Billaud & Partners

Doha · Pointe-Noire · Fully mobile

FOR SMES, FORWARDERS & TRANSPORT COMPANIES · GCC · AFRICA · EUROPE

Protect your margins. Free up your cash.

Surcharges, rerouted lanes, slower payments, stretched teams: costs are moving faster than cash. We find where time, margin and cash leak in your operations and supply chain, fix it with your teams, and set up the KPIs and controls that keep it fixed.

FIVE URGENT PROBLEMS WE SOLVE

01 — Your margins are shrinking

Freight, fuel and surcharges up, prices hard to pass on, extras never billed, underpriced lanes.

What we do: a fixed-price **10-day diagnostic** that traces every margin leak, then five costed actions for **cost reduction** and **margin protection**.

02 — Your cash is stuck

Invoices go out late, receivables run overdue, clients pay slowly, cash is tied up in inventory.

What we do: a **quote-to-cash** reset: faster quotes, invoices on time, every cost recharged, **collections** recovered and **working capital** freed up.

03 — Nobody is running operations

Your operations or supply chain manager has left, growth is outpacing the team, a full-time hire is not yet justified.

What we do: **fractional or interim** operations & supply chain leadership, 1–2 days a week or 3–6 months, with full ownership of results.

04 — Your lanes, suppliers and carriers are disrupted

Rerouted lanes, longer lead times, carriers missing commitments, dependence on a single supplier.

What we do: **supplier and carrier performance** management: SLAs and KPIs, **supplier diversification**, alternative routes and contingency plans.

05 — Customs and compliance are costing you

Penalties, clearance delays, an audit coming, all the know-how held by one person.

What we do: **customs compliance**, documentation, audit readiness and documented SOPs, so the process no longer depends on one person.

–98% customs penalty exposure, Schlumberger

$0 → $7.5M revenue built at DHL Express

€650K overdue receivables recovered

–40% import lead time (56 → 30–35 days)

Who we work with: SMEs and family businesses · freight forwarders and transport companies · importers and distributors · energy and industrial services · companies setting up in Central and West Africa.

YOUR TEAM



RAISSA BINGA BILLAUD

Founder · Based in Doha · FR / EN / ES

Covers: GCC · Central & West Africa · Europe

Methods: Lean management, DMAIC and root cause analysis, KPIs and visual management, change management, project management.

Experience: 15+ years at DHL Express, DHL Global Forwarding and Schlumberger: operations, supply chain, customs compliance, market launch. MSc Salford.

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DAPHYNE KOBIAHOUILA

Partner · Based in Pointe-Noire · FR / EN / PT

Covers: Central & Lusophone Africa

Methods: quote-to-cash process design, key account management, sales pipeline management, partner and agent sales networks, structured collections.

Experience: 15+ years at Maersk, DHL Global Forwarding and Mercado Livre; founder of MayelAssist. €650K receivables recovered (90% of a 2-year debt).

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BOOK A FREE 30-MINUTE DISCOVERY MEETING

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