



Solvay Brussels School Student Consulting Club



Who we are

The Solvay Student Consulting Club (SCC) is a non-profit organization led by students of the Solvay Brussels School of Economics and Management. We have two main goals: first, **help companies of all sizes in the resolution of their key business issues** by providing quality analyses through a high-performance process. Second, **give talented and motivated students the opportunity to take their first steps in the consulting world**. Since 2011, we have completed more than 60 projects for companies of all size, from SMEs to large multinationals companies. Our students-consultants are from the Solvay School, the Brussels Engineering Faculty and from the Faculty of Law.



Our Vision

To be an **international reference** in student consulting services by 2020.



Our Mission

We conduct **customized consulting services** to deliver hands on solutions and to functionally develop skills of committed students.



Our Values

Honesty: We only start a project if we are sure we can deliver what was promised.

People: Keys of success are the quality of our people as a team and their interactions.

Drive: Create the passion to make students surpass themselves.

Entrepreneurship: Put forward our proactivity and eagerness to innovate and help entrepreneurs.



Our services

Business
Services

Engineering
Services

Green
Services

● **Finance & Accounting:**

Project valuation, activity-based costing, profitability study

● **Marketing & Sales:**

Market research & positioning, product launch, brand image, prospection

● **Data analytics:**

Pricing, customer insights

● **Strategy & Innovation:**

Business plan, competitive analysis, corporate strategy

● **Engineering:**

Web/Software development, Structural analysis, Automation, Prototyping

● **Sustainability:**

Environment impact study, energy efficiency, industrial optimization



Why work with us

We select consultants among more than **3000 students** of the Solvay Brussels School and Brussels Faculty of Engineering - many of which come from **other European countries**

The quality of Solvay Brussels School and Brussels Faculty of Engineering graduates is world-class. Working with us can be a **smart way to attract top talents**

Compared to an employee or an intern, working with us requires **less involvement from your side.**

We offer an **affordable price per hour** - a fraction of the cost of professional consultants



Past missions overview

Pricing Mission

Mission Objective

Re-define a pricing strategy for a high-tech mission-critical business.

LUCIAD

Strategy

We analyzed the current state of pricing and the objectives given by the management, We proposed a pricing strategy that maximized both revenues and the objectives given by reaching new target markets.

Fall Semester 2016

Final Outcome

We offered a big data analysis of the current sales and strategy with recommendations. Finally we proposed a new pricing strategy following their market best-practices.

Marketing Mission

Mission Objective

Define a marketing strategy targeting students for a platform recently acquired by Microsoft.



Microsoft

Strategy

From insights obtained through surveys and interviews of more than 300 Belgian IT students, we created a data-driven marketing plan.

Spring Semester 2017

Final Outcome

We provided Microsoft with a strategic timeline for the company to implement, with high-level description of the steps to follow and the outcome they would lead to.

Sales Mission

Mission Objective

Increase the customer base for a specific product by creating a database for different markets.



Air Liquide

creative oxygen

Strategy

We collected information from different sources by calling associations and customers. We filtered this database in order to keep the most interested clients.

Spring Semester 2018

Final Outcome

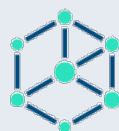
We made a market research and created a large and precise database with different users from different markets who could buy this product.



Current clients



Microsoft

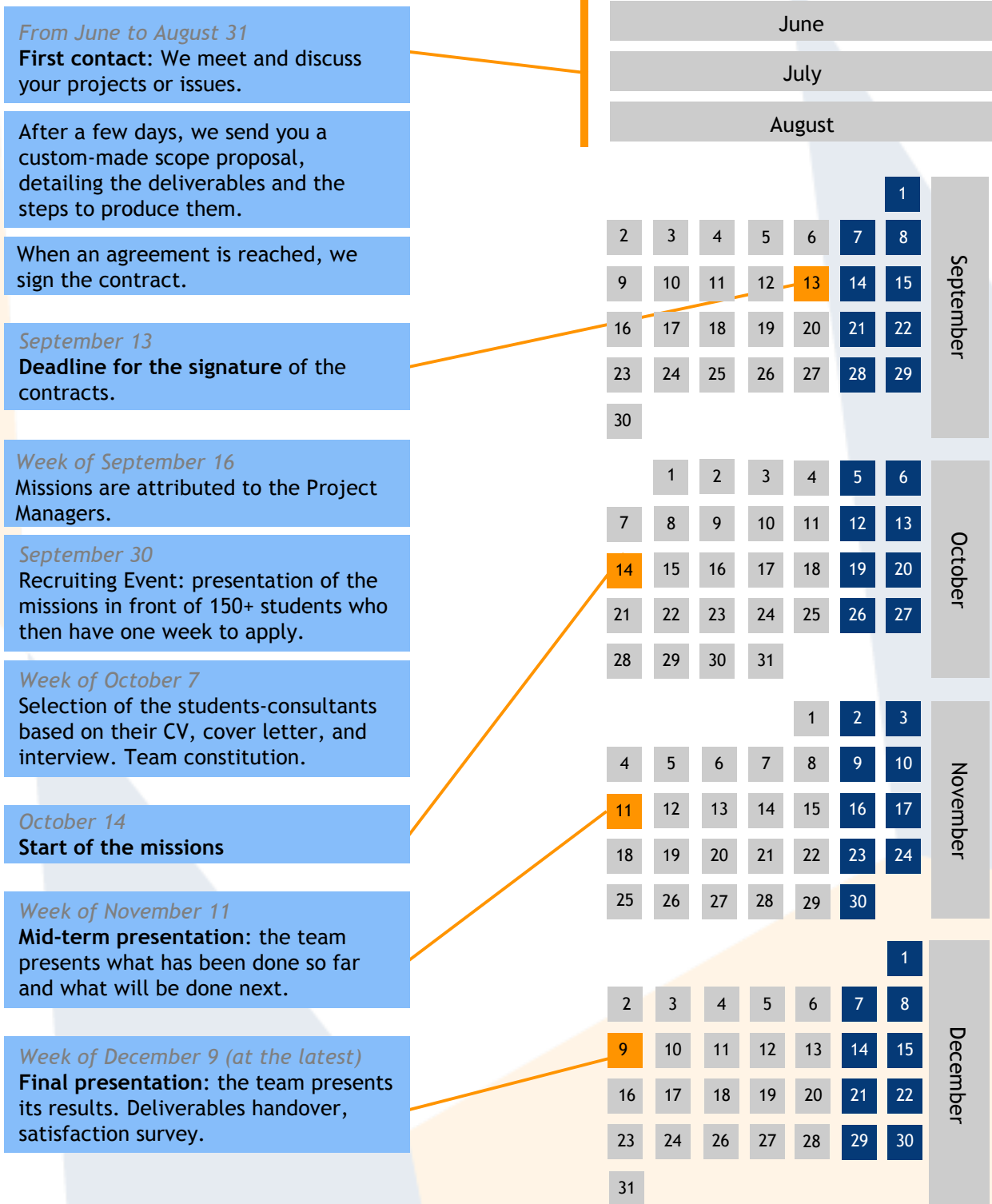


recovr





Timeline of a Mission



A mission by the numbers

4-6 students per team + 1 Project Manager

From mid October to mid December: 8 weeks

About 400 hours of cumulated work

At least 3 client meetings



Your Quality Assurance

You have a project in mind for your company but you do not know if you can trust us? Don't worry: our **multi-layered quality system** ensures that we will deliver outstanding results. So do not hesitate and call on us for help!

The first layer is the **Project Manager**: More experienced students, the PMs often have a first consulting experience as a student-consultant at the SCC. They are the link between the client and the team of student-consultants and they proofread everything they do.

The second layer is the **Vice President Operation and the rest of the SCC board**: they supervise the missions and make sure everything is going as planned.

The third layer is the aid from the **University professors and assistants**: they can help the student-consultants in case they encounter specialized or technical issues.

The fourth layer is the **annual audit** we must undergo by JADE Belgium, the national confederation of Belgian Junior-Enterprises, of which we are a member.

The fifth and most important layer of our quality system is our relationship with our partners, all **renowned consulting firms** in their own sectors (AT Kearney, Deloitte, BrightWolves, Greenfish, Ngage and Avertim): they coach the Project Managers and their teams throughout the mission. They also give them workshops to develop their consulting skills: how to crack a business problem, how to give an effective presentation,...

KEARNEY Deloitte.

**BRIGHT
WOLVES**

Arthur D Little

ngage


avertim
innovation & management



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