

**Thank you very much for your time**

Time is precious so we really appreciate it

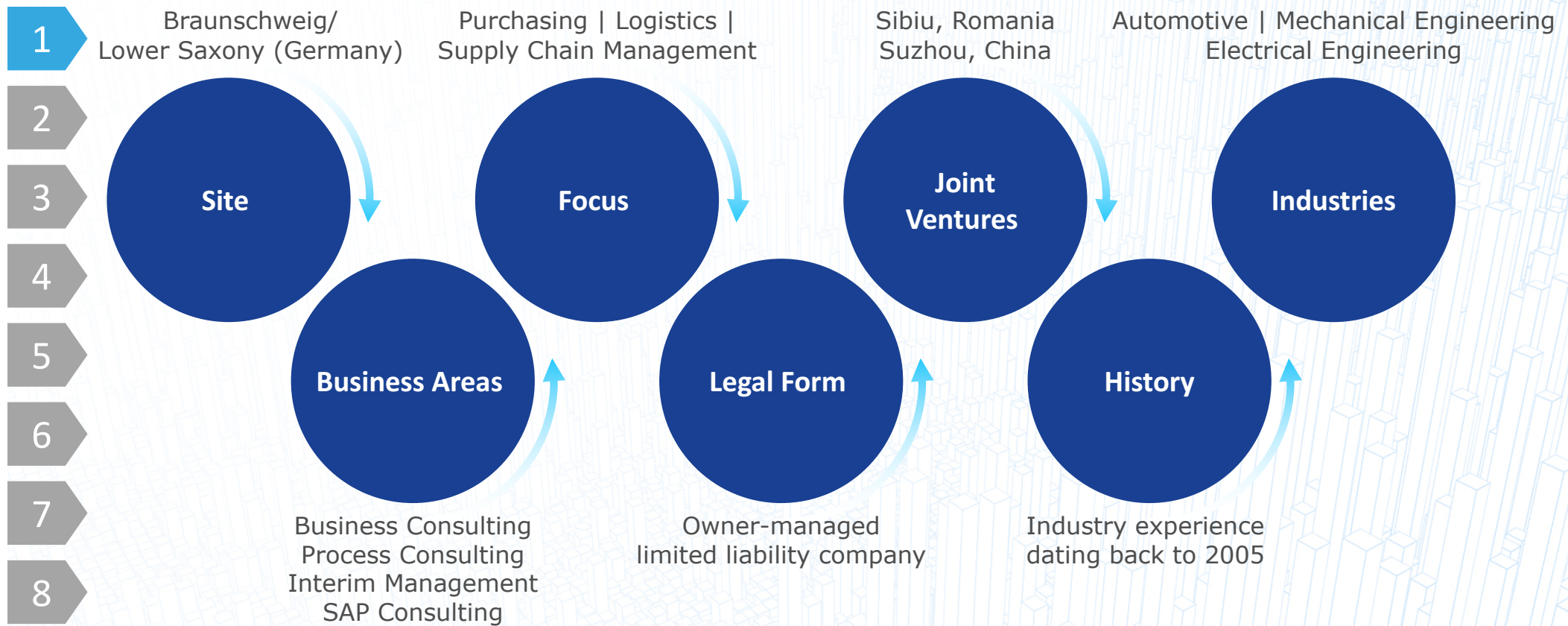
# **Solution-oriented Implementation Consulting**

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# Company Profile



# Company Profile

## 1 Solution-oriented implementation consulting ...

As an owner-managed business consultancy we follow **unconventional routes**. Right from the foundation of our company, we decided to **place special emphasis on the operative level client advantages offered by implementation consulting**, which is outside the mainstream of traditional consulting.

We realised, at a very early stage, that the areas of **business consulting and classic interim management are growing ever closer together**. We are **optimally positioned** for this structural change in the third biggest consulting market worldwide. We place special emphasis on the practical implementation of the solution concepts.

## 4 With us you won't get ...

- Junior consultants in trendy suits who put together voluminous PowerPoint presentations about everything that they say you need to improve
- Well-meaning tips and advice that you should urgently implement

**Instead ... we jump right in ... for more than a decade now you've been able to rely on us - and we implement solutions.**

**8 Joint concepts, joint implementation and smooth integration into your organisation.**





# Company Profile

1

## Our Strengths ...

2

All our consultants and managers have a background in industry and possess the appropriate seniority and experience.

3

We specialise in purchasing, logistics, SCM and SAP. In these areas we have expertise and we know exactly what to do. In-depth know-how is also needed to work out the details of the best solution.

4

Smooth integration into the operational business, no learning curve

5

Owner-managed, personal, flexible & very strong at implementation

6

We not only write concepts, but we also realise measurable results.

7

You will see the results of our work reflected in your P&L, but not, however, in colourful strategy papers.

8



# Consulting Focus

1

## Interim Management

- Vacancy bridging
- Crisis management as well as project implementation

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## Process Management

- Restructuring, recovery. BPM and Six Sigma implementation. Maturity level analyses
- SAP consulting with the focus on MM and PP

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## Purchasing

- Cost cutting and global sourcing
- Supplier management and category management

## Logistics

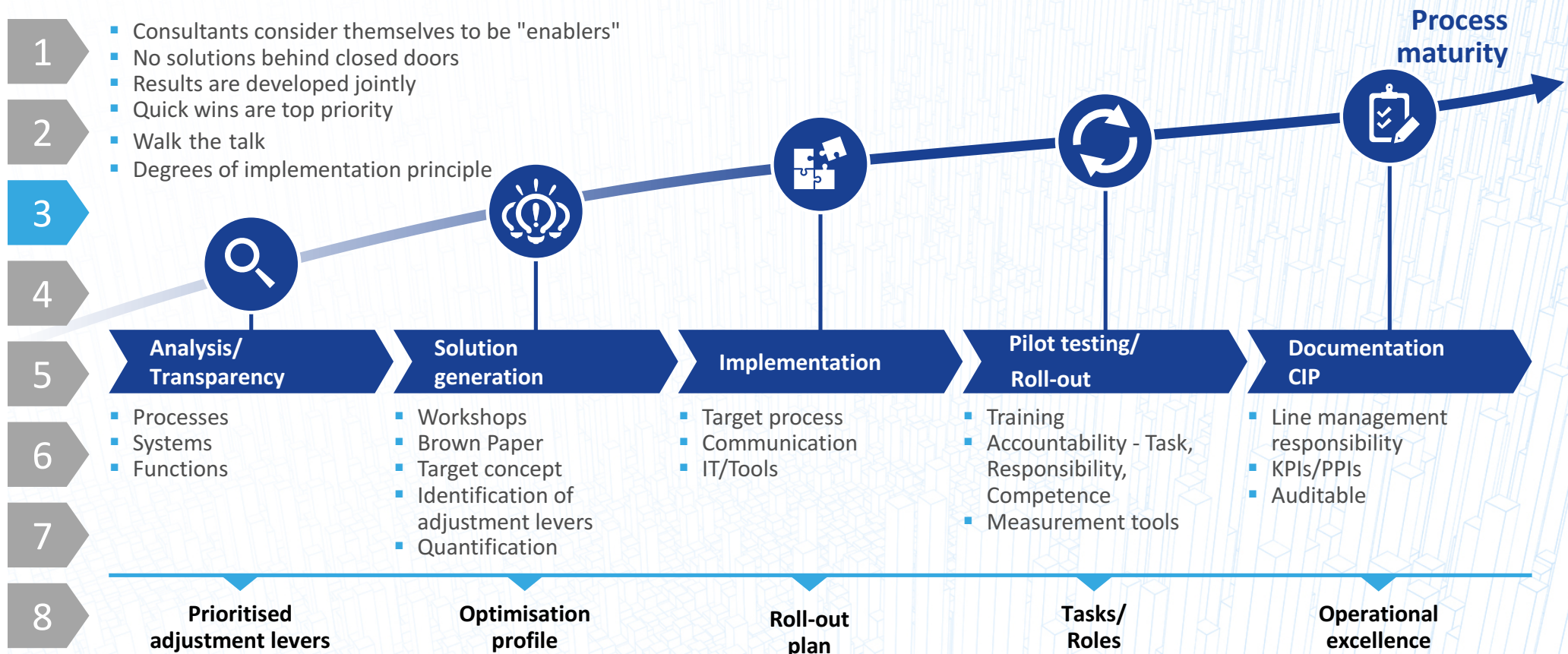
- Warehouse management
- Logistics planning and optimisation

## SCM

- Material flow planning and material requirements planning
- Quality planning (APQP)



# Approach



# Procurement/Purchasing

1

Supplier Management

2

Category/Commodity Management

3

Organisational Management

4

Process Management

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IT Systems (SAP)

Financial Management

Controlling

Process Management

Cost  
cutting



Enhancing  
effectiveness



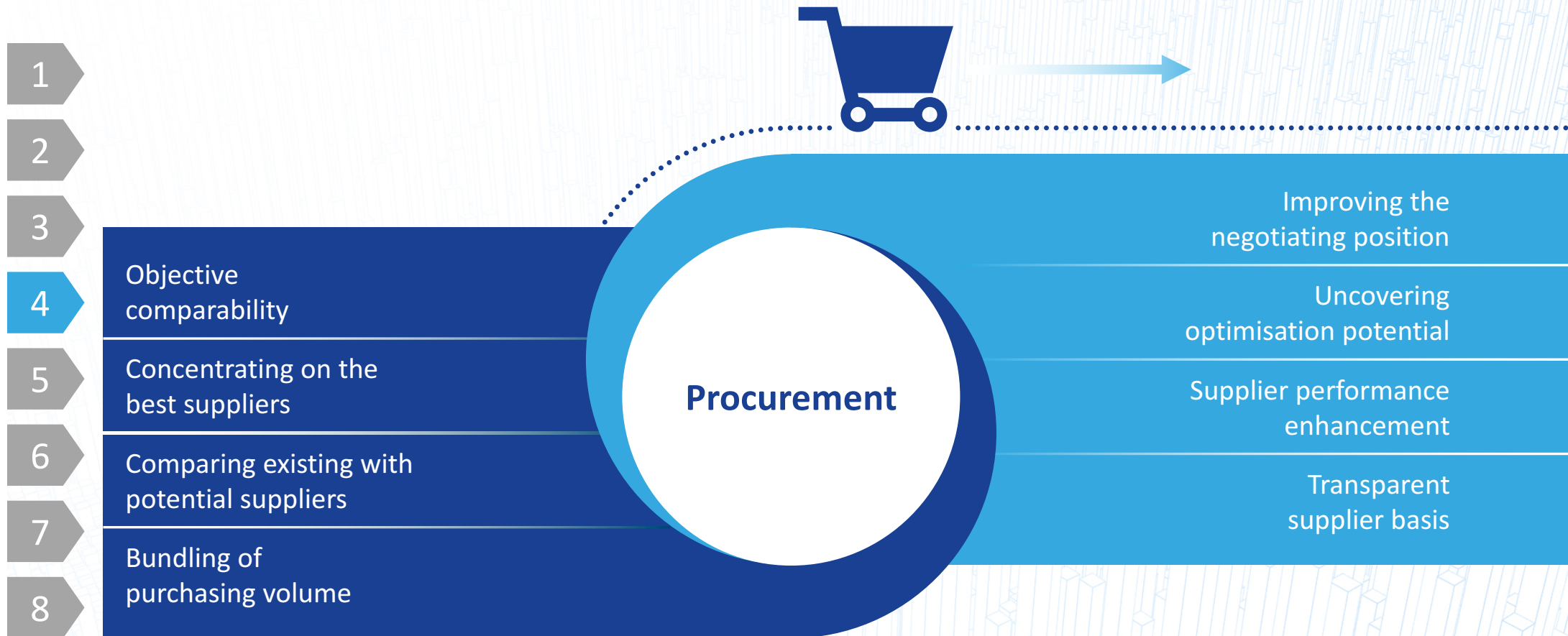
Staff training



Integrated  
Procurement  
Management



# Procurement/Purchasing



# Purchasing

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## Strategy

### Organisation

- Focus on core areas
- Making purchasing measurable
- Standardising processes
- Methodological expertise (e.g. LPP)

### Positioning

- Purchasing as a decision-making body
- Purchasing as a cost consultant
- Purchasing transparency
- Globalisation/Internationalisation

### Business

- Involving purchasing in the strategy formulation process
- Increasing profitability through cost reduction
- Suppliers as innovation partners

## External

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## Execution

### Organisation

- Reduction in administrative and operative activities
- Suppliers - Reporting
- Internal and external training

### Positioning

- Bundling of purchases in a central procurement function (maverick buying)
- Participation in relevant committees
- Best in class
- Identification of purchasing power

### Business

- Proactive search for and definition of a strategy
- Scrutinise previous practices
- Changes in supplier management/category management

## Internal



# Purchasing

1

## Globalisation Consulting – China, India, Vietnam and Romania

**With our international (JV) partners you'll be on the safe side**

2

We guarantee local on-site support. You can rely on us at every stage, from the initial enquiry through the proposal and qualifying phases right up to serial supply and then the phase-out. This all-round support is particularly valuable for enterprises that have not yet been able to gain any, or not much own experience in Asia.

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Legal certainty



Quality assurance



Price reliability



Security of supply



# Supply Chain

1

## Supply Chain Management

2

Demand management

3

Lead times

4

Product life cycle management

5

Material flow logistics

Stock monitoring

6

Planning and scheduling

7

Value-adding partnerships

8

Efficiency  
up

Risk  
down





# Supply Chain

1

- Goods flows from raw materials to the end product

2

- Entire value-added chain

3

- Optimised liquidity with regard to working capital

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Cycle  
analyses

International  
freight management

Freight and storage costs

Transport and internal logistics

Make-or-buy analyses

Alternative models

# Supply Chain

1

We have been successful in the following specific projects, among others

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Green Field HRW  
distribution centre

Optimisation  
of  
production  
control

**Transport  
cost  
optimisation**

LEAN  
LOGISTICS

Restructuring  
service repair  
**After-sales  
service centre**

**Sales and Operations  
Planning (S&OP)**

Freight  
tendering

Inventory planning  
and material flow

Optimisation of  
production control

**Working capital  
optimisation**

Stock optimisation

**IMPLEMENTATION OF  
TUGGER TRAINS**

Overall  
organisation  
of work flows





# Process Management

1

## What actually is a process?

2

### Academically speaking ...

3

[... A process is defined as the entirety of interdependent and linked procedures within a system. Through processes, materials, energy or also information are thus transformed into new forms, stored, or else first of all transported ...].

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(Translation of entry in the Gabler Wirtschaftslexikon 2016 ,  
<http://wirtschaftslexikon.gabler.de/Archiv/12416/prozess-v12.html>)

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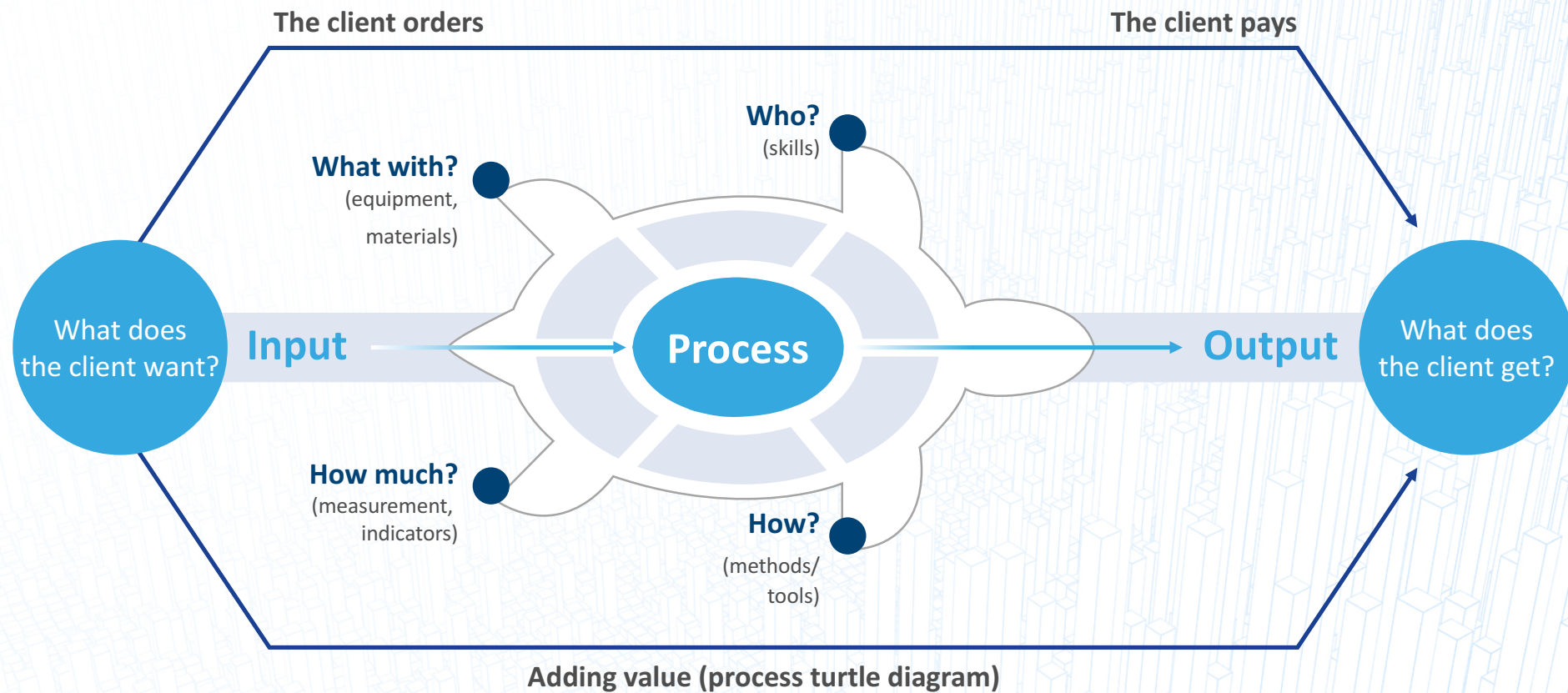
### For us ...

... a process is a repeating sequence of activities that is defined by the company and should always be for the purpose of adding or enhancing value. In practice, these sequences do not always add value. We very frequently find, in practice, processes established solely within a mindset of justification that are, therefore, value-destroying.



"Process efficiency to enable growth and to increase profits"

# Process Management





# Process Management

1

## Methodology: Process optimisation

2

### Company

3

1 | Organisational analysis

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2 | Cost analysis

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3 | Vertical process optimisation

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4 | Horizontal process optimisation

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Involvement of staff –  
use of proven and tested methodological procedures and know-how

## Schematic diagram

### Variable project focus

#### Structural efficiency

- Span of control
- Process conformity

- Functional overview
- ...

#### Task efficiency

- Task location
- Task duplication

- Organisational benchmarking
- ...

#### Process efficiency

- Resources per output
- Interface problems

- Process KPIs
- ...

Processes



# Process Management

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## SAP... Customise your success – Application Management and Support

We provide SAP process support, based on many years of experience, in the following modules:

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In doing so we focus on **long-term user support**. We empower your key users and generate multipliers in your company. We possess **in-depth specialist knowledge** in the above-mentioned modules. Each project is viewed objectively - we never try to adapt technologies to processes. Instead, we **analyse** your **processes in detail**. Only then are we able to advise you about the appropriate SAP

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implementation that will help you to **reduce costs**, provide you with **easier access to data** and make it possible for you to **respond more rapidly to changes** in the market. The automation of work processes will give you **more control** and **enable you to reduce the error rate**. We take care of the practical aspects and for the programming - ABAP - we work together with specialists in partner projects.





# Interim Management

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## What you should know ...

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### Databases

- We are not mass processors of CVs
- You can't register with us because we work on the basis of recommendations
- For our portfolio we have selected a few CVs of individuals who are personally known to us and who have references



### Mass Mailings

- We don't send out hundreds of cold e-mails with anonymised profiles
- Database management is not really our thing



### Technical Expertise

- Thanks to our specialisation we can ensure that only real experts are deployed in the SCM and SAP areas
- Your recommendation is our reputation that is why we have a well-founded selection process and reference check

# Interim Management

## 1 The expertise you need, when you need it

2

### Vacancy Bridging

- Specialists are immediately available to help you to overcome a human resource bottleneck
- Effectively no learning curve
- Immediate assumption of responsibility
- No employment contract termination problems once you have a permanent replacement for the vacant post
- Predictable costs

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### Operational Management

- Crisis management
- Restructuring
- Reorganisation
- Recovery
- Generate competitive advantages through temporary deployment of a specialist
- People who make things happen and deliver results
- No permanent build-up of capacity

### Project Work

- Deployed as experienced project managers
- Structured approach for the implementation of your corporate projects
- Specialist know-how for your project work
- Saves your company's own resources

Not only do we come up with the concepts but we can also implement them with the help of experienced interim managers



# Interim Management

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## The crucial added value of implementation consulting ...



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Behind every **success**  
there are people. Individuals  
with experience

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With our experienced  
interim managers  
we ensure that the  
**consulting project success**  
is and remains sustainable

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Whether it's **swiftly bridging**  
**vacancies** or long-term  
reorganisation or  
implementation projects ...  
you can rely on us just the same



Current resource  
bottlenecks in operational  
or project-related management  
**will be efficiently**  
**and quickly unblocked**

# Interim Management

## 1 Responsibility ... interim managers for your supply chain

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# Interim Management

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## The costs – it's worth making a comparison ... Interim versus permanent contract

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- Permanent staff have to be paid when they are on holiday and on sick leave, too
- Likewise, you won't have incur the costs of:
  - Special payments (Christmas bonus)
  - Bonuses
  - Company cars
  - Fees for HR consultants
  - Work equipment
  - Expenses for pension provisions and social security cover
- No severance costs

- Our interim managers are only paid for actual working days
- There are no overheads, or administration and training costs with our interim managers

Predictable costs and a fixed budget provide assurance

# Clients

1

Here is a selection of our clients - well-known personal references from the automotive, mechanical engineering and electrical engineering/high tech sectors

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# Thank you

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