

IMCI + ALLIANCE™

INTRODUCTION TO THE IMCI+ ALLIANCE  
NEW MEMBERS 01.03.2023

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know-how and energy combined

# Introduction to our organization

The **IMCI+ Alliance** has developed its structure out of the foundation of the **IMCI+ Group**, with origins back to **1998**, as the founder and global CEO, Mr. Modesto N Peña y Gorrin, started his career as interim manager and strategic advisor. In **2004** he founded the company in Switzerland as IMC Peña, (Integrated Management Consultancy) as a single proprietorship firm. In **2010** he established IMC initially as a network organization of premium-level professionals, with 16 associates in 10 countries and five business lines.

In **2016** the deployed its organization to London, developing its vision 2025 around rebranding and shifting the network into a hybrid corporate business. Within this vision, we established the Corporate HQ's in Switzerland on 17.02.2021. As per 01.09.2021 IMCI+ Group is organized and structured as follows

- IMCI+ Group International GmbH – Corporate HQ's
- IMCI+ Alliance (IMCI+ World Advisors Alliance)
- IMCI+ Capital (Investment Services and Project Finance Services)
- IMCI+ Advisory (Consultancy & M&A Services)

In **March 2022** and considering the overall development of our organization, we have decided to transfer the London-based legal structures to Zurich and consolidate our presence in Switzerland.

# Introduction to our organization

With the large experience in managing a network of independent professionals, we have been continuously improving and adjusting our structure. Also doing best in class benchmarks. We strongly believe that our Alliance must operate with minimum corporate guidance, however with the necessary operational framework and guidelines, to guarantee the quality of our work and that our values, principles, and code of conduct are respected.

The IMCI+ Alliance welcomes and embraces diversity and does follow universal values, independently of religion, culture, and social standing.

Contrary to a simple “network” platform, the IMCI+ Alliance is actively led and monitored by the Sr Management Team and Head of the different divisions. Further, its leadership is extended by a representative committee of members.

The IMCI+ Alliance is positioned as a premium advisory expert network in M&A / Corporate Finance and Consulting (Restructuring and Expansion) and aims to be among the top Global 50 Advisory / Financial Services Group.



making the difference

IMCI + CAPITAL™

IMCI + ADVISORY™

IMCI + ALLIANCE™

# FOUR BRANDS – ONE VISION – MAKE THE DIFFERENCE

IMCI + GROUP  
INTERNATIONAL

making the difference

IMCI + ALLIANCE

know-how and energy combined

IMCI + CAPITAL

return and efficiency combined

IMCI + ADVISORY

creativity and innovation combined

making the difference

IMCI + CAPITAL™

IMCI + ADVISORY™

IMCI + ALLIANCE™

# Introduction to our organization - Our Divisions and Services



## MANAGEMENT CONSULTANCY

- + Restructuring
- + Strategy
- + Expansion - Globalization



## FINANCIAL SERVICES

- + Project / Corporate Financing Programs
- + Investment Services
- + Project and Company Valuations
- + Financing Strategies
- + Side Capital Services



## ADVISORY - COACHING

- + Human Resources Management
- + Change Management
- + Interim Management
- + Succession Management
- + Project Management

# Introduction to our organization – key figures



## Project finance

- ❑ >20 Billion USD
- ❑ >500 Deals



## M&A

- ❑ >350 Mio USD
- ❑ > 70 Deals



## Advisory-Coaching

- ❑ >28 Mio USD
- ❑ >500 Mandates

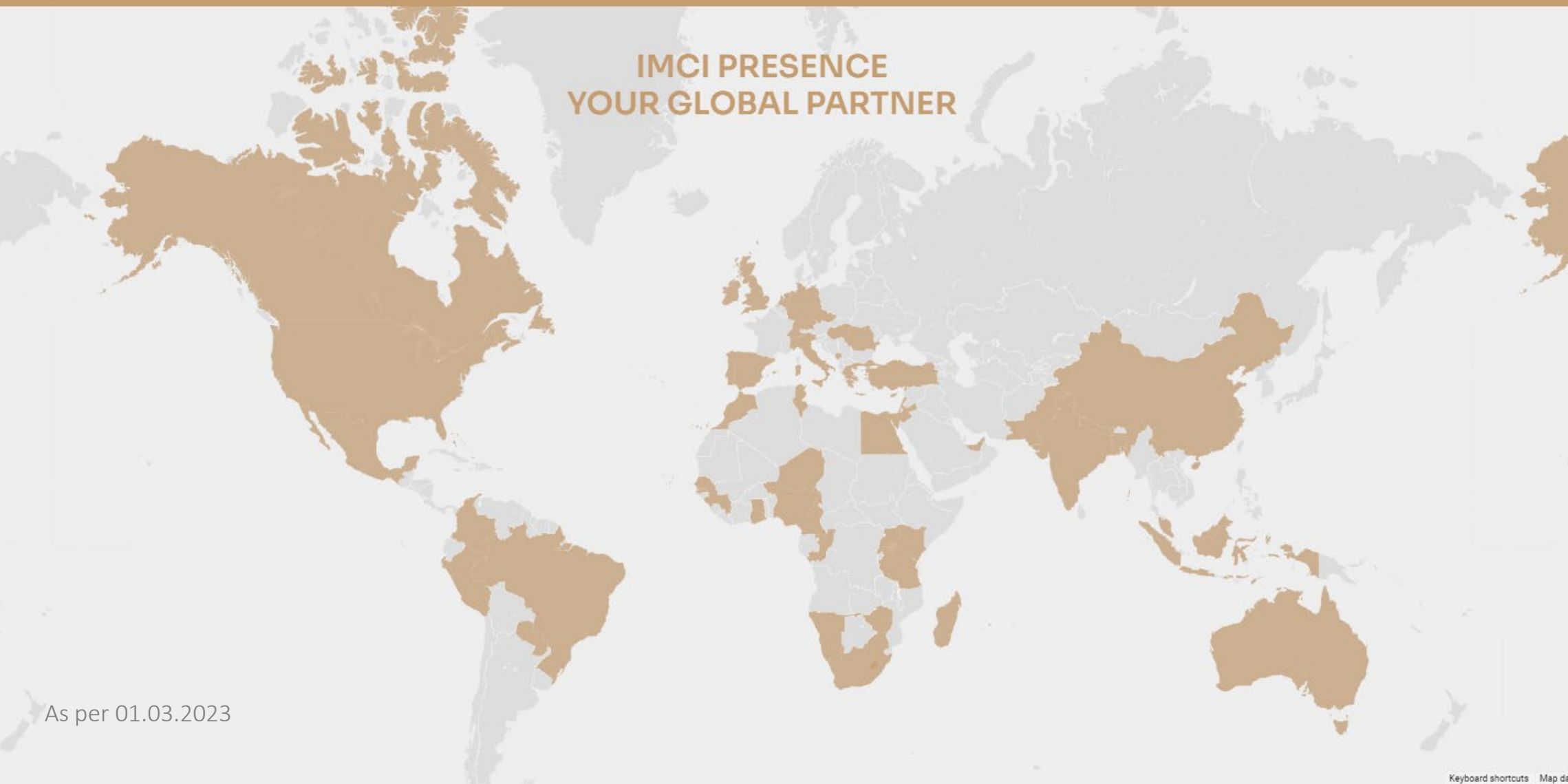


## People

- >150 members
- > 70 countries

As per 01.03.2023

IMCI PRESENCE  
YOUR GLOBAL PARTNER



As per 01.03.2023

Keyboard shortcuts Map de

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# Some awards



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## CONTACT

IMCI+ Group International GmbH-LLC

Corporate HQ's

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# THE VALUE FOR JOINING

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IMCI+ALLIANCE™

# The value of becoming a member of the IMCI+ ALLIANCE

The value of the IMCI+ Alliance (IMCI+ World Advisory Association) for its members is grounded in the reputation of the IMCI+ brand, international visibility, marketing benefits, business opportunities, and expertise exchange. Further in the exclusivity. Not because of paying a membership or a license, but because of the quality of its members.

Contrary to a simple “network” platform, the IMCI+ Alliance is led and monitored by the Sr Management Team. Further, its leadership is extended by a committee of Members.

The members are involved in the development of our association and alliance. Opening many opportunities within the vision 2025.

The membership is linked to a rigorous selection and requires an active commitment and engagement. This guarantees a maximum of synergies and benefits to the overall organization.

# The value of becoming a member of the IMCI+ ALLIANCE

it is important for us that by applying for becoming a member of the IMCI+ Alliance, you are expected to be actively involved and create value for the organization and its members. Finally, also feel “at home”.

It is our aim to give space to the best talents and experienced professionals. We believe in our value and the value our organization creates for its members.

We are expecting that the IMCI+ Alliance members are reputed and high-level qualified professionals, and fully engaged to contribute to the success of our structure. As you will remark, for the application process to end successfully, we expect that you submit three cases/mandates realized in your business. Finally, it is important that all requested information in aspects of profile, experience and performance are submitted. As this influences the working mechanism of our Alliance website.

IMCI+ is further expecting that members are active and visible by participating in virtual and physical meetings, creating synergies among members, and referring leads and businesses. It is further expected that members are registered in our LinkedIn company group and sites. IMCI+ has the right and duty to keep a population at IMCI+ of active and committed members only. This means inactive people will be invited to leave. And people or entities just wanted to take benefit, but not contributing should not apply.

## Affiliate Member Business Introducer

- Name, Coordinates
- No brand
- Access to Intranet
- **BASIC FEATURES**
- **Is linked to an Associate Member / Business Associate or Full Member / Associate Partner or directly to the IMCI HQ's**
- **Does not represent IMCI+**
- **Acts as Business Introducer**

## Associate Member Business Associate

- Names, Coordinates
- Pictures
- IMCI+ Alliance signature
- Access to Intranet
- **BASIC + FEATURES**
- **Act as intermediary of the IMCI+ Group Structure or professional (corporate finance, legal, advisory, interim management..)**

## Full Member Associate Partner

- Names, Coordinates
- IMCI Email Account
- Picture
- IMCI BC - Template
- CRM
- Material
- IMCI Consultant Profile
- Access to Intranet
- First Priority
- Reverse Link on website
- Certification
- Rep Office Principal
- Cost participation
- **PREMIUM + FEATURES**

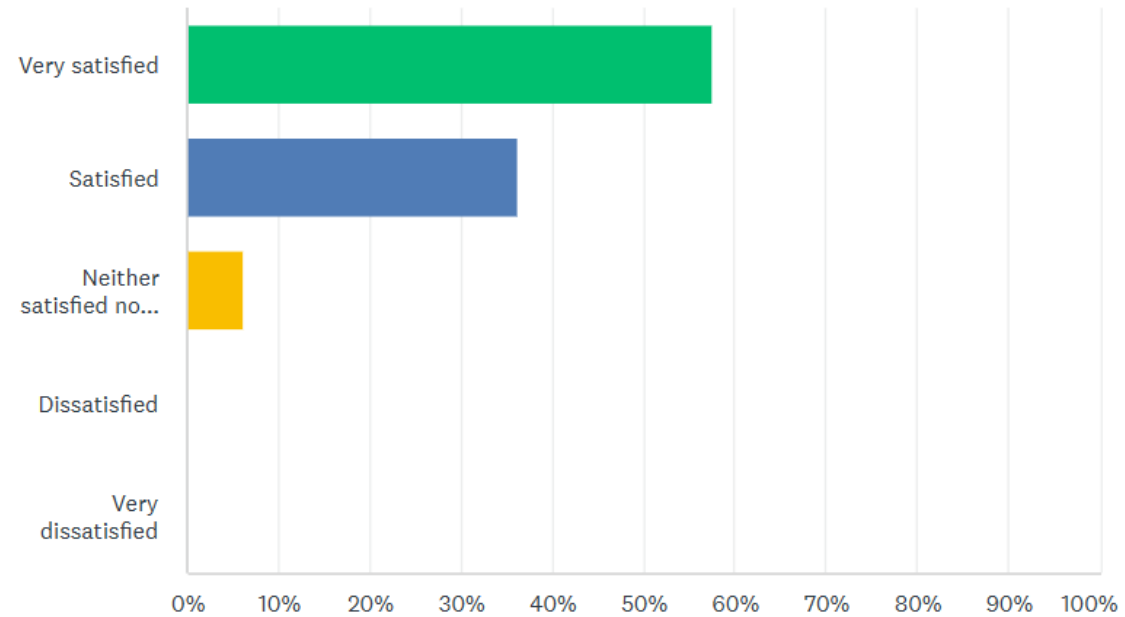
## Strategic Cooperation

- Names, Coordinates
- URL
- Logo

# What our members say

## HOW SATISFIED ARE YOU OF BEING MEMBER OF THE IMCI+ ALLIANCE

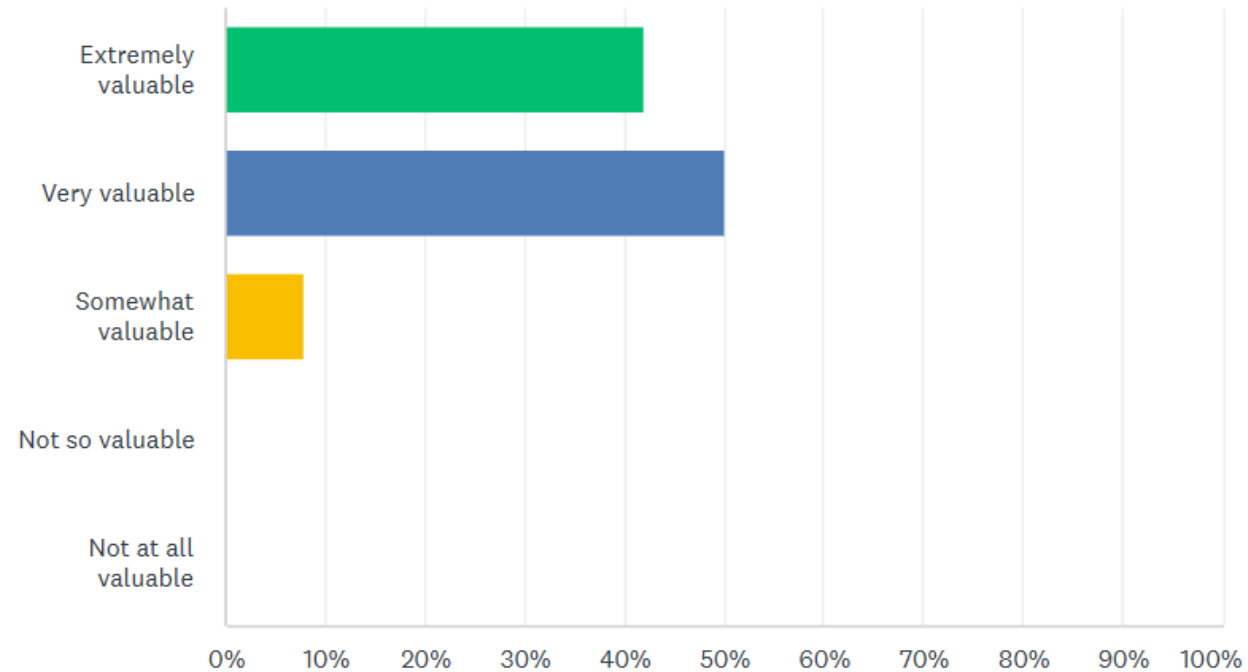
Answered: 113 Skipped: 1



# What our members say

## WHAT IS THE VALUE FOR BEING A MEMBER OF THE IMCI+ ALLIANCE

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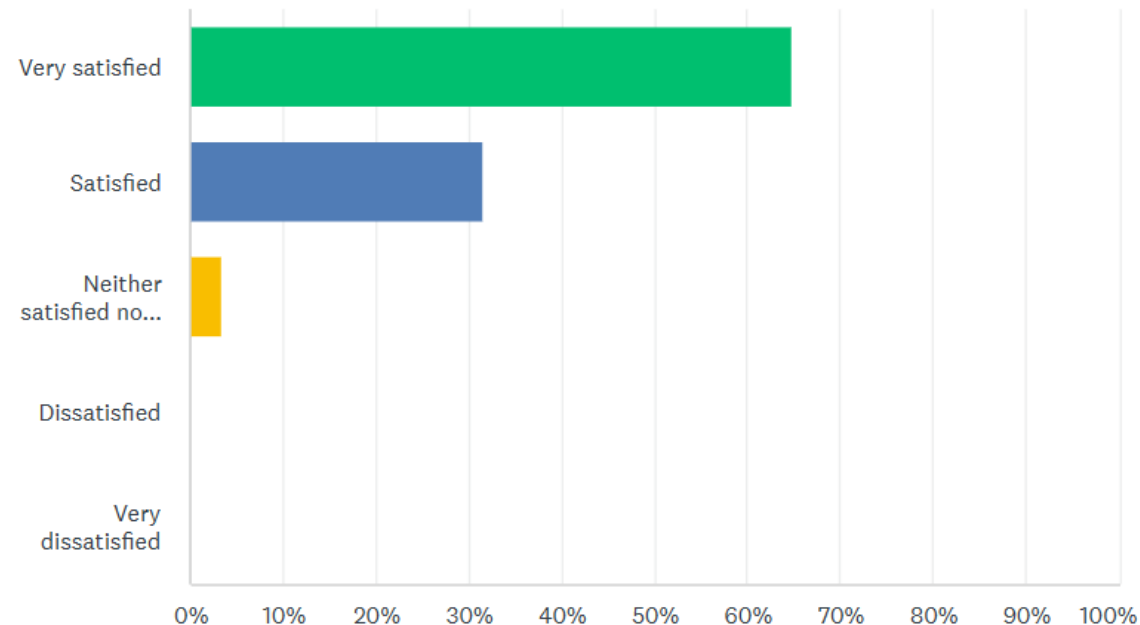




# What our members say

HOW SATISFIED ARE YOU WITH THE IMCI+ LEADERSHIP IN THEIR ROLE, IN ASPECTS OF INFORMATION, COMMUNICATION, GUIDANCE, SUPPORT, ENGAGEMENT, EXAMPLE OF ATTITUDE AND BEHAVIOR

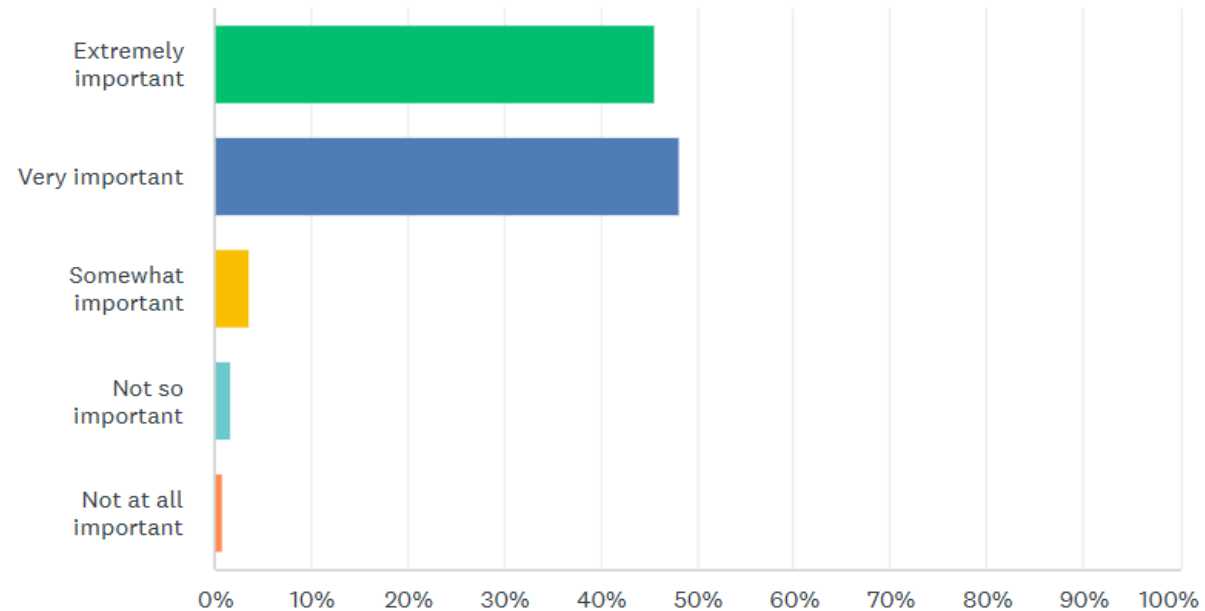
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# What our members say

## HOW DO YOU CONSIDER YOUR ENGAGEMENT AND COMMITMENT AT IMCI+

Answered: 112 Skipped: 2





# YOUR TARGET

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IMCI + ADVISORY™

IMCI + ALLIANCE™

# Your choice of membership?

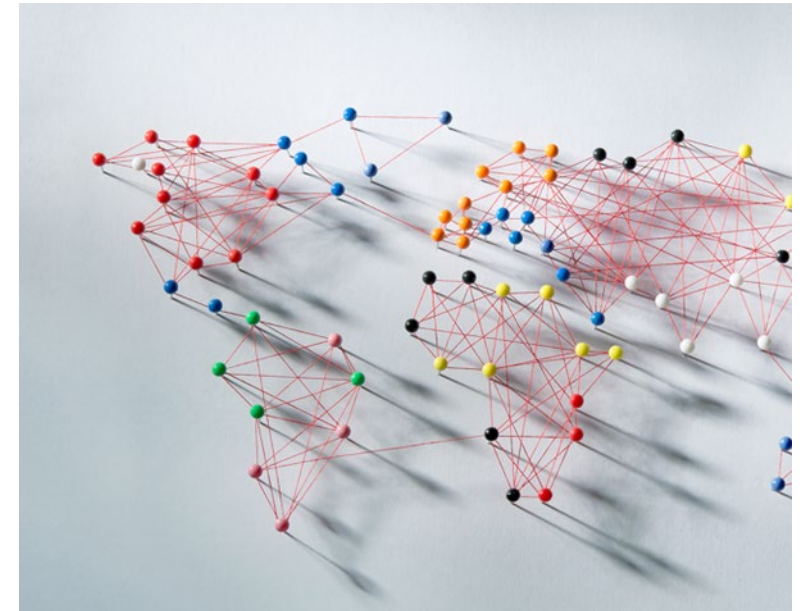
- + Affiliate Member (Business Introducer)
- + Associate Member (Business Associate)
- + Full Member (Associate Partner, initially granted by being a member of the APCP Team)

Whereby the entrance status is either Affiliate Member (Business Introducer) or Associate Member (Business Associate). The Full Member (Associate Partner / Principal Associate Partner) status is merited once and only granted at least after one year of membership and qualitative and quantitative performance. The professional can apply for joining our APCP (Associate Partner Candidate Pool) as the entrance gate.

The ultimate level is the one as Rep Office Managing Directors/Principal, legally linked to the IMCI+ Group International GmbH/LLC.

For 2023 and 2024, IMCI+ Group will start to open direct Rep Offices in key strategic countries and regions. In this regard, we are searching top professionals wishing to grow in representative roles.

We are asking for a very modest registration fee of 250 Euros (one time). For the APCP Team Members, there is an additional cost of 250 Euros.



# Your Profile

- Able and willing to introduce and serve company clients through our services
- Interested in growing with IMCI and being part of the vision 2025
- Excellent business consultancy reputation, eventually with a big four background
- Excellent business network (clients, brokers, business introducers)
- Experience in C-level management position
- Individual Fighter, however, with the readiness to work as a team member
- Good academic and advisory background
- Excellent corporate finance understanding
- Fluently in English
- Self-Sufficient and Self-Employed, with own consultancy firm
- Ambitious and success-focused
- Interest in a long-term entrepreneurial perspective, driven by the absolute aim to excel in results and performance
- In the market for a minimum of 5 years as self-employed
- Minimum three references and cases of experience
- Experience with CRM devices
- Reliable, disciplined, persistent, and integral
- Methodological approach
- Guru Expertise (in one of the following sectors: Financial and Capital Services, M&A, Restructuring, Due Diligence, Strategic Management Consultancy, Business Advisory, Auditing, Interim Management, Project Management)

# Wishing to become a key Member? (Associate Partner?)

The same profile as Associate Member – but additional and necessary request

- + have a sound financial base
- + provide evidence of having closed at least one financial transaction in the past two years or 3 advisory mandates.
- + regular attendance to our virtual and physical partner meetings.
- + provide at least 3 cases of mandates.
- + be visible with our brand and logo on social media.
- + be active within our structure.
- + willing to participate in our virtual (monthly) and physical meetings (once a year).
- + be known physically to the Sr Management.
- + operate exclusively the business lines of IMCI+
- + application accepted with one voice by the Sr Management team
- + known in person by the Sr Management team

You are invited to apply for it and act under the special supervision and support of the Sr Management team. Your status will be reviewed regularly upon performance and achievements of agreed goals.

# Interesting in joining as Strategic Cooperation Partner?

IMCI+ does welcome strategic cooperation with mid-sized or large entities with an industrial, technological and EPC background. Further also with lawyers, auditors, and fiduciaries. The scope is to create synergies and leverage the market position. Further also relevant financial and professional services providers.

If interested in partnership discussions, contact us at [info@imci-group.com](mailto:info@imci-group.com) and send us your corporate profile and key facts and figures.



**MAKE YOUR MOVE**





Alliance Website – <https://www.imci-waa.com/joinus/default.aspx>

**IMCI + ALLIANCE**  
know-how and energy combined

[ABOUT US](#) [SERVICES](#) [WHY IMCI](#) [DIRECTORY](#) [NEWS](#) [JOIN US](#) [MEMBERS](#)

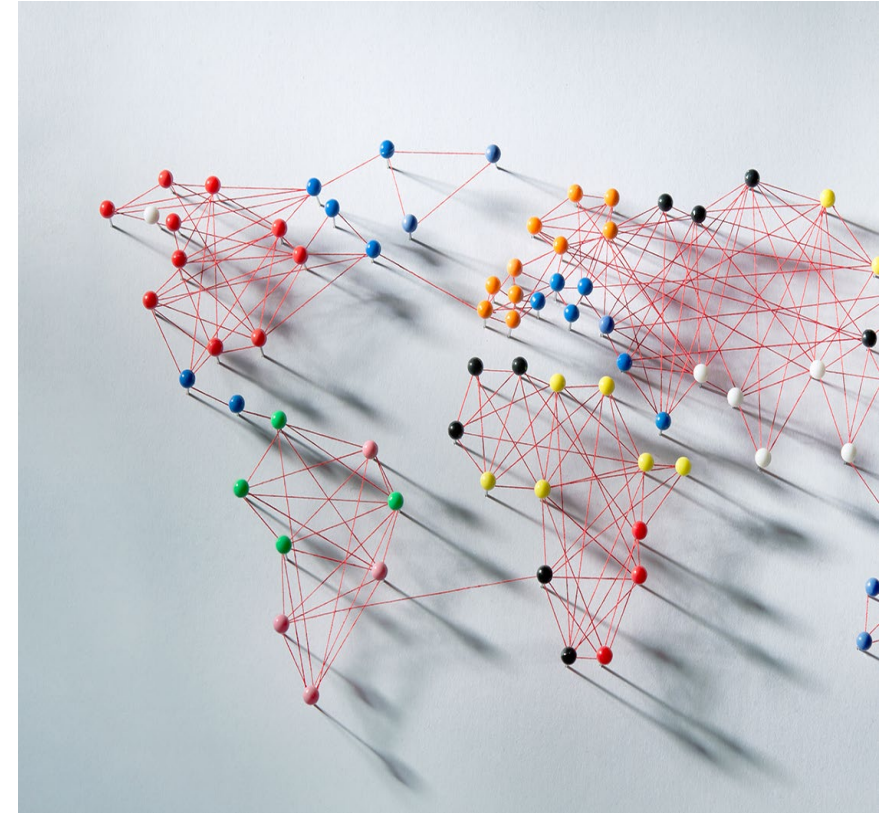
## IMCI+ is unique.

A worldwide active consultancy organisation,  
with a local understanding of today's business reality.



# Important steps ahead

- ❑ Once you have processed the initial application through the JOIN US application, you will receive information of pre-acceptance or decline
- ❑ If pre-acceptance, you can start the official phase of the official register.
- ❑ You will have 4 weeks time to finalize your registration. If you do not register within 4 weeks, you will get one additional warning. Thereafter, we will terminate the registration process.
- ❑ Upon full acceptance, you will have a 30-minute intro video meeting with one of the key Directors. The payment of the registration fee will lead to the official agreement and incorporation.
- ❑ You will then be incorporated into our structure, having access to our library, documentation, groups, and meetings.
- ❑ You will be visible on our website and promoted through our SEO. Members of the APCP Team will be receiving email accounts, signatures, and Business Cards and have certain preferences.





WE ARE LOOKING FORWARD TO WELCOMING YOU!