

# FERRES & ASSOCIADOS

## ECONOMIC CONSULTING

Portfolio and Team

# AREAS OF EXPERTISE

## Antitrust



Use of advanced economic tools, clear and objective dialogue with authorities and monitoring of the process, together with lawyers and the company

## Regulatory



Independent and objective assessment , making the interface between the commercial dynamics of companies and the regulator logic

## Competitive Strategy



Advisory services to companies in defining business and marketing strategies which are both legitimate from the antitrust standpoint and competitively efficient to create value to the company

## Payment Industry



Definition of competitive strategy, strategic support for regulatory issues, business models and contracts design, search of business partners and advising on M&A transactions

# OTHER BUSINESS



Quantitative intelligence applied to management : pricing , business intelligence and strategic analytics



Redesigning incentives for health care providers: contract design, service network optimization and portfolio management

# TEAM



**JUAN FERRES**  
juan@ferres.com.br

- MsC in Economics – Universidade de São Paulo
- Partner at Ferres Consultoria
- Former Associate Consultante at Tendências Consultoria
- Former Associate Consultant at LCA Consultoria
- Former Chief Economist at Ministry of Justice's Economy Law Division



**BRUNO SOBRAL**  
bsobral@ferres.com.br

- MsC in Economics – Universidade de Brasília
- MBA – Georgetown University
- Partner at Ferres Consultoria
- Former Economic Analyst at Brazilian Food and Drug Regulatory Agency (ANVISA)
- Former Head of the International Affairs at Ministry of Finance's Competition Division (SEAE)
- Former Director of the Brazilian Health Insurance Regulatory Agency (ANS)



**ANDRES ROJAS**  
andres@ferres.com.br

- MsC in Economics – Universidade de São Paulo
- Partner at Ferres Consultoria
- CEO at Promed Assitência Médica
- Former Associate Consultante at Tendências Consultoria
- Former Associate Consultant at LCA Consultoria
- Former Faculty Member of Insper Institute's MBA



**RICARDO SUDA**  
ricardo@ferres.com.br

- MBA – STRONG/FGV
- Post graduation in Business Administration – EAESP/FGV
- Civil Engineer – Escola Politécnica - Universidade de São Paulo
- Partner at Ferres Consultoria
- Former Executive Superintendent at Bradesco Cartões
- Former Regional Manager at American Express

# CLIENTS

ambev

Bradesco

AMERICAN EXPRESS

cielo

EMS

ROYAL CANIN

Safrá

Ticket

Estapar  
estacionamentos

LATAM

American Airlines

SOMOS  
EDUCAÇÃO

Saraiva

Deutsche Bank

Banese

Red Balloon  
Inglês a partir dos 3 anos

dotz  
A sua segunda moeda

WISE UP  
Inglês Inteligente

COMGAS  
Natural

alelo

elo

MAPFRE SEGUROS  
BB SEGUROS  
Companhia de Seguros  
Aliança do Brasil

ANAC  
AGÊNCIA NACIONAL  
DE AVIAÇÃO CIVIL

PINHEIRONETO  
ADVOGADOS

BMA  
BARBOSA MÜSSNICH ARAGÃO

LEVY & SALOMÃO  
ADVOGADOS

IATA

UNIDAS  
AUTOGESTÃO EM SAÚDE

BDO

Danfoss

abecs  
Associação Brasileira das empresas  
de cartões de crédito e serviços

TARPON  
INVESTIMENTOS

ABIMO  
Associação Brasileira de Indústria de Arrogas e Especieis  
Médica, Químicas, Hospitalares e de Laboratório

assert  
associação das empresas de  
refeição e alimentação  
convênio para o trabalhador

AZEVEDO SETTE ADVOGADOS

Edenred

Marcopolo

PEREIRA NETO | MACEDO  
ADVOGADOS

L.O. Baptista  
Schmidt-Valois-Miranda-Ferreira-Agel

EADI  
SALVADOR  
LOGÍSTICA E DISTRIBUIÇÃO

LABORDE  
MARINE

EMBELLEZE  
Beleza é Paixão pela Vida

LFB  
LFB Hemoderivados e Biotecnologia Ltda.

AMÉRICA  
Planes de Saúde

CSN

FAEP  
FEDERAÇÃO DA AGRICULTURA  
DO ESTADO DO PARANÁ

MACHADO MEYER  
MACHADO MEYER BENDACZ OPICE ADVOGADOS

NYCOMED

SANTA ROSA  
Embalagens Flexíveis

GRAN PETRO

VEIRANO  
ADVOGADOS

TELENET  
TECNOLOGIA E SERVIÇOS DE HELP

LafargeHolcim

USIMINAS

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