



convergenceSM consulting



A Global
Environmental, Health and Social
Management Consultancy





con•verge (ken vurj') 1. to come together at a point . . .

Our company name, *convergence_{SM}*, reflects the integration of environmental, health, safety, social, and other related disciplines as core elements of our consulting practice. Such integration, we have found, meets the true expectations of most corporations. *convergence_{SM}* has an effective business model to meet these expectations and support successful globalization.

Our clients realize the greatest value, through our model, from these key aspects:

- ◆ Interdisciplinary team consulting
- ◆ Networked global resources
 - A value chain
 - An alliance of in-country EHS management professionals with a global perspective
 - A group of EHS₂ legal professionals worldwide
- ◆ Commitment to meeting our clients' global EHS₂ management challenges, avoiding the conflicts and diversions inherent in other EHS consulting

Use of innovative techniques, business strategies and new technologies to support effective business management and integration, leading to efficiency, improved performance, and real business value for our clients.

NEW

TECHNOLOGY

INNOVATION

INTEGRATION

VALUE CHAIN



*convergence*sm consulting (*convergence*sm) is exclusively an environmental, health, safety and social (EHS₂) management consulting company specializing in global projects and services for multinationals

THE “GLOBAL CHALLENGE”: MORE THAN GEOGRAPHY

It is no secret that world economies and the businesses that drive them are “going global.” Businesses are learning that being “global” is more than simply having operations or sales in many countries. Environmental, health, safety and social issues (EHS) are no exception. An EHS consulting firm with offices located throughout the world does not ensure a customer will receive true international” consultation.

Multinational corporations have identified several essential characteristics when selecting an international EHS₂ consulting firm to meet their global business objectives.

- Knowledge of applicable EHS legislation, regulatory enforcement practices, business culture, political and social circumstances of countries, and how these complex factors affect global programs.
- Professional staff with a unique skill-set that includes technical fluency in multiple languages, in-country experience and knowledge, and especially a global perspective providing the ability to bridge the world’s many varied business cultures and practices.
- Flexible business support mechanisms that can handle efficiently and effectively the communications and logistics challenges of global work.

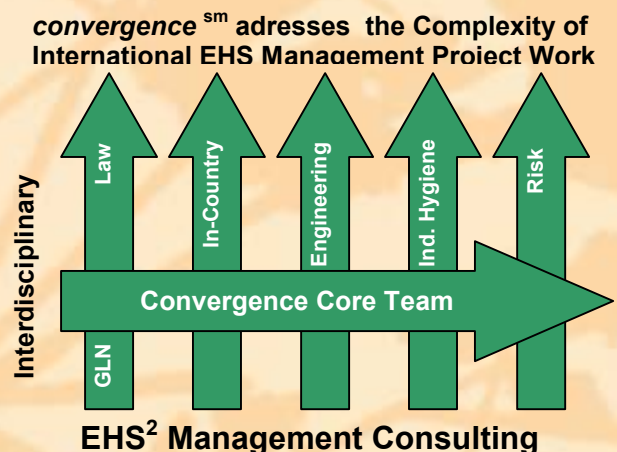
As an international consultancy, when *convergence* addressed these challenges we found many of our answers in new business strategies and “New Economy” technologies. We have integrated these approaches not only into our own business model and practices, but into our consulting services for our clients.

How does *convergence* obtain the multi-country knowledge required for quality international consulting, and acquire the internationally skilled professionals to conduct our global projects?

Our approach to this dilemma lies in networked resources – a value chain of professional partners who together bring synergies to the consulting process and thus greater value to our clients.

*convergence*sm has developed an alliance of strategically-located EHS management consultants with international skills, an understanding of local issues in the global context, and project experience with American and European multinationals. This is our Global Alliance partners (GOAL).

When a *convergence* team conducting a project requires in-country EHS legal expertise, we seek counsel from our Global Legal Network. This networked group of respected in-country lawyers has international skills similar to our GOAL members. They, too, have the all-important global perspective that brings real business relevance to our clients.



For each consulting assignment, *convergence*SM builds a team from our GOAL, Legal Network, and core EHS management professionals. One of our senior core staff members leads each project, interacts with the client, and ensures consistent, high-quality deliverables.

EHS management is evolving rapidly. To assist our clients cope with the complexities and dynamic puzzles they face daily, we continue to enhance our interdisciplinary team with complementary partners in environmental engineering, industrial hygiene, business management, risk management, world trade standards, and others.

How does *convergence* address the management, logistics, and communications challenges of international project work?

Our approach to this dilemma lies in “New Economy” technologies: the Internet, application service providers (ASPs), hand-held devices ... all using up-to-date regulatory and management systems content.

Web-based technologies make global communications highly efficient. *convergence* uses modern project implementation and project management techniques to bring efficiencies to our clients. Two examples:

- **Web-Based Information Management**

In our experience, web-based EHS information management (through an ASP) is an essential tool for EHS decision-making, especially for global auditing and self-assessment programs. Any facility with access to the Internet can be included directly into its company's interactive framework for management decisions. No software to buy; no systems to load; no complex training needed. Our multinational clients instantly roll-out standards and EHS programs to their global operations; manage, monitor and measure their practices and performance from anywhere in the world; produce real-time global EHS metrics or score their global operations in an instant; and much more. *convergence* offers our clients the values and efficiencies of using customized ASP information management systems when implementing global audit and large due diligence projects.



- **Web-Based Meeting Center**

Web-based, real time, interactive, data audio and video conferencing are available at the *convergence* Meeting Center. This powerful online communications feature is a key component to our seamless international delivery capability for every consulting project. It adds another whole dimension of efficiency for our clients, as well as reducing project costs through reduced travel, hotel, per diem, paper delivery, and similar costs.

THE "GLOBAL CHALLENGE" IS INDEED MANAGEABLE

convergence has witnessed and heard our multinational clients' EHS challenges as they globalize. We see real opportunities for these issues to be managed to enhance a company's business. Such results never happen "by themselves," of course. They require professional experience, expertise, innovation, and an ongoing link between EHS issues and all other areas of the business.



Consulting Services

Our company's EHS management services are grouped into four major practice areas.

EHS STRATEGIES

- ◆ Benchmarking Studies and Gap Analysis
- ◆ EHS Business Integration
- ◆ EHS Outsourcing
- ◆ EHS Communications
- ◆ Due Diligence: Transition and Integration (post-acquisition and post-sale)

GLOBAL ISSUES

- ◆ EHS Performance
 - Compliance, Sustainability, etc.
 - Program Development
 - Criteria and Metrics
 - Verification
- ◆ Corporate EHS Reporting and Transparency
- ◆ Stakeholder Expectations

EHS MANAGEMENT AND VERIFICATION

- ◆ Environmental Management Systems (ISO, EMAS, OSHAS, more)
 - Development, Review, Certification
 - Auditing
 - Audit Team Support – Special Resources
 - Auditor Training
- ◆ Best Practice Sharing

SUPPORT SERVICES

- ◆ Outsourced Staffing: corporate or facility level
- ◆ Compliance: regulatory, company policy and internal standards, etc.
- ◆ Training: functional and in-country
- ◆ Information and Data Management Programs
- ◆ Briefings and Seminars

Consulting Services

Through our core team, Global Alliance members, and Global Legal Network, *convergence* offers our multinational corporate clients experienced, internationally-skilled EHS management professionals ready to undertake global consulting assignments in all the following countries – and our team continues to grow.

THE AMERICAS

- ◆ ARGENTINA
- ◆ BRAZIL
- ◆ CANADA
- ◆ CHILE
- ◆ COLOMBIA
- ◆ COSTA RICA
- ◆ MEXICO
- ◆ UNITED STATES
- ◆ VENEZUELA

EUROPE

- ◆ AUSTRIA
- ◆ BELGIUM
- ◆ CZECH REPUBLIC
- ◆ DENMARK
- ◆ FRANCE
- ◆ GERMANY
- ◆ HUNGARY
- ◆ ITALY
- ◆ NETHERLANDS
- ◆ NORWAY
- ◆ POLAND
- ◆ RUSSIA
- ◆ SPAIN
- ◆ SWEDEN
- ◆ SWITZERLAND
- ◆ UNITED KINGDOM

AFRICA/ MIDDLE EAST

- ◆ BAHREIN
- ◆ KENYA
- ◆ OMAN
- ◆ PAKISTAN
- ◆ SOUTH SUDAN
- ◆ UNITED ARAB EMIRATES

AUSTRALIA/ ASIA PACIFIC

- ◆ AUSTRALIA
- ◆ CHINA
- ◆ JAPAN
- ◆ KOREA
- ◆ NEW ZEALAND
- ◆ PAPUA – NEW GUINEA
- ◆ SINGAPORE
- ◆ THAILAND



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To learn more detail how our perspectives, experiences, and approaches translate directly into EHS₂ performance and real business value for our customers, please contact us at one of our offices in Europe or North America.



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