COTRELLE CONSULTING

Our service offering

Driving Innovation for Lasting Impact. A consulting firm in innovation and sustainable development strategy, Cotrelle Consulting works across Europe and Africa, with in-depth expertise in mining and critical metals.

01 Digital and Artificial Intelligence

02 Human Capital and Training

03 Innovation Strategy

04 International Development

05 Investment Project Structuring

06 Risk Management and Compliance

07 Social Impact

08 Sustainability

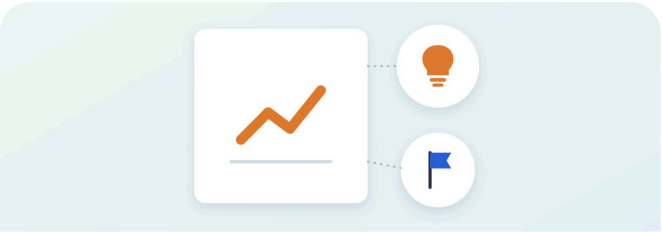
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01

Digital and Artificial Intelligence

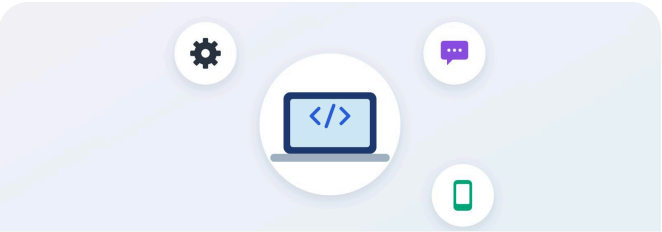
We help organisations turn digital technology and artificial intelligence into concrete performance levers. From strategy to custom solution development (platforms, software, websites, AI agents), through usage governance and team training, we take them from experimentation to measurable results.



Digital and AI Strategy

Turning digital technology and artificial intelligence into concrete performance levers.

- Digital and AI maturity assessment
- Use case identification and prioritisation
- Roadmap and return on investment



Custom Solution Development

Designing and delivering innovative tools tailored to each client's needs.

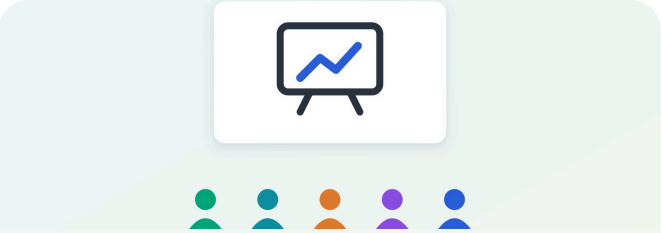
- Platforms and software
- Websites and applications
- AI agents and automation
- Prototypes and integration with existing tools



Governance and Responsible AI

Framing usage for controlled, compliant digital practices.

- AI governance
- EU AI Act readiness
- Usage charter
- Digital sobriety and the environmental impact of AI



Training and Adoption

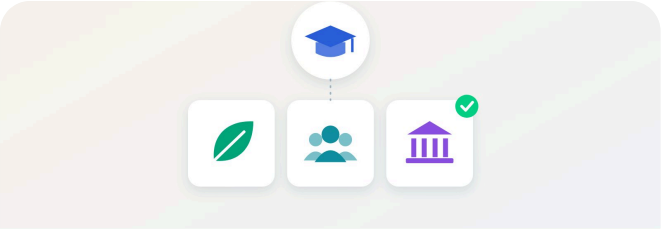
Making teams autonomous in their digital and AI practices.

- Leader and team training
- Usage rules
- Change management support

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Human Capital and Training

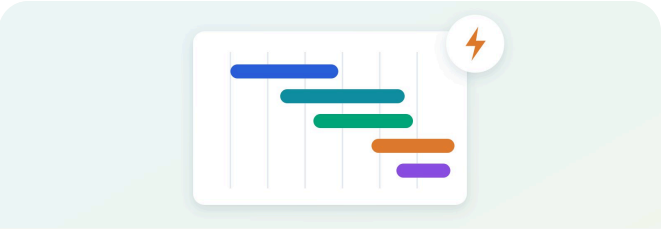
We design and deliver training for leaders and teams, in person and online. Each programme is adapted to the field, the territory and the client's organisation. Our goal: to grow human capital and make teams autonomous.



ESG Compliance and CSR Standards

Training leaders in the methods and frameworks needed to build a clear, credible ESG approach for international investors and local stakeholders alike.

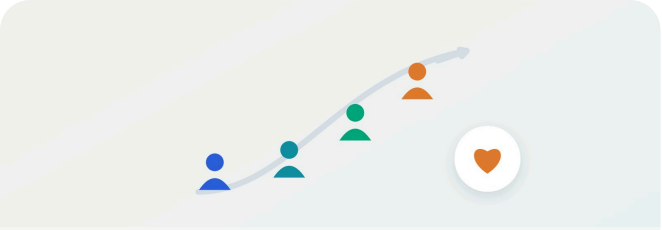
- ESG assessment carried out in groups on a real case
- Impact communication framework for stakeholders
- References: ISO/UNDP 53001, ISO 26000, SDGs, CSRD, OECD guidance, EITI



Project Management and Digital Performance

Training leaders and teams to run projects and integrate digital and artificial intelligence tools to improve operational performance.

- Group project, from kick-off to final presentation
- Agile methods and performance indicators
- Digital and AI tools applied to daily work



Change Management and Talent Attractiveness

Supporting organisations in managing change, retaining their teams and anticipating their skills needs.

- Change management
- Talent attraction and retention
- Strategic workforce planning

03

Innovation Strategy

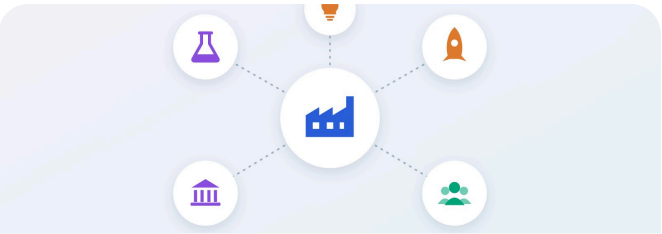
We help our clients identify the technologies and business models that will strengthen their activity, then put them into practice. We champion responsible innovation: useful, safe and acceptable for the people and territories concerned. We typically build innovation roadmaps and structure priority projects.



Innovation Strategy, Management and Culture

Structuring the organisation's innovation capability, from strategy to ways of working.

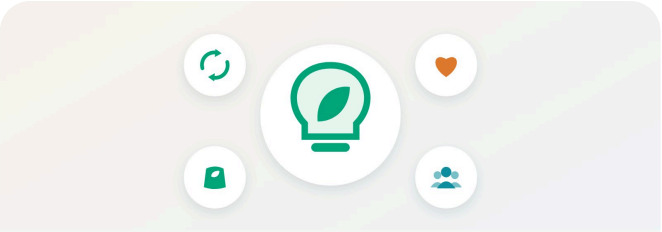
- Innovation maturity assessment and roadmap
- Project portfolio management and methods (design thinking, lean startup)
- New forms of organisation and management, intrapreneurship
- Innovation culture and change management
- ISO 56001 readiness



Open Innovation and Innovation Ecosystems

Innovating with outside partners rather than alone.

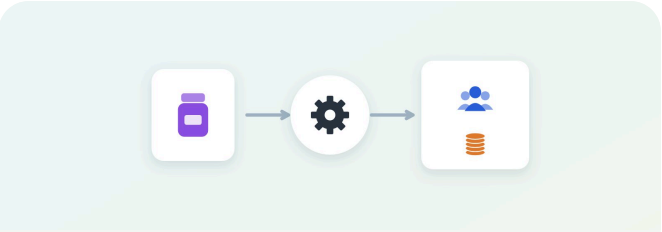
- Ecosystem mapping: start-ups, laboratories, competitiveness clusters
- Research-industry partnerships
- Open innovation programmes: challenges, start-up collaborations
- Collaborative project design
- Local industrial ecology



Responsible Innovation

Building environmental and social issues in from the design stage.

- Eco-design and eco-innovation
- Impact assessment of innovations
- Frugal innovation
- Social impact innovation
- By-product valorisation



Business Model Innovation

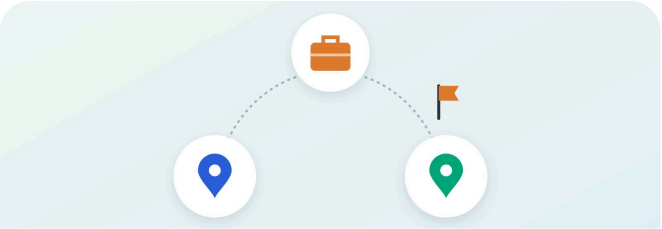
Creating value beyond the product.

- New value propositions
- New revenue models
- Shift from product to service
- Platform models
- Exploration of new markets

04

International Development

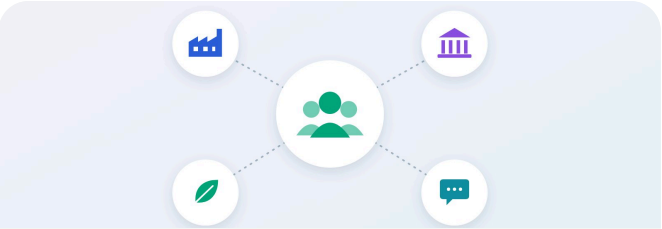
We support companies and institutions growing between Europe and Africa. Understanding markets, regulations and stakeholders, finding partners: we help them succeed in a new country, whether through a new presence or a partnership.



Internationalisation and Market Entry Strategy

Supporting European companies setting up in Africa, and African companies expanding in Europe.

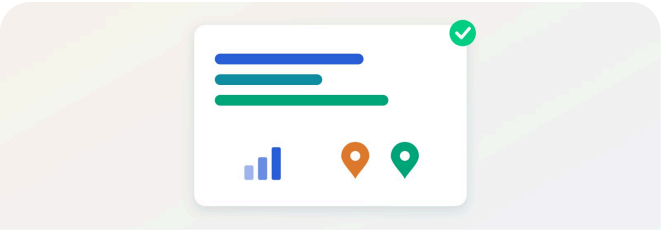
- Market studies
- Choice of target countries
- Market entry mode
- Market entry plan



Partnerships and Local Ecosystems

Building lasting partnerships with local players.

- Identification of industrial and institutional partners
- Partnership structuring
- Local content strategy
- Stakeholder dialogue



International Programmes and Donors

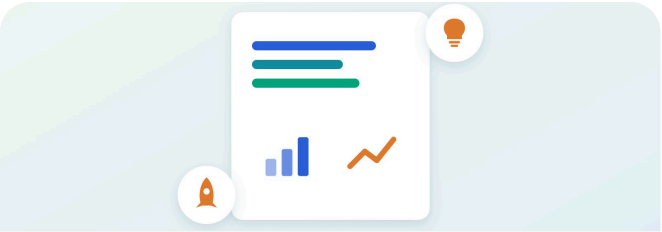
Responding to donors' calls for proposals and managing multi-country programmes.

- Responses to calls for proposals (AFD, European Union, African Development Bank)
- Multi-country programme management
- Monitoring and evaluation

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Investment Project Structuring

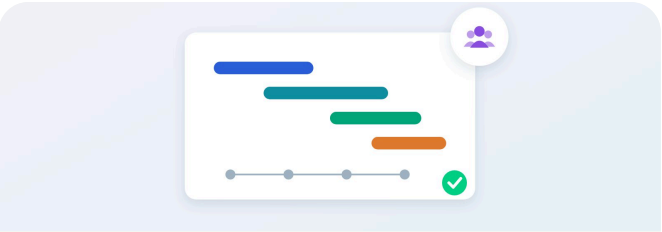
An asset, whether a deposit, a site or a licence, only becomes a fundable project once it is organised and managed. We turn these assets into managed projects: leadership team, governance, action plan, risk management and ESG compliance. This work makes the project bankable from a non-financial standpoint and prepares its success.



Entrepreneurial Project Structuring

Turning an idea or opportunity into a solid, defensible project.

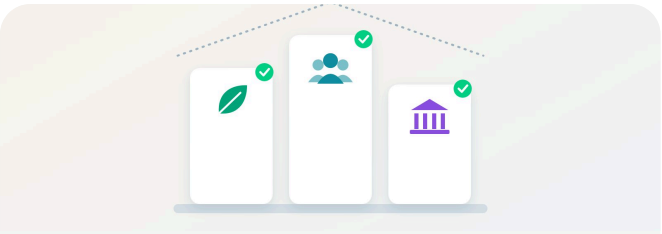
- Business model and value proposition
- Market study and competitive analysis
- Business plan and forecasts
- Project organisation, in liaison with legal advisers
- Project presentation file



Project Governance and Management

Giving the project the organisation and steering tools its ambitions require.

- Governance: steering committee, roles and responsibilities
- Team and skills organisation
- Planning, milestones and budget monitoring
- Project risk management
- Dashboards and reporting



ESG Project Structuring

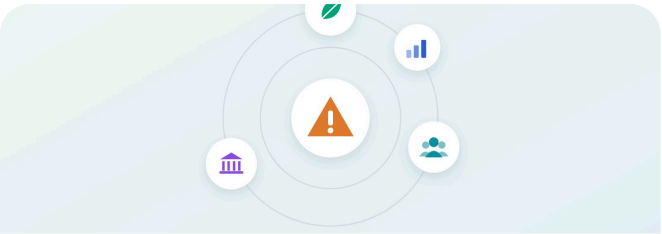
Building environmental, social and governance standards in from the design stage, and making them clear to stakeholders.

- Project ESG assessment
- Alignment with international standards (IFC Performance Standards, Equator Principles, OECD guidance)
- Environmental and social action plan
- Stakeholder mapping and engagement
- Impact indicators, ESG monitoring and reporting
- Responses to ESG questionnaires and assessments

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Risk Management and Compliance

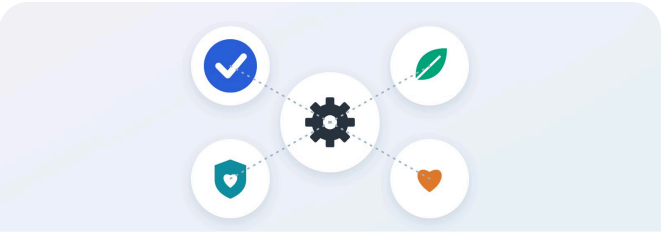
An organisation that inspires trust knows who decides what, understands its risks and complies with the rules that apply to it. We help our clients build and strengthen these foundations, from the organisation of decision-making bodies to risk mapping and compliance systems.



ESG Risk Management

Identifying, prioritising and controlling the environmental, social and governance risks that affect the business.

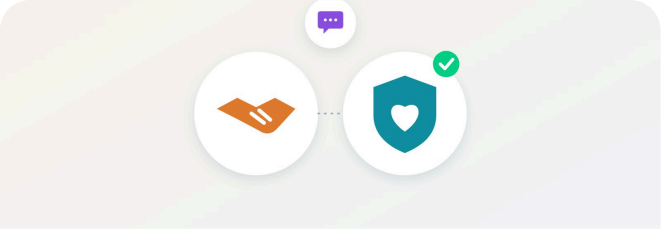
- ESG and climate risk mapping
- Risk analysis within double materiality
- Control plans and monitoring indicators
- Duty of vigilance and supplier assessment



QHSE

Building robust quality, health, safety and environment management systems that teams make their own.

- Quality, environmental and occupational health and safety management systems (ISO 9001, 14001, 45001)
- Certification readiness
- Internal audits
- Safety culture and HSE indicators



Compliance and Business Ethics

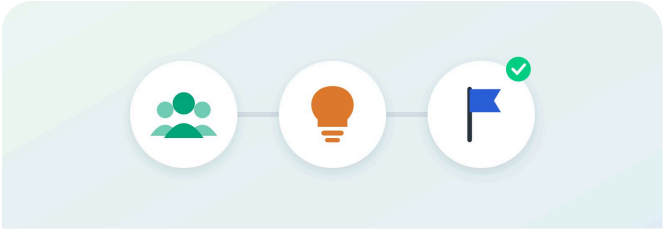
Setting up clear, proportionate compliance systems embedded in day-to-day practice.

- Anti-corruption programme (Sapin II law): risk mapping, code of conduct, whistleblowing system
- Compliance of AI uses (EU AI Act)
- Data protection policy

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Social Impact

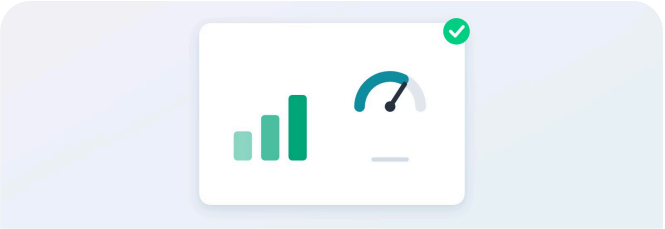
We help organisations, donors and NGOs design and monitor programmes that concretely improve people's lives. We make sure their effects are real and measured, in particular by building monitoring and evaluation systems.



Impact Programme Design and Management

Designing and managing programmes that tangibly improve people's lives.

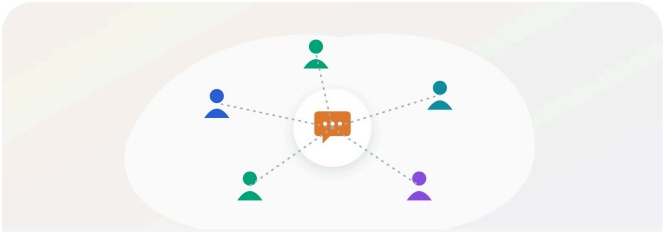
- Needs assessment
- Theory of change
- Co-design with stakeholders
- Programme management and governance



Impact Measurement and Evaluation

Demonstrating real, measured effects to funders and beneficiaries alike.

- Impact indicators
- Monitoring and evaluation systems
- Social impact assessment
- Reporting to funders



Mobilising Territories and Ecosystems

Bringing public, private and non-profit players together around a societal challenge.

- Multi-stakeholder coalitions
- Public consultation
- Science outreach
- Participatory research

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Sustainability

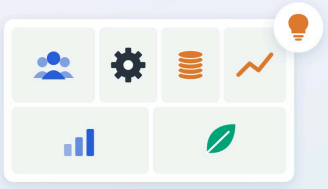
We help organisations place sustainability at the heart of their strategy and operations. Diagnostics, audits, certification readiness, sustainability reporting and support with the ISO/UNDP 53001 standard: our work makes them more resilient over time and better equipped to access markets and financing.



CSR and Compliance

Structuring and steering a CSR approach that meets regulatory requirements and stakeholder expectations.

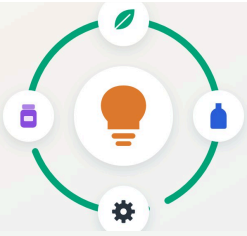
- CSR assessment and maturity evaluation (ISO/UNDP 53001, ISO 26000)
- Double materiality assessment
- CSR strategy and roadmap
- Stakeholder mapping and dialogue
- Sustainability reporting (CSRD, ESRS, VSME)
- Carbon footprint and decarbonisation pathway
- Responsible purchasing and supplier due diligence
- Corporate purpose and mission-driven company status
- Team awareness and training



Sustainable Business Models

Rethinking the business model to make sustainability a source of value and differentiation.

- Business model analysis and transformation
- Functional and usage-based economy
- New sustainable offerings and markets
- Shared value creation with stakeholders



Circular Economy and Sustainable Innovation

Making circularity a driver of innovation and competitiveness.

- Circular business models
- By-product and waste valorisation
- Eco-design
- Local industrial ecology
- Innovation barriers and levers



Responsible Supply Chains and ESG Compliance

Securing traceable value chains that comply with international standards.

- Due diligence and mineral traceability (OECD guidance)
- ESG structuring of subcontracting SMEs
- Local content
- Readiness for the ESG requirements of major clients and financiers