



**IMC USA**  
Get Smart. Get Involved. Get Business.

<u>Learnings</u>	<u>Possibilities</u>	<u>Opportunities</u>
Show	Connect	Explore
Tell	Link	Pre-Discover
Share	Shape	Recognize

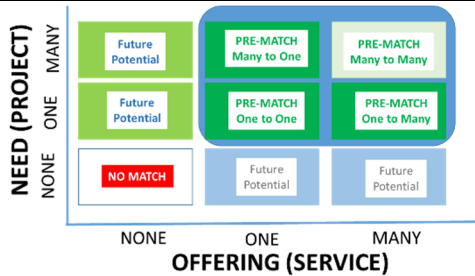
Your **G**LOBAL REACH with **L**OCAL LINKS

Your Springboard for Learnings, Development & Collaborations

### Springboard for Learnings

Learn from Key International Panelists

*Getting Smarter*

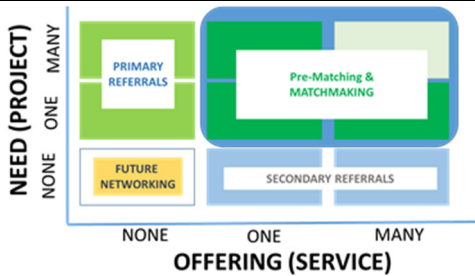


### Springboard for Development

Connect, Link and Shape

**Business Possibilities**

*Getting More Involved*



### Springboard for Collaborations

Explore, Pre-discover and Recognize

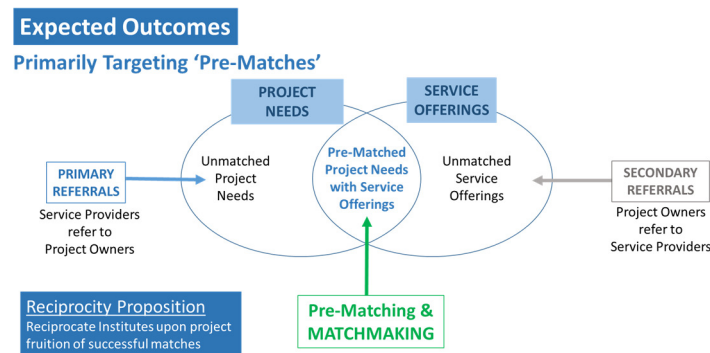
**Collaboration Opportunities**

*Getting More Business*

## YOUR GLOCAL SPRINGBOARD

This Springboard Program, a prototype initiative, was founded on 3 Pillars. Namely: Learning, Development and Collaborations. More specifically, these Pillars encompass the following:

1. Learnings: Getting Smarter  
***“Learning from Key International Panelists”***
2. Development: Getting More Involved  
***“Connecting, Linking and Shaping Business Possibilities”***
3. Collaborations: Getting More Business  
***“Exploring, Pre-Discovering and Recognizing Collaboration Opportunities”***



The first event was recorded and offered by IMC USA Academy to participants. Participants provided feedback of their matchmaking efforts and successful matches and upcoming collaborative project fruitions were broadcasted.

Also, upon successful project fruitions, participants have been encouraged to reciprocate their Institutes for such initiative.

## YOUR BENEFITS & VALUE

By registering and becoming a valuable GloCal contributor, you will gain benefit and cultivate value through the GloCal Initiative as follows:

1. Engage in international business opportunities;
2. Learn about performing international projects;
3. Market and fulfill your international project need;
4. Target market your service offering internationally;
5. Engage in 'pre-matching' and 'matchmaking' of project needs with service offerings worldwide;
6. Provide and receive referrals for project needs and service offerings; and
7. Network and establish ties with CMC colleagues and management consultants globally.

## **YOUR GLOCAL PROGRAM (to date)**

Regarding the GloCal Program, launched on Feb.5<sup>th</sup> with a Follow-Up on Apr.7<sup>th</sup>, you may find relevant brief information, as well as previous GloCal recordings, below (see links):

### **Reporting Initial Event Aftermath (Testimonials, etc.)**

Let's GloCal Event Initial Aftermath

<https://www.linkedin.com/pulse/lets-glocal-event-initial-aftermath-constantinos-stavropoulos-cmc-?trk=mp-author-card>

<http://icmci.org/download/?id=17679467> Published at CMC Today Newsletter of ICMCI

### **Organizing Follow Up GloCal Event (April 7th, 2016)**

SAVE THE GLOCAL DATE: Thursday, April 7th at 5:00pm GMT

<https://www.linkedin.com/pulse/save-glocal-date-thursday-april-7th-500pm-gmt-stavropoulos-cmc-?trk=mp-author-card>

### **GloCal Collection of Recordings (Initial Event)**

*Highlights of Let's GloCal!*

<https://www.linkedin.com/pulse/highlights-lets-glocal-constantinos-stavropoulos-cmc-?trk=mp-author-card>

*Learnings from Sorin Caian, CMC-GLOBAL Chair*

<https://www.linkedin.com/pulse/learnings-from-sorin-caian-cmc-global-chair-stavropoulos-cmc-?trk=mp-author-card>

*Learnings from Francesco D' Aprile, CMC-GLOBAL Past Chair*

<https://www.linkedin.com/pulse/learnings-from-francesco-d-aprile-cmc-global-past-stavropoulos-cmc-?trk=mp-author-card>

*Learnings from Oliver Matar, CMC-GLOBAL Vice Chair*

<https://www.linkedin.com/pulse/learnings-from-oliver-matar-cmc-global-vice-chair-stavropoulos-cmc-?trk=mp-author-card>

*Learnings from Tamara Abdel-Jaber, CMC Global Institute Chair*

<https://www.linkedin.com/pulse/learnings-from-tamara-abdel-jaber-cmc-global-chair-constantinos?trk=mp-author-card>

*Learnings by Fan Yu, CMC Firm Delegate*

<https://www.linkedin.com/pulse/learnings-fan-yu-cmc-firm-delegate-constantinos-stavropoulos-cmc-?trk=mp-author-card>

*Initial "Pre-Matching" Exercise*

<https://www.linkedin.com/pulse/how-many-perfect-matches-april-7th-constantinos-stavropoulos-cmc-?trk=mp-author-card>

### **Build-Up Momentum Broadcast (after Follow-Up Event)**

*GloCal Build-Up Momentum! Join Us!*

<https://www.linkedin.com/pulse/glocal-build-up-momentum-join-us-constantinos-stavropoulos-cmc-?trk=mp-author-card>

## YOUR CURRENT OPPORTUNITY PIPELINE

For running project opportunities, you may visit the post on LinkedIn at the following link:

<https://www.linkedin.com/pulse/glocal-project-opportunities-running-new-stavropoulos-cmc-?trk=mp-author-card>

GLOCAL PROGRAM CASES Progress Update			Update June 2016					
A/A	Opp. #	PROJECT OPPORTUNITY DESCRIPTION	OPPORTUNITY FUNNEL PROGRESSION (STAGE GATES)					
			Pre-Match	Match	Proposal	Contract	Project	Execution
<b>Continuing Project Opportunities</b>								
1	13	Business process optimization/standardization for Defense contractor (U.S.A)	2	2	2	1	1	Initial Pilot Project
2	1	Expertise in monitoring of performance of public services (Romania).	4	3	To gradually move to Proposal Stage			
3	7	Supplier Identification/vetting for portfolio of water treatment solutions (Peru, Bolivia, Israel).	2	2	Stand-By mode at Pre-Proposal Stage			
4	14	Supplier Identification/vetting for portfolio development of water treatment solutions (for Fiji)	1	1	Stand-By mode at Pre-Proposal Stage			
5	2	Recruiting students and designing a customized program for Academies Networks of Textile Engineering and Waste Water Treatments Master Programs (Italy).	0	Available for Pre-Matching				
6	6	Visibility with C-suite executives of global companies for international trouble-shooting at strategic & executive Level (U.S.A. and internationally).	0	Available for Pre-Matching				
7	10	CIO/IT strategy and training (French speaking) for public sector IT project (West Africa).	0	Available for Pre-Matching				
8	11	Investor attraction for a diagnostic and medical center for preempting dementia (U.K.).	0	Available for Pre-Matching				
9	12	Operational efficiency analysis tools for manufacturing and services companies (Scandinavia).	0	Available for Pre-Matching				
<b>New Project Opportunities</b>								
10	18	Cooperative partner for projects in mining sector (Middle & South America)	0	Available for Pre-Matching				
11	19	Cooperative partner for projects in energy sector (Middle & South America)	0	Available for Pre-Matching				
12	20	Business development collaborator for product market entry in airport ground services market (USA)	0	Available for Pre-Matching				
<b>12 Total Running Project Opportunities</b>								

## YOUR NEXT STEPS (ON-BOARDING)

Regarding your potential interest in participating, your next steps for on-boarding the GloCal initiative are as follows:

1. Confirm your intent by email to GloCal Hosts for post-event registration payment of USD75. A discount may be applied if 5 or more persons register from same grouping.
2. Make relevant credit card payment (USD75) to IMC USA. Our Event Manager Theresa Gibbon will provide you details for effecting such credit card payment.
3. Provide to Hosts your completed **Info Sheet** (to be furnished upon request)
4. After above, once we receive registration payment confirmation from Theresa Gibbon and your Info Sheet, we will proceed as follows:
  - a. Send you the recording link of the April 7<sup>th</sup> and July 22<sup>nd</sup> events.
  - b. Share the event slide deck of April 7<sup>th</sup> Event, and relevant material.
  - c. Introduce you to current GloCal contributors via email.
  - d. Connect you directly with the project opportunity owner of a specific project that you may be interested to match.

Should you have any questions or need to discuss more, you may contact the **GloCal Hosts**:  
Constantinos Stavropoulos at [constantinos@innovalue.gr](mailto:constantinos@innovalue.gr) and Jerry Savin at [jsavin@ctcg.com](mailto:jsavin@ctcg.com).

An Offering brought to you by IMC USA,  
supported by its Professional Academy,  
for the benefit of our Global CMC Community.

