From strategy and AI spend to a business number that moves.

We help leadership teams decide where AI should change the business and who owns the result, then make sure the first use cases are live, owned and used. Built on ten years of AI transformation at Maersk, DXC, Capgemini and Teradata, now independent, with nothing else to sell.

FOR: CEOs, COOs & boards (200+ employees)

LEAD OFFER: 3-Week AI Outcome Review · from €13,000

CREDITS: Fees count towards your next step within 90 days

THE METHOD · BUSINESS PROBLEM FIRST, TECHNOLOGY LAST

01 · DIRECTION
Where is the business going?

The two or three things it must be good at to get there. Not the strategy deck: what the CEO would name without notes.

02 · OUTCOME
What should change, in numbers?

Stated in terms a CFO would recognise, with one owner from the business. We widen the problem before we narrow it.

03 · LEVER
Only then: what can data and AI do?

Sometimes the answer is a model. Often it is a process change, a pricing decision or one data source fixed. Sometimes no AI at all.

04 · PRODUCTION
The first use cases live, owned and used.

Once it is live, who owns the work, the exceptions and the number? Redesigned workflow and exception loop, a named business owner, new KPIs, and a 90-day check on whether the number moved.

HOW ENGAGEMENTS WORK · SIX ENGAGEMENTS

Six engagements. Each does one job.

Each stands on its own · Fixed price agreed in writing · All prices in EUR excl. VAT

Briefing informs. Second Opinion checks. Sprint aligns. Review prunes what's running. Diagnostic plans the build. Leadership delivers it.

01
AI Board Briefing
60 minutes, with a short pre-read

€2,500

SITUATION	**A board or chair.** The board is asking about the company's AI position.
OUTPUT	Where AI changes your company's position, the three questions the board should ask management, and a one-page memo. *(Informs only; no company analysis.)*
CREDIT	The full fee counts towards any engagement booked within 90 days.

02 NEW
Independent Second Opinion
About 2 days · verdict within 5 working days

€3,500

SITUATION	**CEO, CFO or COO.** A vendor or consultancy has proposed an AI programme, platform or pilot—or a single in-flight programme is up for its next budget commitment.
OUTPUT	A written verdict: whether the business case and scope hold, what is missing, and what to renegotiate, redirect or stop before you commit. *(Covers one proposal or plan; no technical due diligence or vendor selection.)*
CREDIT	The full fee counts towards any engagement booked within 90 days.

03
2-Day AI Opportunity Sprint
2 workshop days, plus preparation and write-up

from €6,500

SITUATION	**CEO and leadership team.** Leadership is not yet aligned on AI priorities.
OUTPUT	Three agreed bets, each with an owner and next steps; the ideas you parked and why; a written summary. *(Does not review initiatives already running.)*
CREDIT	The full fee counts towards the Diagnostic if booked within 90 days. Follow-up session after 90 days included.

04 LEAD OFFER
3-Week AI Outcome Review
3 weeks, about 8 days of senior work

from €13,000

SITUATION	**Executive teams already spending on AI.** AI initiatives are running, with no business return yet.
OUTPUT	A continue, redirect or stop verdict on each initiative; three numbered outcomes, each with a value owner; the redesigned workflow, exception loop and KPIs for the use cases that go forward; who may approve and who may stop a use of AI; a 90-day plan (with up to ten owned actions, plus the workflow, exception and KPI redesign). *(No technology assessment or legal opinion.)*
CREDIT	Half the fee (€6,500) counts towards the Diagnostic or a retainer booked within 90 days. 90-day follow-up included.

05
30-Day Transformation Diagnostic
30 days, about 19 days of senior work

from €32,000

SITUATION	**A leadership team about to commit to a transformation.** A transformation decision and budget are on the table.
OUTPUT	Readiness across data, technology, operating model and people; redesigned workflows, exception loops and KPIs with named process owners; a costed 12–18-month roadmap; a business case; a governance model with owners and decision rights. *(Software is built and operated by client teams or partners; ongoing delivery leadership is scoped under 06.)*
CREDIT	Follow-up session after 90 days included.

Commercial terms: All prices are in EUR excluding VAT (or equivalent in SEK/DKK on request) and are agreed as a fixed price in writing before work starts, with no overruns.

Briefing & Second Opinion 100% on delivery · Sprint & Review 50/50 · Diagnostic 30/70 · Valid through 2027

06 · WHEN YOU NEED SOMEONE TO LEAD IT

OFFER 06 **Transformation Leadership**

Retainer from €7,500 / mo · Interim scoped
Two distinct formats · All fees in EUR excl. VAT

Buyer & Trigger: CEO and leadership team with an agreed plan that needs senior leadership—either ongoing executive governance or hands-on interim delivery leadership.

1. Executive Advisory Retainer — **from €7,500 / month**

~1 day / week · 3-month minimum, then 30 days' notice. Ongoing steering-committee leadership, vendor and programme governance, and executive sparring as your teams execute the roadmap.

2. Interim Executive / Programme Lead — **Scoped to mandate**

2–4 days / week · 3–6 months. Hands-on interim Chief Digital/AI Officer or Transformation Programme Director leading internal teams and external vendors through a critical transition or rollout.

Accountability boundary — What we own vs. Who builds: Stojcevski Consulting personally owns every diagnostic verdict, business case, prioritization decision, workflow/exception-loop and KPI redesign, vendor/architecture evaluation, and steering-committee governance (never handed off to juniors). Your engineering, data, and operations teams—or your chosen technology partners—build, deploy, and maintain the production software inside your environment, keeping outcome oversight independent of software vendors.

HOW WE WORK · SIX COMMITMENTS

Six things you can hold us to.

On your side of the table · Senior, start to finish

01
The business problem comes first
We widen the problem before narrowing it, because the first framing is usually a symptom.

02
Outcomes in numbers
Every piece of work names an outcome a CFO would recognise, and an owner from the business.

03
Technology is the lever, not the point
Sometimes the answer is a model. Often it is a process change. Sometimes it is no AI at all.

04
Decisions over documents
Every engagement ends with verdicts, owners and dates, and a 90-day follow-up to check they held.

05
Independent advice & delivery leadership
No vendor funding or licence margin. Software is built and operated by your client teams or partners.

06
We don't stop at the strategy
We set the AI strategy and make sure the first use cases are live, owned and used, so the plan meets reality early.

TRACK RECORD & LEADERSHIP · BUILT INSIDE GLOBAL ENTERPRISES

Nikolce Stojcevski · Transformation Executive

Based in Malmö, working internationally in Swedish and English. The frameworks behind Stojcevski Consulting were built and tested across more than 25 enterprise transformations over the past decade, turning strategy into measurable P&L value.

25+ yrs Transformation (since 2000)
10 yrs Focused on AI
100+ Delivery lead at DXC

A.P. MOLLER - MAERSK (2022–2026)
Head of Global Product Strategy, Trade & Customs
Co-authored the Enterprise AI Strategy, Target Operating Model and Transformation Framework behind Maersk 2030. Led global Trade & Customs product strategy, delivering AI-driven sales in live production and customs document agents in a production pilot. Three Maersk transformation awards.

DXC TECHNOLOGY (2018–2022)
CTO Digital Solution Strategy, EMEA
Built DXC's AI and digital transformation framework (used with 20+ clients worldwide). Held 100+ person delivery responsibility and led data and AI delivery across global grocery, food and beverage, retail, sportswear, luxury fashion and aerospace groups.

CAPGEMINI (2016–2018)
AI Transformation Framework & Digital Factory
Built Capgemini's AI transformation framework (used with six European clients), worked on Digital Factory and a global home-furnishing retailer's digital transformation strategy, and led a shared municipal data platform pilot in Sweden.

TERADATA
P&L Outcome-to-AI Capability Framework
Built the framework that starts from P&L and business outcomes—revenue, margin, cost and working capital—and maps which specific data and AI use cases drive each result across pricing, retention, supply chain and finance.

SELECTED CLIENT OUTCOMES · DESCRIBED BY SECTOR

A GLOBAL LOGISTICS COMPANY · PRODUCTION
AI-driven sales: churn down 15%, revenue up 20%
Predicted which customers would leave and why, sending account teams the action most likely to keep each one.

A GLOBAL GROCERY & RETAIL GROUP · PRODUCTION
From a supplier about to be dropped to principal data & AI partner
Reframed the delivery plan around business problems and led data and AI delivery teams across the group.

A GLOBAL LOGISTICS COMPANY · PRODUCTION PILOT
Customs documents checked on arrival, not 30 days later
Closed loop of agents reviewing documents and turning new regulations into rules; review work ~80% faster in the production pilot.

NEXT STEP · TWO-MINUTE DIAGNOSTIC OR 30-MINUTE CALL

Not sure where to start? Take the two-minute diagnostic at stojcevski.com/start or book a 30-minute call.

Answer five questions online to match your situation to the right engagement, or speak directly with Nikolce Stojcevski to agree where you are, which engagement fits, and the scope and dates.

stojcevski.com/contact/ →
stojcevski.com/start/ (Diagnostic) →
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