

# About Us...

2025

[[www.alamount.net](http://www.alamount.net)]



# About Alamount Consulting

# Industry-Leading Experts with Proven Real-World Experience

*Digital Technologies, Strategic Planning & Strategy Formulation, FP&A and Advanced Analytics*

## Advantages and Contributions We Offer:

1

- **Consultants Having Real-life Experience** Providing World-Class, Proven, Innovative and New Solutions
- Sharing Proposal for Tasks That Team Has Performed Minimum 3 Major Projects Across Different Geographies
- Experience in **Project Management and Execution, Setting Up the Optimized List of Action Items**

2

- Team Experienced Globally Focused on 3 Themes:
  - **Strategic Planning & Business Development**
  - **Financial Planning & Analysis**
  - **Digital Technologies / Digital Transformation**
- Team Having **Silicon Valley** Experience and Network Access to Global Investment (PE/VC) Funds, Having a Total of 70+ Years Experience In These 3 Domains

3

- **Joining the Strategic Planning Perspective** with Operational Improvement Areas
- Defining the **Entire Value Chain** for the Company's Operating Areas and Sorting Out **Dynamics of the Market**
- **Long Term Planning As Well As Short Term Actionse**

4

- Operational and Organizational Transformation for your Company:
  - **Financial Analysis, Project Financing & Valuation**
  - **Budget & Cashflow Management, Cost Reduction**
  - **Treasury & Risk Management**
  - **Financial Modeling, Planning & Management**
  - **Having Access to Corporate Finance and Equity Investors**

# Our Consulting & Business Partners

*Global Experience in Digital Technologies, Strategy Development & Financial Planning - Analysis*

## Consulting Partners:



Metin Tabalu – Founder, Partner

Education: Sabancı Univ (IE)., METU (MS), Stanford University (MBA)

Experience: Turkish Airlines Group, Sabancı Holding, Turkish Exporters Assembly, Bardan International (ABD) – CFO & Operations VP

Specialties: Business Strategy Formulation, Financial Planning & Analysis, Valuation, Digital Technologies and Managing Digital Transformation



Ahmet Zeren – Consultant Partner

Education: Sabancı Univ (ME)., Cambridge Univ. (MS in Econ.)

Experience: TSKB, Yapı Kredi Bank (Treasury), United Global Funding

Specialties: Financial Management, Risk Management, Treasury and Investment Portfolio Management, Investment Banking, Software Development & SaaS



Kadir Kuğu – Consultant Partner

Education: Karadeniz Technical University (CE), Roskilde Univ. Denmark (MS, CS)

Experience : Advisor & Mentor for Various Startups, Founder & Partner at PIAPEX (Product Management)

Specialties: Software Engineering, Product Management, Smart Cities, Cyber Security, Digital Transformation

## Advisory Board Members:



Serhan Uslubas – Advisory Board Member

Education: Bogazici University (EE), Northwestern Univ. (EE, MS), Stanford University (MBA)

Experience: Apple Computer, Texas Instruments, TikTok Chief Analytics Officer

Specialties: Digital Image Processing, Computer Vision Algorithms, Telecommunications, Venture Capital Funds



Daniel Benitez – Advisory Board Member

Education: MIT (Nuclear Physics), Stanford University (MBA)

Experience: Boston Dynamics (AI), Bardan International & D-Cinema NOC CTO & Shareholder

Specialties: Artificial Intelligence, Digital Display and Projection Technologies, Robotics, Business Strategy, Venture Capital Funds



Ergi Şener – Consultant Partner

Education: Sabancı Univ (EE, Double Major, MS, PhD)

Experience : New Tone Tech, Garanti Payment Systems, TURKCELL, MasterCard, Bahçeşehir University, Sabancı University EDU

Specialties: Digital Transformation, Payment Technologies, Metaverse, Digital Marketing and Digital Social Media Platforms, Venture Capital

## Business Partners:



# Prior Experience in Relevant Cases – Consulting

*Our Team Has Provided Tailored Consulting Solutions to Organizations Across Various Industries and Scales*

Case #1	Case #2	Case #3	Case #4	Case #5
<b>Revamping Go-to-Market Strategy for a SaaS Startup</b> Helped a B2B SaaS company redefine its go-to-market approach, resulting in a 3x increase in qualified leads and a 40% shorter sales cycle.	<b>Operational Optimization for a Manufacturing Firm</b> Streamlined core operations for a mid-sized manufacturer, reducing production bottlenecks and improving efficiency by 25% in under six months.	<b>Digital Transformation Roadmap for a Traditional Retailer</b> Designed a phased digital strategy for an offline retailer, integrating e-commerce and ERP systems to drive online sales growth by 150%.	<b>Brand Refresh and Positioning for a Fintech Company</b> Rebranded a growing fintech company to align with its evolving customer base, resulting in increased brand awareness and investor interest.	<b>Scaling Product Teams in a Growing Tech Company</b> Established product management frameworks and coached new hires to help a 50-person tech company scale without losing focus or agility.
Case #6	Case #7	Case #8	Case #9	Case #10
<b>Product-Market Fit Discovery for a Healthtech Startup</b> Led customer research and MVP testing to reposition the product, enabling the startup to secure seed funding and double its user base.	<b>Customer Journey Mapping for a Tourism Platform</b> Analyzed user touchpoints and redesigned the booking flow, improving conversion rates by 18% and reducing drop-offs.	<b>Building a Startup from Idea to Launch</b> Supported two founders from ideation through MVP launch, including business modeling, UX design, and investor pitch preparation.	<b>Market Expansion Strategy for a Local Services App</b> Evaluated new regional markets and created an expansion plan that prioritized high-potential cities and optimized launch playbooks.	<b>Fundraising Advisory for a CleanTech Venture</b> Refined the business model and pitch materials for a pre-Series A cleantech startup, leading to a successful \$5M round.

# Prior Experience in Relevant Cases – Valuation

*Team Performed Various Similar Business Case & Valuation Studies for VC's, PE's, JV's and M&A Activities Before*

Case #11	Case #12	Case #13	Case #14	Case #15
Valuation for a startup in Silicon Valley focused on wearable educational technologies. 2nd round funding with 60M\$ EV and deal-size of 16.6M\$.	Valuation of an agricultural producer and exporter located in Central Asia for IFC and PE equity financing and loan applications, with a total EV of 90M\$.	Valuation of a green-field wind turbine manufacturing investment for a potential JV between 2 conglomerates with an NPV of 230M\$.	Valuation of a generator manufacturing business case for a large machinery and equipment manufacturer active in EMENA region with an NPV of 68M\$.	Valuation of 2 alternative pumps manufacturer companies located Italy and Netherlands for the expansion and investment plans of a global manufacturer having EV ranges between 2 to 5 M€.

Case #16	Case #17	Case #18	Case #19	Case #20
Valuation of a greenfield engine maintenance center in EMENA region with 290M\$ initial NPV for a 51-49% joint venture between 2 major Aviation MRO companies.	Valuation of a low-cost-carrier airline located in Turkey for assessing the expansion plans and investment required, with an EV of 190M\$.	Valuation of a solar PV and CSP greenfield manufacturing, EPC and services company for a large conglomerate with an NPV of 110M\$.	Valuation of an automotive spare parts manufacturer in North America for PE investors with an EV totaling upto 25M\$.	Valuation of an industrial complex to assess rental or sales pricing options located in Central America, with an EV size of 22M\$.

# Our References:





# Thank you!

**For any of your inquiries, please contact us:**

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