

Orient

CONSULTING & TRAINING

Feasibility & Marketing Studies, Management & Financial Consulting, Training

Profile



info@orient-eg.org www.orient-eg.org
(+202) 2920 5335 (3 lines) & (+2) 0127 3800 811
Al Salam Building, Tyaran St. Nasr City - Cairo - Egypt



INDEX

- ABOUT US
- STRATEGIC PARTNERS
- ORIENT TEAM
- WHY ORIENT
- CONSULTING SERVICES
- CONSULTING METHODOLOGY
- MARKETING CONSULTANCY
- MARKETING PLANS MANAGEMENT
- MANAGEMENT CONSULTANCY
- FINANCIAL & ECONOMIC CONSULTING
- TRAINING SERVICES
- TRAINING PHILOSOPHY
- TRAINING METHODOLOGY
- TRAINING PROGRAMS
- EXPERTS & CONSULTANTS
- CUSTOMERS

Orient Orientation

Multi – specialties consulting group in Egypt & Arab world.

Targeting, adapting & professional consultancy for effective positive reaction on companies' development

Applying Int. professional standard concerned

Main Objective

To be one of the major professional specialized consulting groups for investors' services, in Egypt & Arab countries.

Orient Vision

To establish the economical and managerial consultancy concept and its important role in supporting investment decision

Orient Mission

- Investments protection based on ideal Investment decision.
- Business improving & developing income generation resources.
- Studying & targeting market segmentation & market specific needs for manufacturing or Servicing Directing.
- Re- habilitation & Re – Structuring to increase profitability.
- Managerial qualifying for optimum benefiting from both invested capital & Human Assets.

Orient Ethical Commitments

- Considering customers' interests
- Impartiality and objectivity
- Comprehensive outlook
- Information confidentiality
- On-going communication
- Expertise and knowledge transfer



Success Partners

Strategic partners

Harvard British Academy

Orient has signed a cooperation agreement with Harvard British Academy in June 2011; the agreement aims to implement joint training programs in the field of human capital development as well as issuing certificates in specialized and professional diplomas in Egypt and the Arab region. Harvard British is one of the distinct training centers and well recognized in the United Kingdom. It practiced all efforts and capabilities to design and implement training programs



International Institute for Business Analysis

IIBA International Institute of Business Analysis is a professional organization independent, non-profit and is headquartered in Canada and working in the field of business analysis, systems analysis, requirements analysis management, project management, consulting, improving processes and procedures, and Orient keenness to provide its services in the field of management consulting for customers with the highest level of professionalism and in accordance with international standards, it has sought since its establishment to meet the necessary requirements to join the international Institute, which is keen on the stability of applicable professional standards



Society of Human Resource Management

SHRM is the largest association in the world dedicated to human resource management with more than 250 k members in more than 140 countries, and serve the needs of professionals in the field of human resources, was founded in 1948, has accepted Orient membership officially. SHRM Board of Directors and the accession of Orient is committed to applying the best professional standards internationally recognized in the field of human resources management and other applications through the use of events and studies issued by SHRM for its members and check guarantee and protection to customers



American Marketing Association

the American Marketing Association (AMA) was established in 1937 by marketing visionaries and academics. It has grown to be one of the largest associations marketing in the world, with more than 30 k members in the field marketing, namely the training all over the world, but is also a source for information, resources, education, training and linking its members using one network to provide them with the latest studies and methods of marketing



National Quality Institute

Orient and the National Quality Institute are linked by a strategic cooperation relationship in various fields. As the NQI is the House of National expertise and is competent to publish and improve the culture and concepts and quality activities in the Egyptian society in accordance with regulations and international standards, Orient is certified by the National Quality Institute number CCT3472011003 and after passing the assessment tests and the commitment to apply international standards governing in consulting and training



IMC

The center started a number of initiatives in various areas of sustainable industrial development as a result of bilateral agreements and multilateral, has Orient signed an agreement to provide management consulting, marketing and human resources consulting to all members of the center in various industrial sectors contribution to the development of administrative regulations



Industrial Training Center

Orient has Signed a contract with the ITC for the implementation of various training programs in the field of global management systems and quality, marketing and sales management and management skills of the various industrial sectors of the members of the training center industrial The center was established to coordinate and supervise all activities vocational and technical training to increase human resources and connect them with the real needs of industrial sectors



Orient Team

- Choosing best of Qualified and experienced expertise according to international specification ISO 10019 concerning consulting.
- Team work for each consulting assignment based on professional qualification, experience needed for this specific scope of professional work.
- Team work could be combined from permanent experts, part- time consultants, sister companies' experts and technical consultants.

Why Orient

- Group of distinguished experts according to International performance standard.
- Keeping continuous quality improving, applying most performance tools.
- Complete understanding methodology of clients' operations & requirements.
- Adapting full application for countable results.
- Committed with clients till achieving targets.



Management Consulting

- Study and gap analysis
- workflow map
- Design working procedures
- Manual of policies and operational procedures
- Organizational structures and employment
- Job analysis and job descriptions
- Performance appraisal systems
- Structure of wages and incentives
- Training need assessment
- Planning for the recruitment process
- Supply chain management
- Evaluation of Company performance

Financial & Economic Consulting

- Feasibility studies
- Evaluation of new projects and companies
- Determination of fair value of shares for fair net worth
- Restructuring of companies
- Budgeting, monitoring, corrective procedures
- preparation of integrated accounting systems
- Negotiate with banks and financing Corporate
- Designing & monitoring cash flows management
- Plan Procedures for IPO
- Credit analysis for financing
- Companies establishment



TRAINING SERVICES

Training Philosophy

Orient training philosophy is to work on raising the trainees' performance, depending on the transfer methodology of the instructor expertise gained during practicing, combined with scientific studying in a practical manner to ensure the performance of distinguished career, and achieving the ability of the participants to the effective exercise of their duties in their organizations

Methodology

- Explain and teach the tools necessary for the exercise to consolidate the work associated with the cognitive aspects of the program
- The use of practical cases on the subject of the program
- Study the problems faced by the participants in their field and provide realistic solutions have
- The exchange of expertise and the experiences of the participants during the discussions of the router and method of brainstorming
- The role-play to establish relationships gained with respect to topics and training programs by
- Participants assigned specific tasks to be applied in the field of their work and evaluation
- Directing participants to the work of research-related area and a short training on how to research and study
- Measure the absorption of the participants in three areas: participation, evaluation and test

Individuals Programs

Is holding training programs for individuals based on the general needs of institutions and training style is practical applications, workshops and brainstorming among the trainees to enable participation and exchange of experiences from different companies

Corporate programs

Is holding training programs for companies as an additional advantage, to send a specific message to the institution, or to treat a particular point of weakness, or to raise the performance of a particular department or section, can also hold the session at the institution to save time and cost

Special Programs

Programs are held at the request of the institution, where study and analyze the problem faced by the organization through discussions taking place between the client and our expert specialists, then they select the weaknesses and deficiencies and imbalances faced by the company,

Better
Together



Training Programs

Management Programs

- Projects management
 - Financial principles for non- financials
 - Planning, organizing and following
 - Management by Objectives
 - Conflict management
 - Crisis management
 - Warehouse management and inventory
 - Purchasing management
 - Administration affairs Application
 - Business plans
 - Data analysis
 - Work procedures & Processes simplification
-



Human Resource Programs

- HR from Theory to Practice
 - Performance appraisal & motivation
 - Training Needs Assessment
 - Interviews and Recruitment
 - Upgrading employees affairs department to modern human resource department
-



Quality Programs

- Total quality management
 - Statistical control on operations
 - Quality cost
 - Continuous improvement
 - Manager of quality Assurance
 - Quality Engineer
 - Quality supervisor
 - Quality inspector
 - Lean manufacture
 - Quality management in Health Care
 - Requirements of 6 Segma
 - Layout
 - Process Sheet & KPI
 - Customer List
 - Five S
-

Training Programs



Marketing and Sales Programs

- Fundamentals of Marketing
 - Consumer Behavior
 - Basics of selling skills
 - Advanced selling skills
 - Completion of selling operation
 - Benchmarking
-

Soft skills Programs

- Effective supervision skills
 - Management skills improvement
 - Organize and manage meetings
 - Time management
 - Reporting
 - Effective communication
 - Preparation for second staff leaders
 - Building and managing work teams
 - Mailing & Writing skills
 - Customer service & satisfaction
 - Problem solving and decision making
 - Modern methods in office management
 - Negotiation skills
 - Train the Trainers
-

International Management System Programs

- ISO 9001 principles and applications
 - ISO 14001 principles and applications
 - OHSAS 18001 principles and applications
 - ISO 22000 principles and applications
 - HACCP principles and applications
 - ISO TS 16949 principles and applications
 - ISO 17025 principles and applications
 - Management system Documentation
 - Internal auditor for QMS
 - Internal auditor for EMS
 - Internal auditor for OHSAS
 - Internal auditor for FSMS
 - Internal auditor for TS 16949 System
 - Occupational Safety and Health (OSHA)
 - Awareness of Global Gap requirements
 - Lead Auditor for QMS
 - Lead Auditor for EMS
 - Lead Auditor OHSAS
 - Lead Auditor for FSMS
-



Financial Programs

- Financial Accounting
 - Prepare and analyze Balance Sheet
 - Modern trends in financial audit and control
-

EXPERTS & CONSULTANTS

An abstract describes the main features and attributes of orient's experts and consultants

Medhat Abdel-Wahab

Expert In Business Management And Marketing

CEO of Orient Consulting and Training, references to an international certified management systems international, working as a consultant to many companies and organizations including the Chamber of Engineering Industries Division of the formation of minerals.

Gained experience of multiple work for more than 30 years in various fields, where he worked as a supervisor in the foreign trade statistics in Kuwait, and then held several positions of senior management in Egypt as director of marketing in the engineering company for industrial services, executive director of Delta Construction, a member of the Board of Directors and Managing Director Forge Industries metal, Chairman of the Board of Directors of Dana for export and land Reclamation.

PhD in Business Administration, and member of the American Marketing Association, Chartered Institute for Management, International Organization of Certified Auditors, National Institute for Quality, also participated in many conferences and scientific seminars in Arab countries including the UAE and Bahrain.

Amr Sabek

Financial and economic consultant

More than 25 years in the field of consulting and financial and economic evaluation and project management, financial expert studies and marketing consulting firm (Arthur D. American Little Inc.) And Senior Manager of Consulting and economic feasibility of the Office of Shawki & Co. / Deloitte Touché world

He has prepared numerous feasibility studies, marketing and economic and supervision of implementation, and evaluation of a company, where he prepared many of the reports to assess the net property rights and the fair value of shares, and studies of financial restructuring of many public sector companies, along with evaluation of the state's share in the capital of joint stock companies Joint including banks, construction companies and industries, food and drugs, he has extensive experience as a consultant marketing and financial international organizations, the most important "UNICEF" "USAID" "CIDA" "FORD FOUNDATION" "SWISS FUND" also provided many of the economic feasibility studies, marketing and market research, follow-up implementation of marketing plans.

Ph.D. in finance management and a member of Business Associations of Arab American Chamber of Commerce, International Tax Association Netherlands, Egyptian Society of Taxation

EXPERTS & CONSULTANTS

Medhat Fahmy Saleh Lecturer and Trainer

Has the expertise to more than 33 years in the field of training, supervision, and held a number of privileged positions, President of the quality control Center of industrial production Office manager, the supervisor of the Information Center of the Egyptian Organization for Standardization and Quality, and Lecturer, Faculty of Economics and Administration at the University of King Abdul-Aziz Al Saud has held a job Part-time Lecturer Institute of Business Administration and the College of Business Administration (CBA) Jeddah

Many of the experiences were gained by the practical skills and academic training acquired as a result distinctive, mainly a course in the field of specifications and standards "Measurement Standards" in Japan, analysis and design of information systems and data analysis, statistical analysis using computer

He holds a master degree in Operations Research and he is a member of the Board of Directors of the Egyptian Society for Quality, His books include statistical analysis, and participated in many seminars and workshops under the auspices of the African Organization for Standardization (ARSO) and the Canadian Organization for Standardization.

Mahmoud Hassan El Dabet Consultant and lecturer in management and marketing

20 years of experience in the field of management consulting and marketing studies carried out several investment projects, Egyptian, Arab and Asian, including Pepsi-Cola, Delta Aromatic Egypt, Egypt Aluminium, Petroleum Belayim, ENPPI Petroleum Services, lectrostar, Petroleum Gulf of Suez, fantastic Petroleum, Chipsey, company Egyptian Electricity Holding, the holding company of serum and vaccine, a group of companies Ahmed Bahgat, the Ministry of Islamic Affairs in Bahrain, Kuwait Flour Mills and Bakeries Company, Electricity Sudan, the Sudanese Customs, Department of youth and Sports, the Sultanate of Oman, and Saudi Foreign Ministry, company Libya Insurance, transport Authority Arabia, Authority Accounting Libyan, Tunisian customs Authority, the Ministry of Finance of Malaysia, Yemen Petroleum Company

Present several training programs in the field of human resources, marketing, sales and public relations in Egypt and the Arab countries including the UAE, Bahrain, Kuwait, Yemen, Sudan,

PhD in Business Administration, Master of Marketing and E-Commerce and a member of numerous professional associations, he holds a certified trainer certificate functional competency from the United States,

EXPERTS & CONSULTANTS

Ezz El Din El Hamzawi

International Consultant and lecturer in management systems

Has great experience in the field of quality for More 35 years, he held a variety of positions, head of the monitoring and quality assurance department of the armed forces, executive director of the National Institute for Quality, Quality Systems Consultant for the American quality team, Quality Consultant American Office for quality Consultancy, he is one of the accredited internationally senior Auditors, has attended numerous training courses in the United States in the field of quality

Distinguish outstanding abilities in the preparation of scientific materials for training programs, and preparing and qualifying companies in Egypt, Sudan, Saudi Arabia and the United Arab Emirates and others. He also teaches at the Naval Academy for Science and Maritime Transport for graduate students

He has a Master degree in Business Administration; he is a member of the Committee for National Award for Excellence, Advisory Council of the National Council for Accreditation, Executive Committee of licenses Authority for Standards and Quality, he also participated in many international conferences for quality

Mahmoud Kamal

Consultant and lecturer for Quality Systems

Has 32 years of experience of practice in the field of quality systems and management according to the nature of the activity and work where corporate he held several positions, he was director of quality assurance in Miraco Carrier company, he also an accredited Quality Manager by the American Society for Quality

Certified Auditor for many certification bodies, he lectures and coaches professionally in the fields of quality, he lectured several courses and training programs in Egypt and the Arab countries; he has prepared a lot of specialized scientific material in the field of management and quality.

PhD in Business Administration, Master of TQM, Bachelor of Engineering / Mechanics, and a member of the National Institute of Quality and the Egyptian Society for Quality

EXPERTS & CONSULTANTS

Amr Zidan

Consultant and lecturer in Business Administration

Amr has a broad base of experience for over 20 years in the field of management consulting and training, he held several jobs, mainly unit head of the Entrepreneurship Arab Organization for Administrative Development of the Arab League, he is currently teaching Business Administration at the Institute of productive efficiency and also works as a consultant for Toshiba group.

Has an practical efficiency and enormous skills where he participated in the implementation of many of the studies and consultations, he participated in corporate governance systems and studies to Toshiba group, has many activities in the organization and implementation of training programs where he developed and implemented training programs in many companies in Egypt including Egypt Air, Bank of Alexandria. He has participated in numerous conferences and seminars, including the First Conference on Arab Entrepreneurship Beirut.

PhD in Business Administration and has many of the scientific literature, including stages of growth and constraints of family industrial companies book, and supervised the theses for postgraduate studies, he has received several awards given for excellence.

Hussein Moselhi

Consultant and lecturer in human resources and information technology

More than 18 years in university teaching and training in the field of information technology and human resources, he Held Supervisor at the American University in London, Assistant Professor in Department of Administrative Sciences, King Saud University, he worked as a consultant for human resources at Al Rajhi Commercial, Lecturer of human resources in Sadat Academy, has earned many certificates of appreciation from many firms such as the King Abdul Aziz Military College.

Has special expertise in the field of training, where he is a certified instructor of the Canadian Centre for Human Development, a local and international accredited training expert in the field of human resources and information technology, and made many constructive lectures in Egypt, Oman, Abu Dhabi, Bahrain, and Saudi Arabia.

Ph.D. in Management Sciences, he is a member of the Egyptian American Society for Human Development, a member in the Committee of Quality Assurance and Accreditation Misr University for Science and Technology. Has published many Researches in scientific journals, effective time management in raising the efficiency of the application manager on Saudi schools

CUSTOMERS

INTERNATIONAL DONORS

- Organization of the United Nations "UNICEF"
- Canadian Agency for International Development "CIDA"
- United States Agency for International Development "USAID"
- Swiss Fund for Development "ESDF"
- Ford Foundation

GENERAL AUTHORITIES

- Egypt Telecom
- General Organization for Greater Cairo Water Supply (14 Station)
- General Department for Testing Of Chemical
- General Department for Testing Of Food Products
- General Department for Testing Of Engineering Products
- General Department for Testing Of Textile Products
- Asuit Environmental Testing Laboratory
- Suez Environmental Testing Laboratory
- El Mansoura Environmental Testing Laboratory
- Tanta Environmental Testing Laboratory
- Media Production City
- Dommia Port
- Suez Canal Authority
- Alexandria Harbor Authority
- Faculty of Medicine-Cairo University

FOOD INDUSTRIES SECTOR

- Al Ahram Poultry Co
- Modern Agriculture Company-Pico
- El Safwa For Chicken "Koko "
- Master
- Regina For Food Industries
- Beefy - El Mohandes National Co. For Meats Manufacture
- Egy Swiss Food
- Café Najjar
- Queen For Gelatin
- Quality Target Co. For Bakery Products
- Bedaya For Meat Processing
- Food Industries & Packing Complex - FIPCO
- Global Food For Investment
- Swaziland Co. For Sweet
- Agrotech
- Cairo Agricultural Development Co "CADCO "
- International Trade And Export (ATECH)
- Rosina For Manufacture Pasta
- Rashedy El Delta
- El Sharqiaa For Rice Mills
- United Poultry Company "ROASTY "
- Golden Back
- El Magraby Company Group
- Egyptian Company For Food Industries & Cooling
- Egyptian For Investment Industries Houses
- Poultry Products - Kenzy.
- Al Anssar Dairy Milk Company
- Mills Almaqari

PETROLEUM SECTORS

- National Gas
- Scomi Oil Tools

CUSTOMERS

CEMICALS INDUSTRIES SECTORS

- El Obour Paints & Chemical Industries "PACHIN "
- Scib Paints
- Hossam for Cemicals Industries
- Union Coating & Chemical Industries
- Rover Paints
- Tiba For Cemicals - Tiba Holding Group
- Toucan
- Delta Egypt Coating
- Act for Advanced Technology

ENGINEERING INDUSTRIES SECTOR

- Kiriazi Group
- Suzuki Egypt
- El-Waha for Enterprises and Engineering Equipment
- Segma egypt
- Helwan Factory For Improvement Industries
- Bavaria Egypt
- Christ for Metallic
- Misr Engineering & Tool Co "Micar – Mena"
- Fahima Ragab Sons
- Elasher for Elctronic Industries - Laboratory Quality
- Fresh for Electrical Domestic
- E L Sharqia for Electricity
- Union Industries for Metales
- Technical Company for Engineering & Feeding Industries "Techno"
- IDACO
- Al Tawhid
- El Naser for Forging Co .
- Zamil Steel
- Olympic Group
- Arab Organization For Industrialization "AOI"

TEXTILE AND READY GARMENTS SECTORS

- Misr Garments Company
- Martix Fashion
- Al Wedehy For Ready Garments
- Osama Tex Ready Made
- Matta
- Calik Alexandria For Ready Made Garments
- Farag For Ready Made Garment
- Daimond Textiles

TOURISM SECTOR

- Sizer Rezort Company For Hotels
- Egyptian Hotels Company
- Nr For Tourism Development
- Horus Graphic
- Al Ahly Real Estate Development
- Wabzars Company For Tourist Development
- Allam Village In Sharm El Sheikh

TRADE SECTOR

- Ezz –Elarab Automotive Group
- El Zekky For Trade Of Steele Wire & Marine Equipment
- Thimar Import & Export
- El Wafaa Import & Export
- Silicone 21CO
- Egyptian International Centre For Import " Eici"
- Egypt for Engineering Systems "SEE"
- Egypt Company for Supply And Trade
- Global For Services, Trade And Export
- E L Arabia for Textile Trade Wholesale

CUSTOMERS

REAL ESTATE SECTOR

- Talat Mostafa Group
- Contal For General Contracting & Construction
- Darna for Real Estate Investment & Contracting
- Watania for Engineering & Construction S.A.E
- Roiaa Group for Real Estate Investment & Tourism
- Arab Union for Real Estate Investment
- Zahraa El Maadi for Investment & Construction
- The Egyptian Kuwaiti Co, for Investment
- Misr Co. For Urban Development
- Dallah Holding Group
- The Egyptian Kuwaiti Co, For Investment
- Egyptian Real Estate Group

SERVICES SECTOR

- El Sharkawy Group
- Falcon for Security Service
- Falcon for Funds Transfer
- Libra for Human Resource Consulting
- EPSCO for Environmental Studies
- Falcon for Technical and Security Systems
- Falcon for General Service And Projects Management

BANK SECTORS

- Faisal Islamic Bank
- Industrial Development Bank
- El Ahly Bank
- National Bank of Egypt "NBE "
- Arab Real Estate Bank
- Arab Investment Bank

HOSPITALS SECTORS

- Nile Badrawi Hospital
- Al Salam International Hospital
- Ahmed Maher Teaching Hospital
- Arab Organization For Industrialization Hospital

OTHER SECTORS

- Aroma Labes
- Futura Labs
- International for Plastic
- European - Egyptian for Modern Industries
- Marmor Egypt
- Adly Makary
- Shaheen Factories
- Arab Company Factories for Medical Consumables
- Misr for Plastic Pipes
- Egypt Ladders
- International Company for Dry Ice
- El Aml for Plastic Pips "El Sherief"
- Party Badar for Carton And Packages
- Pack Line for Industrial Development
- Sweillem Vitrified Clay Pipes
- Knoah Technology Plastic Manufacturing
- Pyramids for Investment
- Pyramids of Cosmetics
- El Mohandas for Plastic
- Pharaonic Essential Oils "Phatrade"
- Nat Essence
- Alcatel-Lucent
- Sarhan Steel
- Arab Medical Equipment's Company "AMECO"

CUSTOMERS

