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With the support of Eurazeo PME, EFESO Consulting and ROI Management Consulting join forces

With the support of Eurazeo PME, EFESO Consulting, a Paris-based global leader in operational excellence consulting, and ROI Management Consulting AG, headquartered in Munich, announce that they have joined forces.

Founded in 2007, EFESO Consulting is a consulting firm addressing operational agility and excellence serving an international, blue-chip customer base.

The joining of ROI and EFESO is an important step in the international expansion strategy of the group, notably in the DACH Region and Eastern Europe, and significantly broadens the group's competencies and client base. The newly formed company has over 500 consultants worldwide and offices in more than 25 countries.

ROI is one of the most renowned operational excellence consultancies in Europe and is regarded as a thought leader in topics related to smart and lean manufacturing, R&D optimisation, and Industry 4.0. Present in Germany, Austria, Switzerland, the Czech Republic, and China, ROI has robust experience in the sector, with over 3,000 missions for industrial clients completed to date.

Hans-Georg Scheibe and Michael Jung, founders and managing partners of ROI, will become members of the Executive Committee of EFESO.

Luca Lecchi, Co-CEO of EFESO, declared: *"EFESO has a global footprint, experience in the process industry and in-depth expertise in the areas of organisation, people and change. ROI will contribute a strong technological expertise, a focus on discrete manufacturing and strong experience in Industry 4.0 and R&D. By consolidating our positions in the DACH region, Eastern Europe and China, we will significantly enhance our ability to serve clients in those specific geographies."*

Hans-Georg Scheibe, Co-Founder and Managing Partner, ROI: *"The questions of our customers around operational excellence have become more and more complex over the years. In order to continue to serve them and solve their problems, we felt the need for a more global expertise and overall industry approach. Linking ourselves to EFESO will bring all of that."*

Bruno Machiels, Co-CEO of EFESO: *"With ROI, we have found a partner sharing the same values, and a vision for the future. We will reinforce our integrated management of process, technology, data and human dynamics to help our clients progress faster and in a more sustainable way."*

Michael Jung, Co-Founder and Managing Partner, ROI: “We are delighted to become part of the group’s governance bringing the ROI capabilities and professional approach. By working together with EFESO we will be able to develop a real international network for our clients and increase our power in operational excellence and Industry 4.0.”

Pierre Meignen, Executive Board Member of Eurazeo PME: “EFESO Consulting has undertaken several significant changes in the past few years which have accelerated the company’s growth and differentiated EFESO in the European market. This joining with ROI is a meaningful step in EFESO’s growth trajectory and positions the company well for its future development.”

About Eurazeo PME

A Subsidiary of Eurazeo, Eurazeo PME is an investment company dedicated to majority investments in French SMEs with a value of under €250 million. As a long-term professional shareholder, it provides its investments with all the financial, human and organizational resources necessary for long-term change, and supports those companies in its portfolio in implementing sustainable and therefore responsible growth. This commitment is formalized and deployed through a CSR (Corporate Social Responsibility) policy.

Eurazeo PME achieved a consolidated turnover of €1.3 billion in 2018 and supports the development of the following companies: 2Ride Holding, Dessange International, Léon de Bruxelles, Péters Surgical, Redspher, the MK Direct Group, Orolia, Smile, In’Tech Medical, Vitaprotech and EFESO Consulting. These companies are solidly established within their market and driven by experienced management teams.

About EFESO Consulting

EFESO Consulting is a global consulting firm addressing operational agility and excellence. EFESO serves an international, blue-chip customer base, with over 80% of activities conducted outside of France and an average of 4 countries served per client. EFESO’s clients span across a wide range of sectors and include more than 50 Fortune 500 companies. The group has approximately 400 consultants, based in more than 25 offices globally, who boast strong industrial expertise and tenure.

With 2018 revenue of €72 million, EFESO has successfully integrated seven acquisitions over the past six years, which has allowed the group to solidify its positioning most notably in Italy, the Netherlands, Egypt, India, Belgium, and Ireland, as well as adding competencies in new adjacencies and subsectors.

About ROI Management Consulting

As an expert in research and development, manufacturing and industry 4.0, ROI helps industrial companies optimize their products, technologies and production networks and leverage the potential of digitization for more efficient manufacturing and intelligent products. Founded in Munich in 1999, the group had 2018 revenue of approximately €20 million and employs more than 150 people worldwide in Munich, Stuttgart, Beijing, Prague, Vienna and Zurich. The spectrum of customers ranges from renowned medium-sized companies to DAX corporations.

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