



Impact Driven Transformation

Profitability | Efficiency | Data

The origin of Sigma Partners

Who we are and what drives us

We are Sigma Partners, your **strategic partner** for **transformation** and **capturing hidden value** within your organization

Executive Experience + Analytical Rigor



Our goal is to co-solve our **clients' specific challenges**, driving change initiatives that generate **growth, profitability** and **efficiency** in your business.



We combine **elite consulting methodology** (McKinsey) with **proven track records** in the country's leading corporations. We address the full **transformation lifecycle**, from a clear **diagnosis** to a long-term, sustained **implementation**.



Our consulting approach is tangible and pragmatic, with a sharp focus on **delivering real** and **measurable impact**.

The Sigma Partners Difference

Track Record backing our approach

+100 Million USD
Generated Impact

+10
Multiple Industries

+20%
Productivity Increase

-40%
Cost Reduction

+50
Markets Covered

+25 years
Combined Experience

Our professional path

McKinsey & Company

AGROSUPER

cencosud

CODELCO



ebinds



COLGRAM

Trusted by

AGROSUPER

Lo Valledor
AASA



METRIKA

We intervene in the critical pillars of your business, focusing on profitability, efficiency and growth

Transforming complex challenges into measurable results

What is your main challenge?	Planning + Strategy	Profitability	Digitalization + Data	Productivity
Consulting Areas	Strategic Planning	Revenue Management & Pricing	Digital Transformation & Analytics	Efficiency & Operational Excellence
How do we help you? 	• Converting future vision into measurable execution aligned with financial results. • We translate strategy into actionable initiatives and manageable KPIs.	• Maximizing revenue and margin through optimal pricing strategies. • We embed a profitability-driven mindset across the organization.	• Transforming data into decisions that accelerate business growth. • We implement management dashboards and develop data science-based models, ensuring technology drives real business impact.	• Optimizing processes and operations based on proven methodologies that eliminate waste and boost productivity.

Solutions **designed** and **tailored** to your urgency and reality

Planning & Strategy

- Transformation Roadmap Design
- Strategic and Commercial Planning Optimization
- High-Performance Management Systems (KPIs & OKRs)
- Value Creation Office for Key Initiatives
- Operating Model Redesign

Profitability

- Value Leakage diagnosis
- End-to-end Revenue Management Optimization
- Dynamic Pricing Strategy Design
- Value-Based Customer Segmentation
- Cost-to-Serve Profitability Analysis

Digitalization & Data

- Analytics Maturity Assessment
- Business Intelligence Dashboard Deployment
- Advanced Analytics & Data Science Model Development
- Data Quality, Processes, and Governance Frameworks

Productivity

- Productivity Gap Diagnosis
- Operational Excellence Implementation
- End-to-End Process Optimization
- Capability building and Technical upskilling

Fractional Services

- On-Demand Executive Advisory for High-Impact Challenges and Strategic Decision-Making



**Flexible, precise and
customized intervention
models**

Sigma Partners Methodology: The End-to End Value Capture Cycle



Modular Projects, flexible alignment with your required project phases



Always **co-designing** and **executing** together with the client

1.



We **receive** the specific challenge you aim to transform

2.



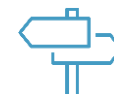
We **diagnose** the root causes of the challenge, based on data and operational context, prioritizing quick wins

3.



We **design** and **develop** concrete solutions, validated against client needs

4.



We **implement** a robust action plan to integrate the designed solutions into daily operations

5.

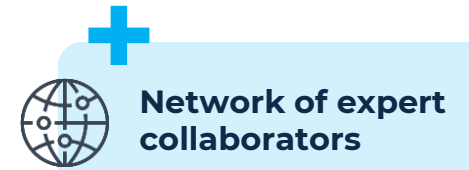


We **support** the long-term adoption of the changes generated

Proven track record across the country's
most demanding industries and operations

Sigma Partners Team

Sigma+ Partners



**Mauricio
Azócar
Fiegelist**



- Consultant and executive with over 15 years of professional experience in major multinational corporations, leading organizational transformations across commercial, digital, and operational areas, with proven methodology and impact.
- Extensive experience in multiple executive roles leading Strategic Planning, Revenue Management, Digital Transformation, and Operational Excellence divisions, among others.
- Former Implementation Coach, Operations Practice Latin America - McKinsey & Company.
- Civil Chemical Engineer, Civil Biotechnology Engineer and Master of Science in Engineering - Universidad de Chile.
- Diplomas and specializations in various fields: Revenue Management (MIT), Artificial Intelligence (MIT), Omnichannel Strategy (UAI), among others.



**Javier
Muñoz
Solís de
Ovando**



- Specialist consultant in Revenue Management, Data Science and Project Evaluation, with over 12 years of experience in leading companies across the country.
- Former Global Revenue Manager (National & International Sales) at Agrosuper, covering markets across Chile, USA., Mexico, Asia, and Europe.
- Former Product Manager at Cencosud, responsible for executing the fresh meat division's production strategy..
- Commercial Engineer - Universidad Mayor.
- Diplomas in Project Preparation, Evaluation and Management (Universidad de Chile) and Data Science (Pontificia Universidad Católica de Chile).



Do you have a
challenge in mind?

Let's talk about your next level

Let's have a 20-minute call.

If you're facing a challenge in strategy, profitability, productivity or data, we are the partner you need.

Mauricio Azócar Fiegelist

Founding Partner

- +56 9 9919 6969
- mazocar@sigmapartners.cl

Javier Muñoz Solís de Ovando

Founding Partner

- +56 9 7942 2525
- jmunoz@sigmapartners.cl

Sigma⁺
Partners