

Harmony with customers

Process maturity  
Responsability  
EHS/SRE/DFT  
approach

Profitability &  
Financial performance  
monitoring

Supply chain  
& Purchasing efficiency

Team cohesion  
& Knowledge  
sharing (REX)

Altyor' stakeholders



\*Financial institutions, regulatory bodies, schools, lawyers, etc.

## Harmony with customers

To be focused on customers, by integrating their needs & expectations in daily operations while doing our best in an agile and innovative manner to satisfy them in long term relationship.

- Limit financial risk with adapted solutions (5 programs)
- Comply with EHS-SRE standards
- Ensure high quality of products and services
- Ensure customer satisfaction
- Develop long term and confidence relation
- Ensure clear and adapted offers (5 programs: Sunrise, UnLock, LaunchPad, ScaleUp, Serenity) including Made in France

## Process maturity - Responsibility - EHS/SRE/DFT approach

To encourage teams to work efficiently by following optimized process, to act with responsibility, while integrating EHS - SRE - DFT values.

- Ensure carrier development opportunities
- Develop process maturity
- Ensure user friendly and efficient management tool
- Develop EHS/SRE/DFT process

## Team cohesion & Knowledge sharing (REX)

To take care of our teams, strengthen their knowledge, provide carrier ladder and opportunities and promote the multi site collaboration.

- Develop staff knowledge and polyvalence
- Encourage intra group synergy
- Develop REX and good practice/knowledge sharing
- Ensure employee well-being
- Promote leadership values

## Supply chain & Purchasing efficiency

To optimize our supply chain management , to improve our suppliers relationship and reinforce our purchasing and sourcing strategy.

- Develop strong purchasing/sourcing strategy
- Develop a strong SRM (Supplier Relationship Management)
- Improve supply chain management

## Profitability and financial performance monitoring

To encourage actions for Altyor and Altyormates while understanding their contribution to profit and loss.

- Minimize prospect/customer financial risk
- Develop a reliable information system concerning financial figures
- Increase profitability & sales turnover
- Ensure cost monitoring (project, billing, NRE)