

A NEW PARTNER JOINS C&S PARTNERS

September 1, 2020



Brice Bouffard joins the firm as a Partner on September 1st, to help the firm accelerate its growth. Over the course of his career, Brice has accumulated considerable experience in the areas of energy, engineering, software, and digital transformation. Based in the Netherlands, he works with global customers.

TELL US A BIT ABOUT YOUR BACKGROUND

Brice Bouffard. I started out as a consultant and geoscience software specialist at Schlumberger, spending a total of 13 years working in Nigeria, France, Colombia, UK, and Romania. That's where I met Gérald Bouhourd and Thierry Pilenko.

I then joined a startup in Switzerland, Spectraseis, which specialized in geophysics. I was VP of sales and marketing for four years. Working for a private equity backed portfolio company gave me a different and richer outlook on the business. In 2011 I moved to Texas and began working for Weatherford, for whom I put together and ran a technical consulting team over a period of two years, after which I served as their Global VP, Wireline & Testing (turnover \$1bn), for the next three years.

I got to discover the Netherlands by joining Fugro, where I spent four years on the board of management, first as the Land Division Director and then as Chief Development Officer.

AND NOW YOU ARE AT C&S PARTNERS. WHAT ATTRACTED YOU TO THE COMPANY?

B.B. I was happy to get the chance to work with Gérald and his team. We have known each for a long time and get on very well together. Also with C&S Partners, I am joining a fairly small team, which suits me well at this moment in my career

I am glad to have freedom in the missions I carry out, the environment I work in and the exchanges and connections I make. I find it exciting, going from one project to another, dealing with multiple different situations and connecting with a broader range of people.

WHY DID YOU DECIDE TO BASE YOURSELF IN THE NETHERLANDS?

B.B. Well, I have been living here for more than four years now, ever since I took the job with Fugro. This is the eighth country my family and I have lived in and we find it a very pleasant place to stay. We love the country, and although my Dutch isn't great (but I speak Spanish and French!), it's not a problem because everyone here speaks English.

WHAT ARE YOUR MAIN ROLES AT C&S PARTNERS?

B.B. I provide operational support, anything that involves working in "Com-mando™" mode, notably when it comes to M&A. I am the top contact where matters pertaining to M&A and operational engagements worldwide.

My typical client is linked to the energy industry, whether in a big or small company, and has an interest in digital transformation and renewables. While one of my early advisory engagement was with a rather large, listed company, one of the clients I am currently advising is an early stage business with a staff of 15 that is involved in offshore energy big data.

WHAT OBJECTIVES HAVE YOU BEEN ASSIGNED YOURSELF WITHIN C&S PARTNERS?

B.B. To contribute to the success of great projects, keep clients happy and create value. To make a difference because I have the field experience.

What I admire about C&S is the highly qualitative, tailor-made, exclusive approach it takes, where we focus on leaders by giving them the benefit of top-tier knowledge. As our founders are found of saying "We love the sick, not the sickness," and the right and left hemispheres of the brain are used to good effect in the C&S model.

I can make my contribution to the team with the skills and experience I bring to the table.



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