

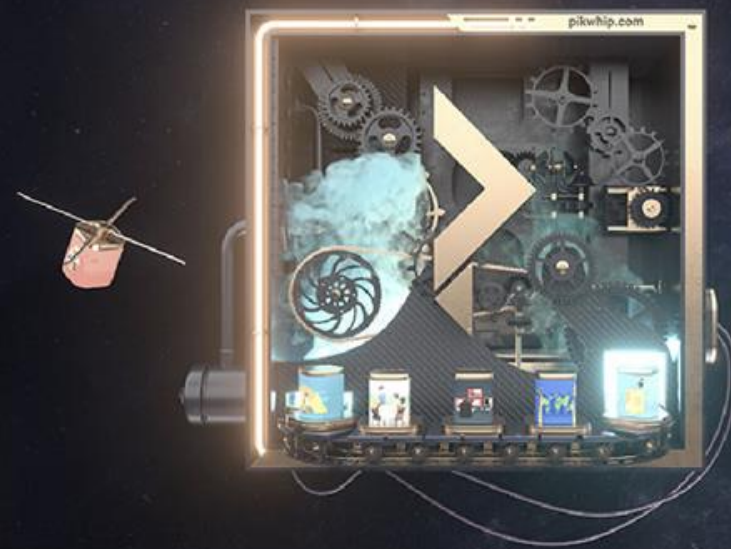


MEMBER-MEET-MEMBER

November 17, 16h30 - 18h
Portuguese Embassy in Dublin



Bringing stories to life.



IPBN . MEMBER-MEET-MEMBER

Portuguese Embassy in Dublin November 17, 2022.

WHAT WE DO

We make animated explainer videos

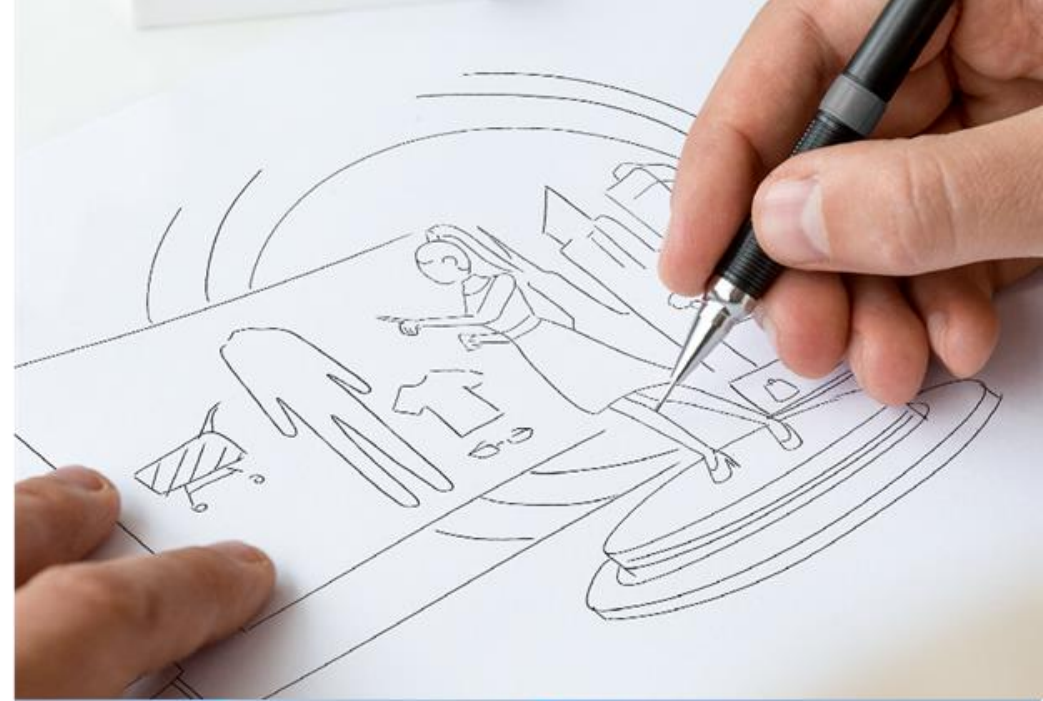
**That help businesses and organisations sell,
educate and inform better.**

We simplify messages in a way anyone can
understand and get inspired by.

ABOUT US

Full-cycle studio based in Braga.

We bring together a creative team
of illustrators, animators, copywriters
and marketers.



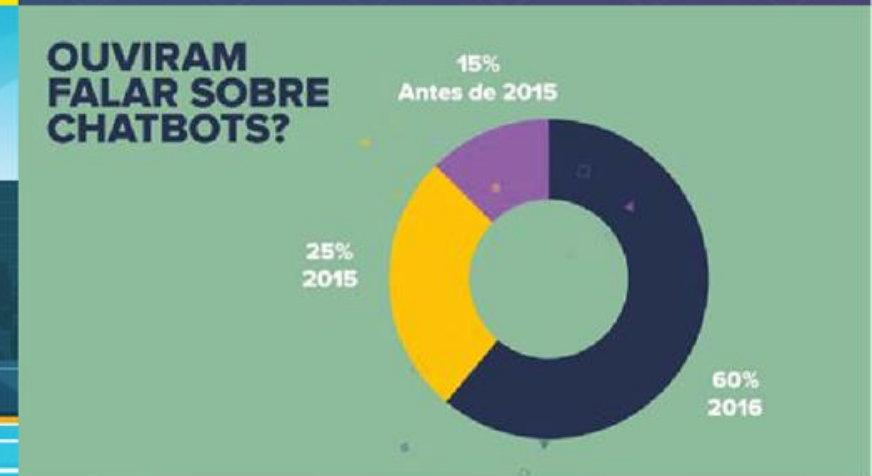
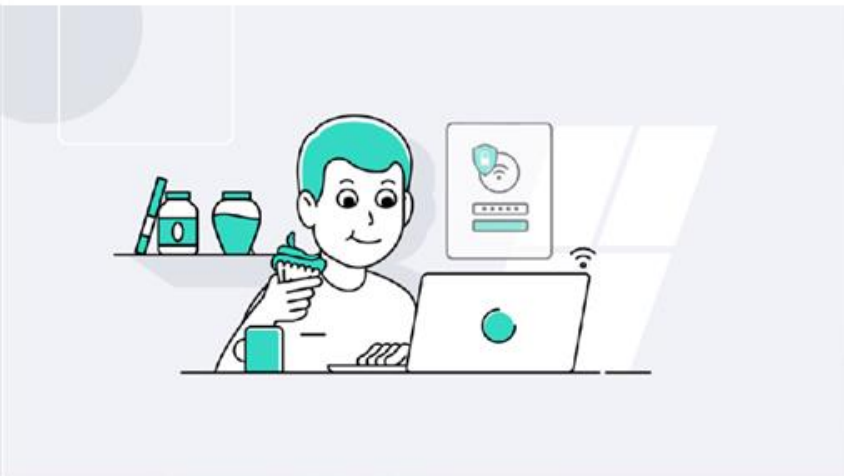
OUR CLIENTS

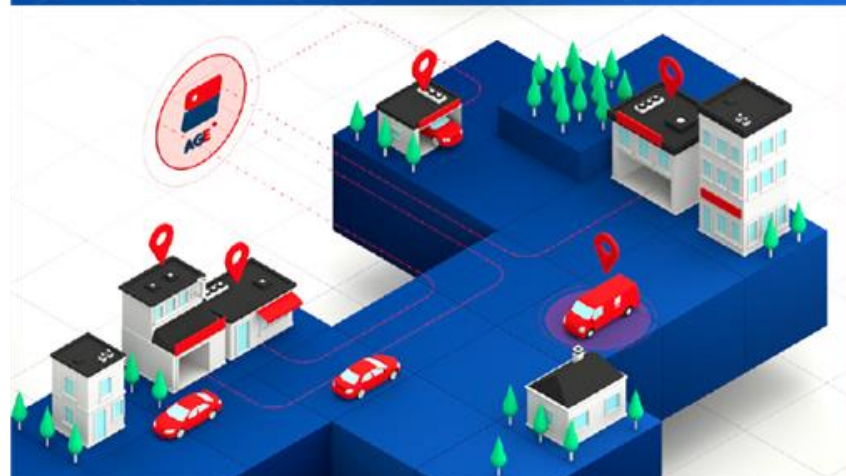
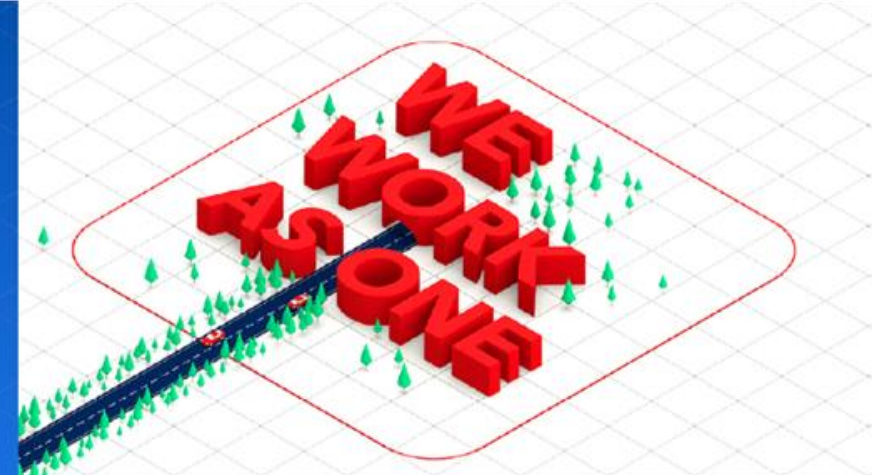
We have been working for companies, public organisations and brands worldwide since 2015.



MAIN INDUSTRIES

- Educational Sector
- IT and SAAS Industry
- HR Sector
- Healthcare Industry
- Insurance Industry
- Transport Industry
- Financial Service Sector
- Public Organizations





**Why use an
animated video
in your business?**



6

FACTS

Increase brand awareness

Create an engaging sales pitch

Support your customers

Google Loves Video - SEO

YouTube is the 2nd most popular search engine

80% of Global Internet traffic is video



Thank you.

Ricardo Cunha Santos

FOUNDER & GENERAL MANAGER

ricardo@pikwhip.com

+351 919 710 102

www.pikwhip.com

A | ASPIRA

Aspira Overview

17.11.2022



A | ASPIRA

TECHNOLOGY PROJECTS, DELIVERED



PROJECT
ADVISORY
SERVICES



PROJECT
TRAINING
SERVICES



PROJECT
RESOURCING
SERVICES



INTELLIGENT
BUSINESS
APPLICATIONS



SOFTWARE
DEVELOPMENT
SERVICES



MANAGED
I.T. SERVICES

6

SERVICE
OFFERINGS

3

LOCATIONS
GLOBALLY

225

PERSON TEAM

236

ACTIVE
CLIENTS

26

COUNTRIES

1,522

PROJECTS
COMPLETED

12,187

MENTORED &
TRAINED



ASPIRA
TOP
AGILE
CONSULTING/SERVICE
COMPANIES - 2020

Gold
Microsoft
Partner
Microsoft



Technology
Fast 50



OUR CLIENTS

DELIVERING TECHNOLOGY PROJECTS TODAY - BUILDING CLIENT CAPABILITY FOR TOMORROW.

MED-TECH / PHARMA



FINANCE & INSURANCE



ENERGY / UTILITIES



I.T. / SOFTWARE



ENTERPRISE



RETAIL / FMCG



PUBLIC SECTOR



PROFESSIONAL SERVICE



OUR DNA

DELIVER TODAY & BUILD FOR TOMORROW

Aspira **listen, learn and lead** in the Project and Technology world.

Our mission is to **improve related delivery success rates** for our Clients and business-world as a whole.

We deliver best practices, light but right, to your door.





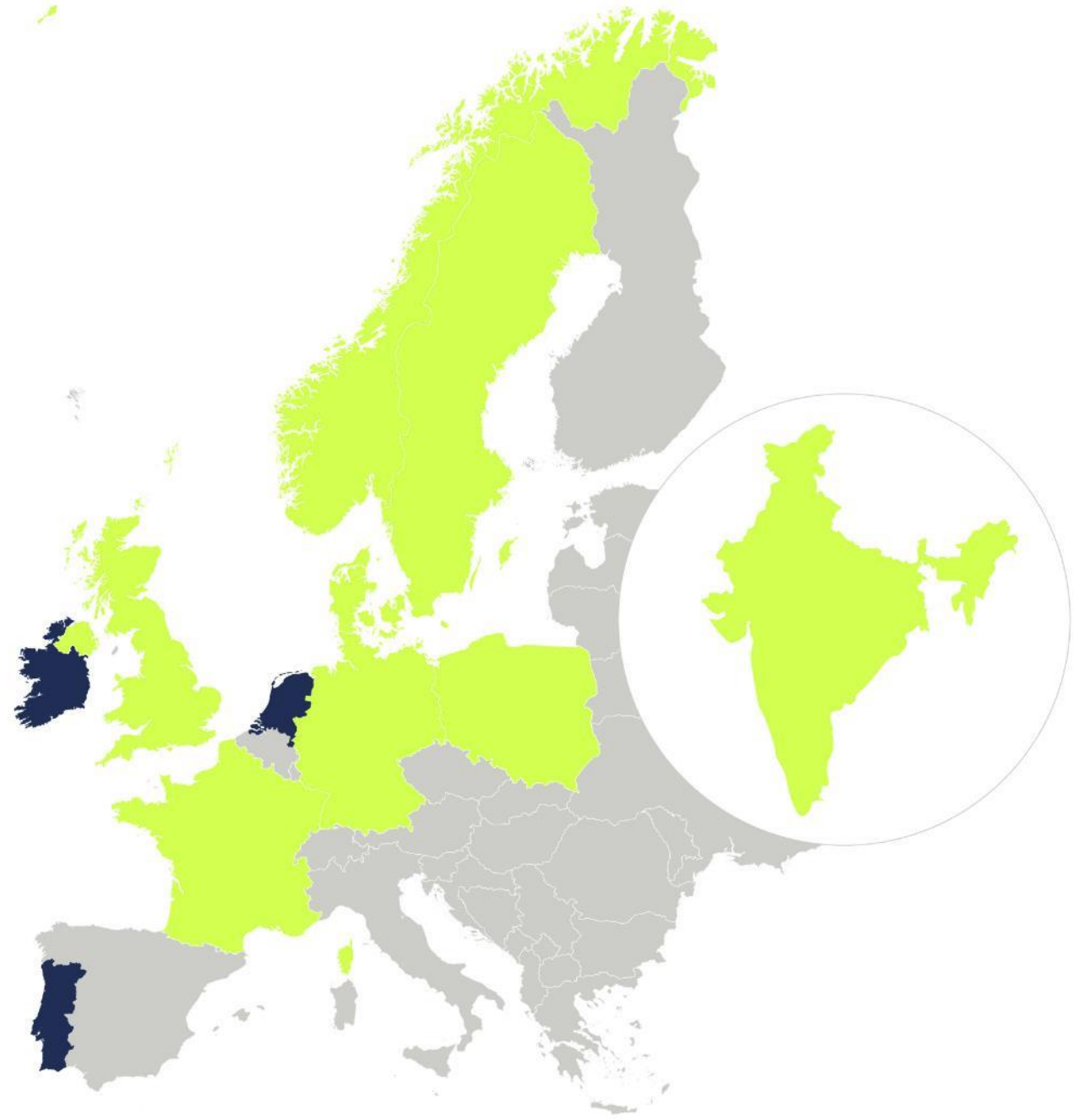
ASPIRA REACH

GLOBAL REACH – LOCAL DELIVERY

'We challenge and enhance the way businesses leverage high-end expertise'

Netherlands
Ireland
Portugal

Netherlands
Denmark
Sweden
Norway
Poland
France
Germany
UK
India



A | ASPIRA

Thank you





saltwater
CONSULTING

IPBN: members meet members

Allan Boyle - 17th November 2022

Have you seen or experienced this before?

- ICs promoted into management roles without proper training
- Priorities are centred around who shouts the loudest
- Hiring is not owned by teams – it's an HR problem
- Leadership teams are too busy putting out fires
- Disconnected sales and production teams
- Founders share roles and responsibilities
- Too many unproductive meetings
- Technical skills gaps



What we do for our customers:

We augment what works and
challenge what doesn't

We build management programs that
measure success and we help teams
find focus

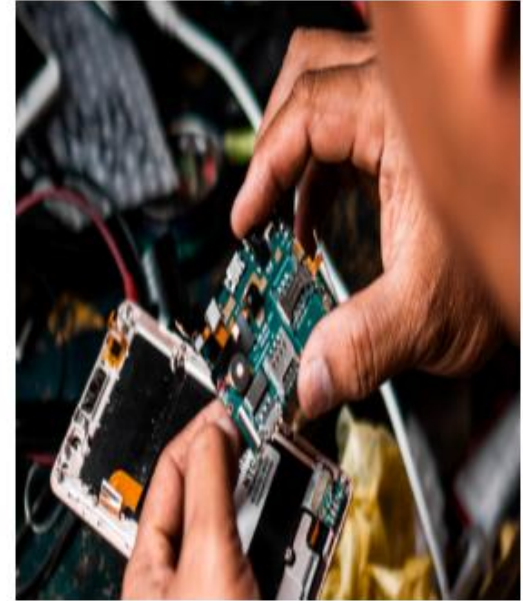
Our Process



Think



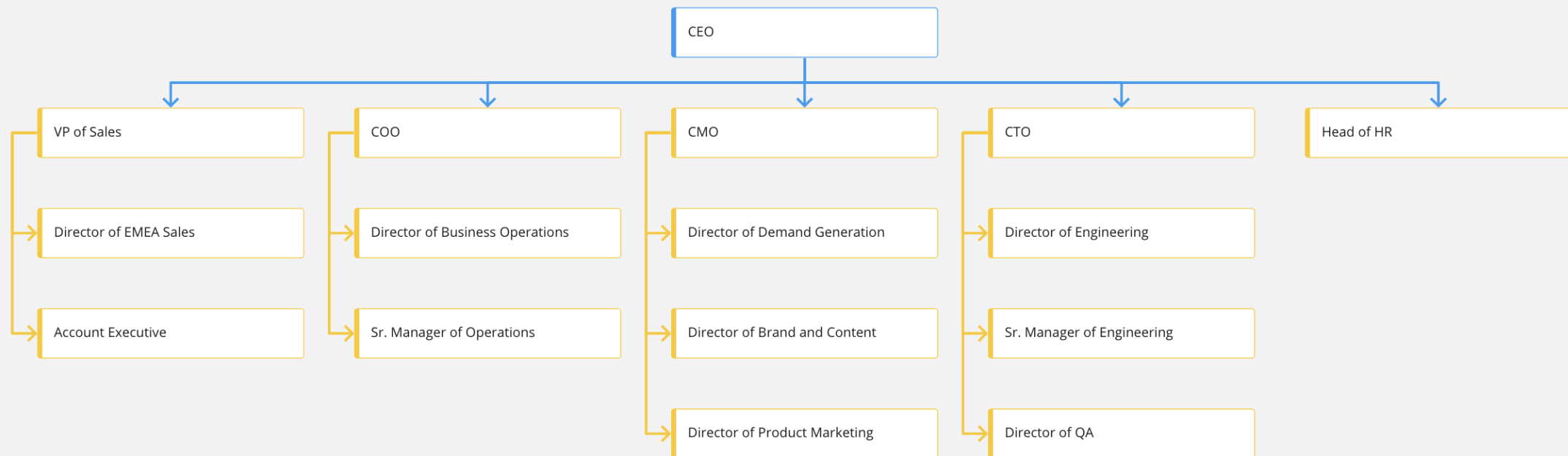
Design



Implement



Roles and responsibilities



Operational Playbooks



Title

to grow revenue by 30% year on year

Metric

*Target
Value*

Value

Timeframe

Some customers we've worked with...



TEKenable



Saltwater Consulting in the media ...



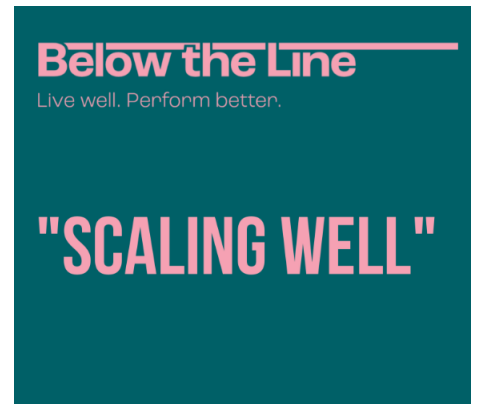
STARTUPS
MAGAZINE



**ER The European
Business Review**
empowering communication globally



TECHNATIVE





saltwater

CONSULTING

161 Lower Rathmines Road, Dublin 6

www.saltwaterconsulting.ie | allan@saltwaterconsulting.ie | +353 (0) 87 1729902

What We Do

- Business & Executive Coaching
- Learning & Development (L&D) Programme Design and Delivery
- SME Consulting



Coaching Definitions

John Whitmore – ‘coaching is unlocking peoples potential to maximise their own performance’

Graham Lee – ‘leadership coaching encourages managers to challenge self-limiting mindsets and to stretch for possibilities that might previously have seemed out of reach’

Catherine Sandler - ‘the aim of leadership coaching is to help managers improve their performance at work for the benefit of their organisation as well as themselves’

Jenny Rogers – ‘coaching is about closing the gap between what people are capable of doing and what they are currently doing’

L&D Agenda

- Develops skills for the benefit of the employee and the company
- We design and deliver relevant 'soft skills' training programmes
- Benefits:
 - Talent retention
 - Performance uplift
 - Improved employee engagement
 - More confident employees



SME Consulting

- Support developing SME's as they face challenges on:
 - Operational efficiency
 - Strategic direction
 - People management
 - Succession Planning



Go raibh maith agat



Muito Obrigado





MEMBER-MEET-MEMBER

November 17, 16h30 - 18h
Portuguese Embassy in Dublin