

BREAKTHROUGH

STRATEGY & OPERATIONS ADVISORY ACROSS ASIA

BREAKTHROUGH GROUP

An independent consulting firm that specialises in advising companies on how to deliver their strategy in Asia.

By enhancing an organisation's strategic capability through strategic reviews, corporate development, management system establishment, governance enhancement and project delivery, significant long-term growth can be achieved.

OUR FOUNDER GAVIN DOW

Gavin has a strong track record of successful strategic innovation and delivery across multiple functions, business units and geographies.

Through initiating and leading organisational development and performance improvement initiatives, both internally and as a consultant, Gavin has a broad range of experience in market analysis, strategic positioning, JV establishment, commercial development, operational performance improvement and project delivery.

Key features of these initiatives include investing in relationships to connect stakeholder needs with strategic aims, building consensus between in-house and external partners, developing innovative solutions, nurturing new offerings through the development cycle and the delivery of ambitious growth targets.



OUR PARTNERS



Data-driven strategy advisory in Asia
www.silkroadassoc.com

Q5

Experts in organisational change, helping to build better businesses across the world
www.q5partners.com

CONTACT

info@breakthrough.com.hk
+852 9100 3757
2310 Dominion Centre,
43-59 Queen's Road East, Wan
Chai, Hong Kong

OUR SERVICES & EXPERIENCES



STRATEGY DEFINITION

Engaging stakeholders with a compelling vision

- Development and implementation of a strategic framework, doubling the value of an Asian container terminal operator to over US\$5 Billion within 5 years
- Definition of a new market strategy for an established Hong Kong based logistics company that improved revenue by 16% over the following 2 years
- Asia-wide business process outsourcing design for a leading global insurer, reducing costs by US\$45 Million over 5 years
- Set up of a joint venture framework for an IT enabled documentation service for the shipping industry



BUSINESS PLAN OPTIMISATION

Organising the activities to get there efficiently

- Definition of US\$100 Million in bottom line project improvements at an Australian infrastructure company
- Implemented a corporate programme office for a UK utility company that improved project delivery by 32%
- Implemented a company-wide business plan delivery framework that improved target achievement from 55% to over 90%
- Steering Committee membership for major IT implementations, both operational and back office, specifically focusing on programme delivery and change management



STRATEGY DELIVERY

Ensuring that the vision is realised, despite the hurdles

- Programme management for the establishment of a HK/China JV in the utilities industry
- Programme office management of the deregulation of the Singapore electricity industry
- Delivery of the termination of a Asian based JV and the establishment of a stand alone company for a global fund manager
- Commercialisation of a Singaporean Statutory Body in preparation for market liberalisation and significant growth opportunities



CHANGE MANAGEMENT

Taking stakeholders with you to maximise benefits

- Industry and Government lobbying over 3 years that resulted in endorsement of all recommendations to enhance the competitiveness of Hong Kong port for all industry participants
- Repositioning of the Asia Executive Team for a global auction house, enhancing their ability to execute on their ambitious growth plans in China and the region
- Re-organisation of the pan-Asia sales function of a global financial information provider to focus activity on high value propositions that will enable the doubling of revenue in the coming 3 years
- Definition and delivery of senior management development programmes for a Hong Kong based rail company



ORGANISATIONAL GOVERNANCE

Maintaining visibility and control of complex activities

- Design and implementation of the management systems and internal governance arrangements for a new US\$465 Million highly automated container terminal, thereby facilitating its successful launch
- Strategic review at a leading Asian gaming group, focusing on management systems and governance arrangements, as they positioned for the next phase of growth
- Establishment of the management systems and governance arrangements that enabled a logistics company grow from a single business unit into a multiple business unit group with a 'lean' corporate centre
- Organisational and process redesign of the technical assurance functions as part of the restructuring of a metro rail organisation to support a Public Private Partnership