



Guatemala – 17th of June 2022.

To whom it may concern:

Corporación TAK is a Guatemalan company with over 30 years of experience in the production and selling of cut foliage. We have strategic partners in various continents, but we mostly supply to the European, Japanese, and American markets. We are worldwide leaders in the exportation of cut foliage.

Between April and June 2022 we developed, in conjunction with **London Consulting Firm**, the **Despliegue del Plan Estratégico** (Strategic Plan Roll-out) project. The objective of the project was to determine our strategic objectives, link every initiative to operative plans and specific goals, and to connect the performance indicators and strategic projects to their respective department manager.

Using the methodology, we carried out the following key activities:

- Using forums, committees, summit, and agile methodologies in order to create, translate, and align the corporate strategy with the different levels of the company.
- Strengthen our technological tools such as: Teams, Planner, Power Automate, and Power BI in order to connect, monitor, and control how the initiatives and operative plans are carried out.

This project has managed to not only align the upper and middle management, but the entire organization by implementing a vision of the future and clear objectives. It has been a very enriching process that has helped us to understand where we are, where we're going, and what we need by using specific initiatives that involved and supported the entire organization.

We firmly believe that this project has given us the foundations that we need in order to face the challenges that will come in the future. It will enable us to reach our objectives with tools that allow us to measure our progress throughout the planned timeframe. I believe that these types of projects are very important when an organization is looking to grow sustainably in the long term as the day to day tasks takes a lot of the executives' time and it doesn't allow them to plan in order to be more preventive instead of reactive.

The project was successfully concluded within the agreed timeframe. We are happy to recommend London Consulting Group as a professional and committed firm that positively changes an organization's work culture through their shoulder to shoulder implementation methods and the attainment of tangible results in a sustainable manner.

CEO

Andrés Sepe

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