

Case  
Zamprogna

The expertise of the Gallus team is perfectly exemplified through the Case of Zamprogna S.A., a traditional, family-run company from Rio Grande do Sul, which has been active in the distribution of steel tubes for seventy years, considered the largest independent distributor in Brazil. It was acquired by NSG Capital S.A. and, later, sold to Usiminas S.A.

In 2007, Mara Oliveira, a Gallus Consultoria partner, was hired through a private equity fund to assist in the modernization of Zamprogna S.A.'s management.

Ms Oliveira acted as Director of Controllershship, having structured the Controllershship, Risk Management, IT and Process Organization departments. Besides the implementation of the respective processes in accord with best practices, selection and recruitment of teams, she was responsible for selecting, hiring and implementing a new IT platform and the ERP-SAP system in the entire company, in direct contact with the CEO.

This entire job was conducted in 18 months, fully achieving the goals set by shareholders with regards to costs, deadlines and scope, and the results have definitively contributed to adding value to the business.