

# Business Talk<sup>®</sup>

VOL-4 | ISSUE-5 | September 2024

VOICE OF THE BUSINESS LEADERS



**MODESTO N PEÑA  
Y GORRIN**

Chairman, CEO

**IMCI GROUP INTL. GMBH**

A Future-Oriented Consulting Firm for  
Modern innovators



## IMCI GROUP INTL. GMBH: A Future-Oriented Consulting Firm for Modern innovators

Small and medium-sized enterprises (SMEs) play a crucial role in driving economic growth. They fuel innovation, create jobs, and capitalize on opportunities that can lead to substantial economic expansion. They also serve as a source of inspiration for aspiring entrepreneurs. However, establishing an SME in today's highly competitive market can be taxing, especially with ongoing financial management, marketing, and business scaling hurdles. This is where consulting and advisory services become essential. A business consulting firm can help SMEs not only envision big goals but also have the necessary tools and insights to overcome obstacles and achieve them.

They will receive tailored business strategies that align with their unique goals and market conditions. These strategies will not only drive business improvement but also streamline operations and enhance efficiency, laying a solid foundation for future growth. However, it's crucial to work with a consulting firm that understands the business, the current environment, and how to navigate its complexities while turning challenges into opportunities for growth. IMCI Group Intl. Gmbh is a well-established consulting firm with over two decades of expertise and a strong global presence. The firm is committed to making a difference by helping entrepreneurs realize their vision.

### **To help potential SMEs Grow**

IMCI+ was founded by Modesto N Peña y Gorrin, a seasoned executive management coach and strategic advisor with a strong track record in handling projects and organizations worldwide. In 2004, while pursuing his EMBA from Business School Lausanne (BSL), Modesto's thesis focused on developing a "Successful business model for SMEs." This sparked the idea for a consulting firm that takes a more holistic and integrative approach to help SMEs grow strategically and operationally. In a broad sense, the CEO sought to provide solutions that help businesses attain sustainable success by focusing on core drivers. And that is how this journey of resilience and growth began.

With a focus on the core growth drivers of a business: people, performance, product, profit, and growth – IMCI+ offers solutions that establish a solid foundation for long-term success. As the business landscape evolved, so did IMCI+. By 2010, the firm had built an extensive portfolio of services and launched the IMCI+ network, a platform designed to harness global partnerships and expertise. This platform also laid the groundwork for the ambitious ‘Vision 2025’ initiative, aiming to unite talent, resources, and expertise from across the globe.

### **A specialist with unorthodox approaches**

IMCI+ offers a wide range of services tailored to meet the demands of today’s business environment. The portfolio stands on three core pillars: IMCI+ Alliance, IMCI+ Capital, and IMCI+ Advisory. IMCI+ Alliance provides access to a global network of experts who offer top-notch strategic advisory services based on the latest practices and innovations, delivering actionable insights to clients. With IMCI+ Capital, the firm provides customized financial solutions, acting as an underwriter for over 30 banks, financial institutions, and investors, ensuring a seamless process from due diligence to documentation compliance. Lastly, IMCI+ Advisory is related to strategic guidance, interim project management, and applied project management to optimize every stage of project planning to execution. The combined strength of its three pillars positions IMCI+ as a global powerhouse with the capacity to finance and support projects ranging from 20 million to 50 billion USD/ Euros. Its signature often acts as a part of loan financing, cementing its role as a reliable partner. The combination of diverse expertise, financial facilitation, and innovative approach to business development sets a new standard in its offerings. The CEO proudly emphasizes, “We not only offer advice; we empower businesses to grow, secure financing, and succeed, positioning ourselves as more than consultants, but as partners in success.” The firm’s dedication to driving impactful growth has helped it expand beyond boundaries and hold a strong influence worldwide.



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## Exceling client expectations

IMCI+ caters to a diverse global clientele at various stages of development, including startups at the concept level, those in operation for 1-3 years, and established startups with 4-8 years of experience. It also extends its services to mature companies facing distress. The clientele spans across multiple industries, including technology, sustainability, renewable energy, mining, agriculture, healthcare, infrastructure, construction, real estate, and tourism. With a wide range of customized solutions, IMCI+ leverages its unique expertise effectively.

The firm is adept at delving into its clients' challenges, employing a structured protocol to analyze and document their needs. This approach helps in developing personalized solutions that drive enduring and impactful change. In some cases, IMCI+ assumes a more hands-on role, often taking on the responsibilities of a director or equity partner in the client's business or project. This unwavering commitment to ownership and alignment with the long-term success of its clients sets IMCI+ apart from others.



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## An Eagle's Eye in Industrial changes

IMCI+ closely monitors industrial changes to better understand clients' evolving demands. According to Modesto, the most significant evolutions have occurred in the financial industry, consultancy and advisory, AI, and related technologies. For example, COVID-19 introduced stringent regulations such as Basel III and Basel IV, which greatly influenced lending practices, risk management, and capital requirements. These changes have prompted the firm to make its financial solutions, particularly within IMCI+ Capital, more adaptable to shifting market conditions. As a leading presence in the consulting sector, the firm fully recognizes the impact of globalization on the current landscape. Social media, the internet, and digitalization have disrupted traditional consulting practices, emphasizing the importance of agility and innovation.

AI and related technologies have proven to be incredibly disruptive in the consulting space, fundamentally changing the way businesses function. This makes it imperative for consulting firms to prioritize data-driven strategies and agile approaches to remain competitive. At IMCI+, AI is a cornerstone of our future strategy. The firm has outlined plans to integrate AI starting in 2025 to boost productivity, efficiency, and business intelligence across the service portfolio. This adaptable approach accelerates the pace at which it delivers services, enabling clients to consistently stay ahead in a competitive market.

IMCI+ also recognizes the mounting pressure on companies to integrate sustainability and ESG frameworks into their operations, alongside the growing demand for transparency and accountability regarding environmental impact and social responsibility. Understanding the significance of these factors, IMCI+ assists clients in integrating ESG principles into their business plans, ensuring not only compliance but also positioning them as pioneers in responsible growth.

Ensuring Optimal Quality consistently Given the dynamism of the business consulting landscape, IMCI+ tailors its services to specific needs. This allows it to partner in the client's journey to achieving success in projects. Through a prototyping strategy, IMCI+ develops solutions that are fast, resource-efficient, highly innovative, and quality-driven. The team on board breaks down projects into manageable phases, which enables faster testing and adjustments based on client feedback. This approach also allows for the participation of cross-functional teams and the inclusion of particular skills while minimizing bottlenecks.

IMCI+ also values client collaboration to fully realize their vision, while also utilizing integrative AI to model scenarios, test outcomes, and gather data-driven insights. This results in minimized resource expenditure and optimized quality. The entire development process is driven by a learning approach, ensuring only the best outcomes and continuous improvement of functions and development strategies.

## R&D: A Vital Engine for Growth

R&D plays a crucial role in driving growth in any industry, and the consulting sector is no exception. It allows companies to stay ahead and consistently deliver optimal results by introducing cutting-edge solutions, tools, technologies, and strategies. Additionally, R&D helps improve processes and gain support for findings. At IMCI+, R&D is central to innovation and continuous evolution, enabling us to exceed client expectations. Modesto says, “R&D allows us to identify and integrate trends in our offerings, whether it is financial modeling, risk management, or operational efficiency.”

One of its flagship projects is the IMCI+ Integrative AI Strategy, aimed at revolutionizing the company's operations by integrating AI into every aspect of service development. This will enhance efficiency and accuracy and provide actionable insights to clients. Another milestone is the Public-Private Partnership (PPP) project development, focusing on infrastructure, sustainability, and large-scale development projects across sectors such as energy, healthcare, and real estate.

Overall, strategic R&D investments ensure that IMCI+ remains at the forefront of consulting and financial services, delivering impactful and future-oriented solutions.

## Up to date with technology

The consultancy landscape is undergoing a profound transformation due to technology, altering the way



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consultants operate and provide value to clients. IMCI+ recognizes technology as both a blessing and a disruption. Its technological advancements allow it to accelerate service delivery and enhance service quality. Investing in digital technologies helps it streamline operations, automate routine tasks, and develop sophisticated financial models and risk assessments. “Our integrative AI strategy, set to launch in 2025, will take our technological integrations to new heights,” exalts the CEO

One of the key impacts of technology at IMCI+ is the improved ability to analyze and interpret data. Advanced data analytics tools provide quicker and easier access to emerging trends, offering a clearer understanding of client demands and market risks. These data-driven insights are game-changers for both the firm and its clients. It allows them to provide evidence-based recommendations and empower clients to make informed decisions. Analytical tools also help them identify patterns and correlations in data that might otherwise go unnoticed, enabling them to provide more nuanced and targeted solutions.

Additionally, it implements cloud-based tools to foster seamless communication and project management across borders. This promotes strong client relationships, efficient communication, and collaboration among global teams and clients. In essence, technology empowers the firm to innovate, adapt to market changes, and consistently deliver greater value to its clients.

## Consistently innovating and learning from projects

IMCI+ prioritizes innovation in more ways than just adopting new



technologies. The company recognizes that fostering a ‘Culture of Innovation’ is key to generating groundbreaking ideas that can be transformed into actionable strategies. IMCI+ actively promotes this culture and holds all team members accountable for driving innovation. Modesto explains, “We urge our teams across strategy, finance, operations, and technology to think creatively and share ideas that can propel our business forward.” Each idea undergoes a thorough evaluation, ensuring its feasibility before moving into the development phase.

The entire process, from concept to execution, is meticulously monitored to track the number of ideas proposed, how many progress to the prototyping stage, and the time taken to develop market-ready solutions. Additionally, it measures the Return on Innovation Investment (ROII), which encompasses revenue generated by new products or services, cost savings from process innovations, and other measurable impacts. The KPIs such as ROII, time to market, and client satisfaction ensure that innovation is not only encouraged but also quantifiable and impactful.

#### **A Future-Oriented Team**

“Our team is the driving force behind our success and the continuous growth,” proudly declares Modesto.



IMCI+ is powered by a global network of professionals with top-tier expertise in finance, strategy development, technology, sustainability, and operational development. Most members have hands-on experience in diverse industries such as renewable energy, healthcare, infrastructure, and technology. This varied expertise enables them to provide comprehensive support to clients, serving as strategic advisors, interim managers, operational consultants, and underwriters.

The team excels in leveraging industry expertise with a forward-thinking mindset. This approach empowers them to develop innovative solutions for current and future growth. The management encourages a culture of leadership and collaboration, fostering a responsible and agile approach to navigating market shifts and working towards a shared vision. This also fosters cross-functional collaboration, blending expertise with operational and strategic concepts. The team also embraces failure as a learning opportunity, encouraging team members to take calculated risks, explore new approaches, and continuously refine their ideas without fear of failure.

#### **An Action-driven leader**

“A Company’s success is often a reflection of its leadership.” The actions and values of leaders have a

profound impact on the company's trajectory and identity. Modesto brings extensive expertise in strategy management, leadership, change management, business development, interim management, and business coaching. His experience has been instrumental in shaping the firm's philosophy of innovation, rooted in merging internal expertise with market realities.

The firm sees innovation as both a creative exercise and a strategic process that embraces diverse perspectives. Modesto also values and promotes collaboration and innovation, drawing from two decades of experience in business development to foster synergies among clients, partners, and teams. This approach has positioned the firm as a trusted partner offering cutting-edge services with real-world relevance.

#### **Milestones that reflect Consistency & Excellence**

IMCI+ has demonstrated significant growth over the years, excelling in innovation, strategic expansion, and providing exceptional value to clients, resulting in numerous achievements. In 2010, the launch of the IMCI+ Network marked a pivotal moment, propelling the firm towards remarkable progress. With 'Vision 2025,' the firm aims to achieve another milestone by uniting top talent and resources to finance and support projects. The global expansion of IMCI+ Capital stands as another notable accomplishment, enabling the provision of financing solutions across various industries and regions.

The firm has garnered widespread recognition for its expertise in sustainability, corporate finance, and project management. By building strong partnerships with clients, the firm holds a reputable position in the global consulting and financial sectors. Additionally, IMCI+ has played a pivotal role in successfully executing M&A operations. **"Our deep expertise in financial structuring, combined with our ability to secure capital, has allowed us to lead several successful**



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**M&A transactions that have delivered value to both buyers and sellers,”** adds Modesto. The firm's ability to navigate complex financial landscapes and deliver mutually beneficial outcomes in high-stakes deals underscores its proficiency.

#### **An Ambitious Horizon to explore**

IMCI+ is gearing up for an exciting future with a range of ambitious projects in the pipeline for the next 2 to 5 years. With its integrative AI strategy set to roll out in 2025, the firm is poised to lead the way in utilizing intelligent technologies to deliver unmatched value in the consultancy space. It is also committed to making significant strides in the ESG framework, which positions the firm at the forefront of creating a positive impact on society and the environment.

Furthermore, it has bold plans to expand its global presence. According to Modesto, there are thrilling opportunities in African, Asian, and Latin American countries where their expertise in corporate finance, sustainability, and infrastructure development can make a substantial difference. The expansion will further cement the firm's position as a global leader in consulting and financial services.