

1RXV IRXUQLVVRQV GHV
V\VWªPHV ¢ KDXWH
SHUIRUPDQFH SRXU OD
GLVWULEXWLRQ G¬DLU FRPSULP«
HW GH JD] LQHUWHV GROW OD
ORQJ«YLW« SHUPHW GH
U«GXLUH OHV FR½WV
G¬H[SORLWDWLRQ HW
G¬DP«OLRUHU OD SURGXFWLYLW«

)LOLDOH (XURSH
$,5SLSH (XURSH

LPSDVVH $XJXVWLQ)UHVQHO 6DLQW +HUEODLQ)UDQFH
7HO
(PDLO FRQWDFW#DLUSLSH HXURSH FRP
:HE IU DLUSLSH HXURSH FRP

3XEOLFDWLRQ $,5SLSH ±)5 (8
$,5SLSH VH UpVHUYH OH GURLW GH PRGLILHU FH GRFXPHQW j WRXW PRPHQW HW VDQV SUpDYLV

Ð À p`0 FRQFHQWULTXHV @`pÀ•`0 VSpFLDX[€p0 pWDQFKpLWp

$,5SLSH HVW VSpFLDOLVp GDQV OHV VROXWLRQV GH GLVWULEXWLRQ SRXU O¶DLU FRPSULPp HW OHV IOXLGHV
$X FRXUV GHV GHUQLqUHV DQQpHV QRXV DYRQV FRQVWDPPHQW LQYHVWL HQ 5HFKHUFKH
'pYHORSSHPHQW HQ WHQDQW FRPSWH GHV UHWRXUV GHV FOLHQWV HW GHV FRQGLWLRQV UpHOOHV
G¶XWLOLVDWLRQ $XMRXUG¶KXL QRWUH QRXYHOOH JpQpUDWLRQ GH SURGXLWV HVW FRQoXH SRXU rWUH OD
VROXWLRQ OD SOXV LQQRYDQWH GX PDUFKp SRXU IDLUH SURJUHVVHU OHV LQVWDOODWLRQV SRXU O¶DLU
FRPSULPp HW OHV JD]LQHUHV

$,5SLSH HVW SURSULpWDLUH GH VRQ XVLQH GH SURGXFWLRQ
GH SOXV GH P DLQVL TXH GH VHUYLFHV 5 ' HW
ORJLVWLTXH 1RXV QRXV HQJDJHRQV j rWUH YRWUH
SDUWHQDLUH SRXU XQH VROXWLRQ JOREDOH GH V\VWqPHV GH
GLVWULEXWLRQ G¶DLU FRPSULPp HW GH IOXLGHV

XXX BJSQJQF FVSPQF&

*DPPH 3URGXLWV &DUDFWpULVWLTXHV

-XVTX¶DX GLDPqWUH PP

*OLVVHU OH MRLQW VXU O¶H[WpULHXU
SUHPLHU WXEH MXVTX¶DX ERXW GX WXEH

3RVLWLRQQHU OH FODPS
MRLQW

7LUHU OHV WXEHV YHUV O¶H[WpULHXU
MXVTX¶j O¶DOLJQHPHQW GHV
ERVVDJHV GDQV OH FODPS

6HUUHU SDUWLHOOHPHQW
OD PDLQ DYHF XQH FOHI

6HUUHU j IRQG OHV YLV GX FODPS
&RXSOH 0LQ 1P
&RXSOH 0D[1P
FRPPH LQGLTXp j O¶pWDSH

3RXU XQH pWDQFKpLWp RSWLPDO
VHUUHU OHV YLV HQ VXLYDQW X
VFKpPD j ³;´
3RXU GpPRQWHU HIIHFWXHU OH
RSpUDWLRQV HQ VHQV LQYHUVH

XXX BJSQJQF FVSPQF&PN