and Europe
- Strategy and Route to Market specialist

Grant Harries

- Experienced MD across all disciplines who has worked in South Africa, South America and Europe
- Operations and Route to Market specialist

Mark Hobbs

- Seasoned Management Professional who has worked in Sub Sahara Africa, Europe, East Asia & Americas
- Strategy, Marketing, Change and Project Management specialist

Craig McDougall

- Seasoned MD across all functions with working experience in South Africa, East Africa and Europe
- Manufacturing General Management specialist



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MANAGEMENT INTERVENTION FRAMEWORK

