

# SURFEO, BUSINESS ADVISORY SERVICES FOR THE INDUSTRY

## QUALITY MANAGEMENT SYSTEM

Hard work pay off !

An SGS audit and SURFEO renewed its certifications ISO9001:2015 and AS9100:2016 that ensure to our clients and prospects that our collection of business processes focused on consistently meeting customer requirements and enhancing their satisfaction. This certification proves that SURFEO is fully aware of Industry's standards and challenges at every level of the supply chain.



Airbus 50 years

## SURFEO, SINCE 2007

Surfeo is a business advisory services company dedicated to high level industrial companies.

We work with general manager, business unit manager, sales & marketing director, business development management or procurement department. We supply a large scope of mission from commercial positioning, market intelligence, technological benchmark, market exposure, industrial strategic sourcing.

**Surfeo's team are on the field on daily basis to get the latest market inputs and create new opportunities of business for our Clients**

We bring high level of expertise in Aerospace/Defense/Space/Energy market specifically for :

### Technical Sales

Since the first day, Surfeo designed a special process to train its employees on weekly basis. Technology, customers' capabilities, key player organisation, regulation, quality...It's one of our challenges

### Business Intelligence

Being on the field on daily basis gave us more than new opportunities. We have a complete and up to date overview of the industry challenges as well as a direct feedback on the end users' strategy !

### Strategic and Global Sourcing

Surfeo implements a comprehensive set of procurement process, aimed at finding, evaluating and contacting potential suppliers based on industrial strategic criterias for high technological engineering goods and services. We come up with a list of potential supplier according to your requirement.

### Technical Benchmarking

Thanks to its history and technological background SURFEO has a global view of the market segmentation, organisation and players at every stage of the supply chain. It allows us to understand competition, position on the market of a technology and to provide an efficient benchmarking of new technology and trends.

### General Management Advisory

Thanks to its specific knowledge of the markets it addresses, SURFEO offers general management a clearer understanding of their offer, their positioning and the strategic areas to be developed. All the subjects covered cover the analysis of the organization, decision support, support for the acquisition of new targets, and diversification projects.

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*"If you look for new business, don't look further than SURFEO"*

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## COVERAGE

SURFEO coverage is North America from our local branch located in New Jersey, and all countries of the European Union, including United Kingdom and Switzerland, in Aerospace, Defense, Space & Energy market from our main office in Paris.

Our vision is the global market sectors, companies we work with are offering solutions to aircraft manufacturers including UAV and helicopter, system package or integrators, tiers 1, tiers 2, tiers 3, airlines, operators, MROs & completion centers, MoD, national armed forces, related industries.



## STRATEGIC BUSINESS ADVANTAGES FOR PRINCIPALS

- End user direct feedback
- Strategic advisory
- Market vision, challenges, trends
- Deep knowledge of Industry market, rules & regulation
- European & North American coverage with one partner
- Sales team on the field on daily basis
- Short time to market
- Bridge between different cultures
- Large footprint in Europe
- Transparency on business
- Powerful reporting

## OFFERS

Our experience in business development in industrial markets gave us a unique expertise and will bring you through a large portfolio of dedicated offers the right guidance to reach your goals. Our offers were designed to answer to the main needs of our Clients and can of course be tailored for your own objectives and requirements.

We suggest you to contact us for going further before any proposal. Each customer is different and need to be handle as such.

## CONTACT

### SURFEO

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**SURFEO**  
CATCH THE BUSINESS WAVE