

COMPANY PROFILE

Business Transformation & Management Consulting

We help organizations build stronger structures, clearer governance, better processes, and management systems that turn insight into measurable action.

ABOUT US

Who We Are

Viresta Advisory is the consulting brand of PT. Viresta Solusi Manajemen.

Business transformation that is practical, structured, and executable.

Our role is to help management move from fragmented practices and descriptive reporting toward a disciplined operating model where strategy, people, process, governance, data, decisions, actions, and benefits are connected.

VIRESTA AT A GLANCE

Legal Name	PT. Viresta Solusi Manajemen
Brand	Viresta Advisory
Positioning	Business Transformation & Management Consulting
Core Services	7 integrated consulting service lines
Primary Model	Project-based + recurring Management Advisory

OUR BELIEF

A good recommendation is not enough. It must translate into a decision, an accountable action, and a measurable business result.

CLIENT NEEDS

What We Help Solve

Typical management challenges where Viresta creates structure, clarity, and execution discipline.

01 Unclear Accountability

Roles, decision rights, handoffs, or ownership are not sufficiently clear.

02 Fragmented Processes

Business processes depend on individuals, manual coordination, and inconsistent controls.

03 Weak Management Visibility

Data exists, but management insight, root cause, and action are not connected.

04 Growth Without Structure

The organization grows faster than its governance, SOP, systems, or capability.

05 Transformation Slippage

Initiatives exist, but ownership, milestones, dependencies, and benefits are not tightly governed.

06 New Business Readiness

A newly established company or business unit is legally formed but not yet operationally ready.

Viresta combines diagnostic rigor with implementation-oriented deliverables - so the output can be used by management, not just presented to management.

SERVICES

Our Scope of Services

Seven integrated service lines under one Business Transformation & Management Consulting platform.

01

HR & Organizational Consulting

Organization assessment, design, role clarity, manpower, capability, KPI, performance management, change readiness.

02

SOP & Management System

Policy, SOP, Work Instruction, forms, process control, document control, RACI and management system.

03

Corporate Governance

Board/management governance, DOA, reserved matters, committees, risk/compliance oversight and decision rights.

04

Oil & Gas / EPC Business Process

Commercial, tender, contract, procurement, project, HSE, logistics, warehouse, finance and after-sales.

05

Management Advisory

Executive dashboard, diagnosis, recommendation, decisions, actions, risk and benefit realization.

06

Training & Implementation

Training, workshop, coaching, implementation support, adoption monitoring and capability transfer.

07

Business Setup & Corporate Readiness

From setup assessment to operational readiness, launch gate and post-launch stabilization.

METHODOLOGY

How We Work

A repeatable Viresta methodology from diagnosis to measurable management result.

01 Assess
Understand current state, business context, evidence, maturity and performance.

→

02 Diagnose
Identify gaps, root causes, risks and business impact.

→

03 Design
Develop target organization, operating model, governance, process and management system.

→

04 Transform
Prioritize initiatives, owners, milestones, KPI and dependencies.

→

05 Advise
Support management decisions through executive insight and structured review.

→

06 Monitor
Track actions, risks, benefits, adoption and continuous improvement.

VIRESTA CLOSED-LOOP MANAGEMENT LOGIC

DATA → INSIGHT → DIAGNOSIS → RECOMMENDATION → DECISION → ACTION → MONITORING → BENEFIT

The purpose is not only to identify a problem - but to ensure the organization knows what must change, who owns it, and whether the change created value.

CAPABILITIES

Building the Organization & Management System

Core capabilities for organization effectiveness, process discipline, and governance.

HR & Organizational Consulting

- Organization Assessment & Health Scorecard
- Organization Design & Manpower Plan
- Job Description, RACI & Role Clarity
- Competency & Capability Framework
- KPI / Performance Management
- Change Readiness & Implementation

SOP & Management System

- Process Architecture & Master List
- Policy, SOP, Work Instruction, Forms
- Approval Flow & Process Control
- Document Control & Record Structure
- RACI / Authority Integration
- Implementation & Training Support

Corporate Governance

- Board & Management Governance
- Delegation of Authority / Approval Matrix
- Reserved Matters & Decision Rights
- Committee TOR & Governance Calendar
- Risk / Compliance Oversight
- Conflict of Interest & Code of Conduct

INDUSTRY FOCUS

Oil & Gas / EPC Business Process

Industry-specific process advisory for complex, cross-functional execution environments.

End-to-end process coverage

Lead / Opportunity → Tender & Bid → Contract → Procurement → Expediting → Project / Service → Delivery → Invoice / Cash

Commercial & Tender

Opportunity qualification, bid/no-bid, costing, approvals, tender governance.

Procurement & Supply

Vendor qualification, RFQ, PO, expediting, supplier performance and logistics.

Project & Operations

Kick-off, planning, progress, change, claims, delivery, commissioning/service support.

HSE & Compliance

Risk control, PTW/JSA, incident/near miss, emergency response and contractor compliance.

Finance & Working Capital

Billing, AR, DSO, cash conversion, profitability and benefit validation.

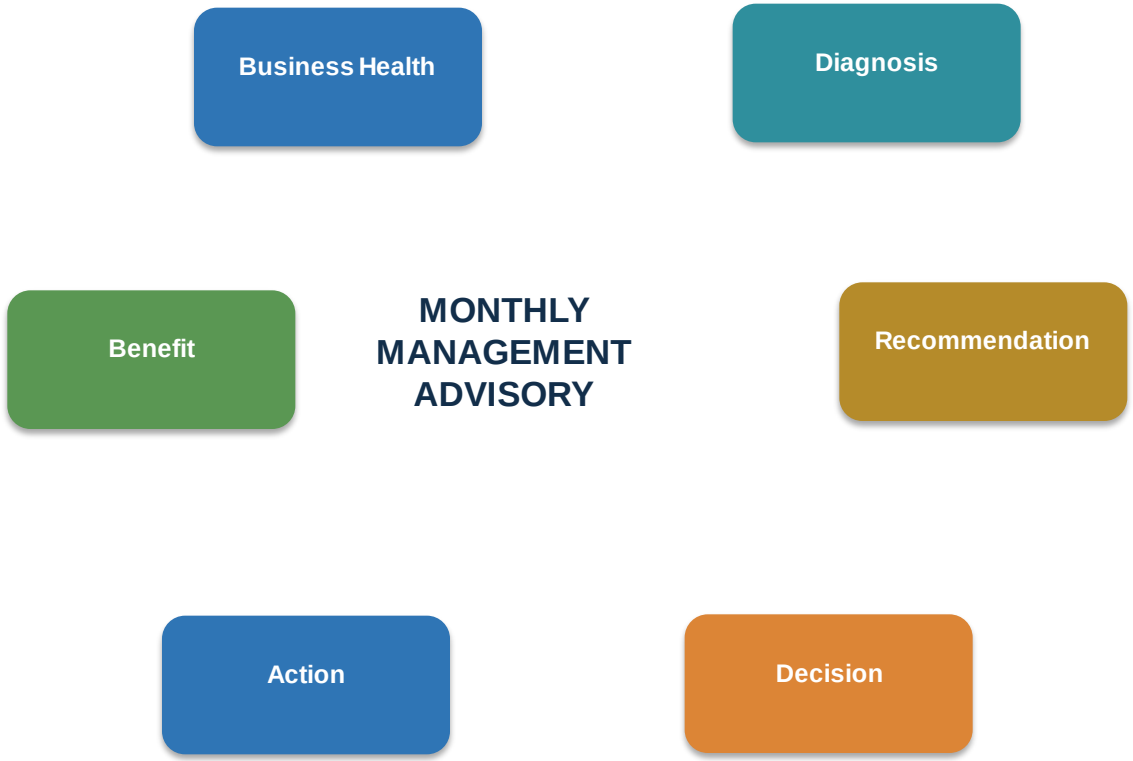
After-Sales & Customer

Customer complaint, service response, technical support and satisfaction.

ADVISORY

Management Advisory

Recurring management intelligence designed to support decisions, action closure, and measurable benefit.



Typical Monthly Outputs

- Executive Business Health Dashboard
- Financial / Commercial / Operations KPI Review
- Top Issues, Root Cause & Advisory Recommendation
- Management Decision Log & Meeting Minutes
- Action Tracker, Escalation & Risk Register
- Transformation Portfolio & Benefit Realization

Management reporting becomes a decision system.

NEW BUSINESS SETUP

Business Setup & Corporate Readiness

Helping a new company move from legal establishment to operational readiness.

Not only “company established” - but “company ready to operate.”

01

Assess

Business model, legal/licensing status, organization, process, finance, HR, IT and readiness gaps.

02

Design

Corporate operating blueprint, organization, governance, authority, business process and KPI.

03

Build

Priority SOP, HR/finance/commercial setup, document control, templates and basic management system.

04

Launch

Corporate Readiness Gate, launch dashboard, action closure and 30/60/90-day plan.

05

Stabilize

Post-launch implementation support and transition into recurring Management Advisory.

Core Deliverables

Readiness Scorecard • Corporate Operating Blueprint • Organization & Governance Pack • Priority SOP • Finance/Commercial Readiness • Launch Gate • 30/60/90-Day Plan

DELIVERABLES

What Clients Receive

Practical, controlled deliverables designed for management use and implementation.

Assessment & Diagnosis

Assessment Charter
Health Scorecard
Evidence Log
Root Cause Register

Organization & Governance

Organization Structure
Job Description / RACI
Delegation of Authority
Governance Framework

Process & Management System

Process Architecture
SOP / WI / Forms
Control & KPI Matrix
Document Master List

Transformation

Target Operating Model
Transformation Roadmap
Initiative Charter
Risk & Dependency Register

Management Advisory

Executive Dashboard
Monthly Advisory Pack
Decision Log
Action Tracker

Value & Implementation

Benefit Tracker
Training / Implementation Record
Acceptance Record
Lessons Learned

All deliverables can be adapted to the client's industry, governance structure, maturity, and implementation priorities.

Engagement Models

COMMERCIAL MODEL

Flexible engagement structures depending on the client's need, maturity, and urgency.

Diagnostic Sprint

2-4 weeks

Focused assessment and management diagnosis

Assessment, key findings, priority actions and roadmap

Design Project

4-12 weeks

Build target organization, operating model, governance or management system

Target-state design, policies/processes, RACI, KPI and implementation plan

Implementation Support

1-6 months

Help client implement and stabilize agreed changes

PMO support, action tracking, coaching, training and adoption review

Management Advisory Retaine

6-12 months

Recurring executive performance and decision support

Monthly dashboard, advisory pack, actions, risk and benefit review

Training Program

1 day-3 months

Build specific management or functional capability

Customized training, workshop, assessment and follow-up

Business Setup Package

2-16 weeks + support

Build operational readiness for a new company / business unit

Readiness assessment, operating blueprint, launch gate and 90-day plan

Our Delivery Principles

QUALITY & GOVERNANCE

How Viresta protects quality, accountability, and practical usefulness.

01 Evidence-Based

Findings and recommendations are supported by data, documents, interviews, or observed process evidence.

02 Management-Oriented

Outputs are designed to support decisions, ownership, action, and measurable business outcomes.

03 Clear Accountability

Every material recommendation is linked to an owner, due date, KPI, governance route, or decision authority.

04 Controlled Deliverables

Templates, versions, evidence, approvals, acceptance, and records are managed through a structured delivery process.

05 Industry-Aware

For Oil & Gas / EPC engagements, methodology is adapted to project, tender, procurement, HSE and operational realities.

06 Implementation Mindset

We design for adoption - not only documentation - with training, implementation support, and benefit tracking where required.

Quality principle: no material finding without evidence, no recommendation without ownership, and no transformation without benefit tracking.

VALUE PROPOSITION

Why Viresta

A consulting approach designed to bridge strategy, management systems, and execution.

What makes the Viresta model distinctive

01	**Integrated Scope**	Organization, governance, SOP, business process, advisory, implementation, and business setup can be addressed as one connected system.
02	**Decision-to-Action Discipline**	The advisory model does not stop at reporting; it connects issue, root cause, recommendation, decision, action, and benefit.
03	**Practical Deliverables**	Outputs are built to be used by management and functional teams: matrices, dashboards, SOPs, trackers, charters, and operating blueprints.
04	**Scalable Engagement**	Clients can start with a focused diagnostic and expand into design, implementation, training, or recurring advisory.

OUR CLIENT PROMISE

We bring structure to complexity.

We help management understand what is happening, why it is happening, what should be decided, and how to make sure the action produces value.

Structure for Sustainable Growth



Let’s build a stronger operating foundation.

A typical first step is a structured management discussion or diagnostic workshop to clarify the business issue, scope, priority, and expected outcome.

CONTACT

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Confidential - For prospective client discussion