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SOLENUM

■ MANAGEMENT CONSULTING ■

*reliable. flexible. independent.*

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## Company Profile

# Soleum – Creating value for our clients

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Soleum Management Consulting has been founded in autumn 2003 by experienced consultants. All Soleum team members have several years of consulting experience with major consulting firms (e. g. KPMG Consulting, BearingPoint, Deloitte Consulting). It is our mission to satisfy our clients needs by delivering outstanding consulting services on an international level.

We focus on industry clients and we also conducted projects in retail and banking. Within the industry we have extended experience with the automotive industry (manufacturer, suppliers and importers), the mechanical engineering and plant construction industry, consumer goods and chemicals industry.

<p>Highly qualified project teams with full scalability <input checked="" type="checkbox"/></p>	<ul style="list-style-type: none"><li>➤ Soleum delivers high quality and sustainable services with experienced consultants</li><li>➤ We provide you with high performing project teams of any size by using our fully developed network</li></ul>
<p>Solid Methodology and profound know how <input checked="" type="checkbox"/></p>	<p>Our Consultants have</p> <ul style="list-style-type: none"><li>➤ working experience with international top five consulting firms or appropriate industry expertise</li><li>➤ long term project experience within the Soleum focus industries</li></ul>
<p>First class references <input checked="" type="checkbox"/></p>	<p>First class references resulting from successful client project, e.g.</p> <ul style="list-style-type: none"><li>➤ Henkel KGaA</li><li>➤ Linde AG</li><li>➤ KION Group GmbH</li><li>➤ Citibank Privatkunden AG und Co. KGaA</li></ul>

# Solum – Mission Statement

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**We provide our clients with sustainable consulting services for complex assignments. Starting with your vision, idea or definition of assignment we create an individual project approach and accompany the implementation until you have achieved all required results – of course on time and in budget.**

*reliable.*

**The satisfaction of our clients is based on the reliability of our consultants and services. You can always rely on our performance.**

*flexible.*

**Change is the only constant factor in our lives. We act and react immediately on changing conditions in order to adapt our project approach accordingly.**

*independent.*

**We are an absolutely independent consultancy. Our performance is sovereign, our consultants are experienced.**

# Solum – Main Consulting Areas

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In Management Consulting we focus on the following areas.

**Assess and Design.**  
Strategic and conceptual consulting

**Lead to Succeed.**  
Management of complex business environments

**Change IT.**  
Migrate your IT to the next level

# Solenum – Assess and Design

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One of the main consulting areas of Solenum is the strategic and conceptual consulting. Assess and Design is our successful methodology to define new ideas and strategies together with our clients. During the implementation we stay with our clients until all required results have been achieved.

**Assess and Design.**  
Strategic and conceptual consulting

- **Strategy Consulting**
- **Process analysis, optimization and design**
- **Development and implementation of concepts**
- **Strategic planning and budgeting**
- **Quick Review**

# Solum – Lead to Succeed

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Leadership is a core management role. It is one of the most important functions of a company. But it is difficult to have always the right resources for leadership at hand. We remove your managerial bottle-necks with our professional management of projects and programs. In addition we can provide interim management on your demand.

You have concerns regarding your ongoing projects? We will conduct quick and comprehensive one time Project Reviews or ongoing Project Audits.

„They make things happen“ is our clients experience. – We take care that your project targets will all be achieved.

## **Lead to Succeed.**

Management of complex business environments

➤ **Project and Program Management**

➤ **Project Reviews / Project Audits**

➤ **Interim Management**

➤ **Change Management**

# Solum – Change IT

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„Change is the only constant factor in our lives.“

This applies especially for the information technology (IT). Without continuous improvement of the IT landscape in your company it is impossible to answer the market needs for changes in your processes, methods and products.

Part of our all embracing consulting approach is to realize new strategies, concepts and processes by implementing the necessary IT changes. We stay at your side until the required results have been achieved. Please evaluate our performance on this.

## **Change IT.**

Migrate your IT to the next level

- **IT-Assessment / IT-Strategy / IT-Governance**
- **Selection of integrated packaged software**
- **Development and implementation of IT concepts**
- **Coaching and management of IT implementations**
- **IT implementation (individual and standard software)**
- **Displacement of IT systems**

# Solum – Selected references of our consultants

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## Assess and Design.

Strategic and conceptual consulting

- To-be design of new and global supply chain processes for the parts division of an automotive manufacturer (material planning, order processing, warehouse und invoicing)
- Merger & Acquisition consulting for a logistics group

## Lead to Succeed.

Management of complex business environments

- Project management for the carve out of an international branch with 16,000 employees. Project realization within four weeks.
- Post merger integration: Planning of the migration phase for the carve out of a bank from an international financial services group and integration into the buying group.

## Change IT.

Migrate your IT to the next level

- Change Management: Conceptual support for a SAP retail implementation. Project size > 800 man-years.
- Worldwide IT-Assessment for an automotive manufacturer and its divisions

**Benefit from our experience in various business areas:**

R & D | Procurement | Production | Logistics | IT | Distribution | Finance & Accounting | Controlling



# Consulting in the future – Consulting Networks (1/2)

One main trend in international consulting is the use of consulting networks. Instead of hiring one „Big Player“ clients tend to use specialized consultancies that deliver optimal client value by choosing the right specialists for each project role out of their developed network.

## *Clients advantages of the Solenum network:*

- ☺ lower fees  
(Overhead of „Big Players“ is obsolete)
- ☺ the best specialist for each project role
- ☺ smaller project teams through more experienced consultants
- ☺ homogeneous project teams consisting of the best available experts under one leader



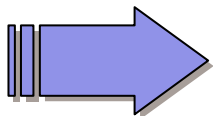
## *Clients disadvantages of the „Big Player“:*

The „Big Player“ has to calculate his elaborate overhead into his fees. He has to blend the project team with younger, less experienced consultants from his pay roll.

This means:

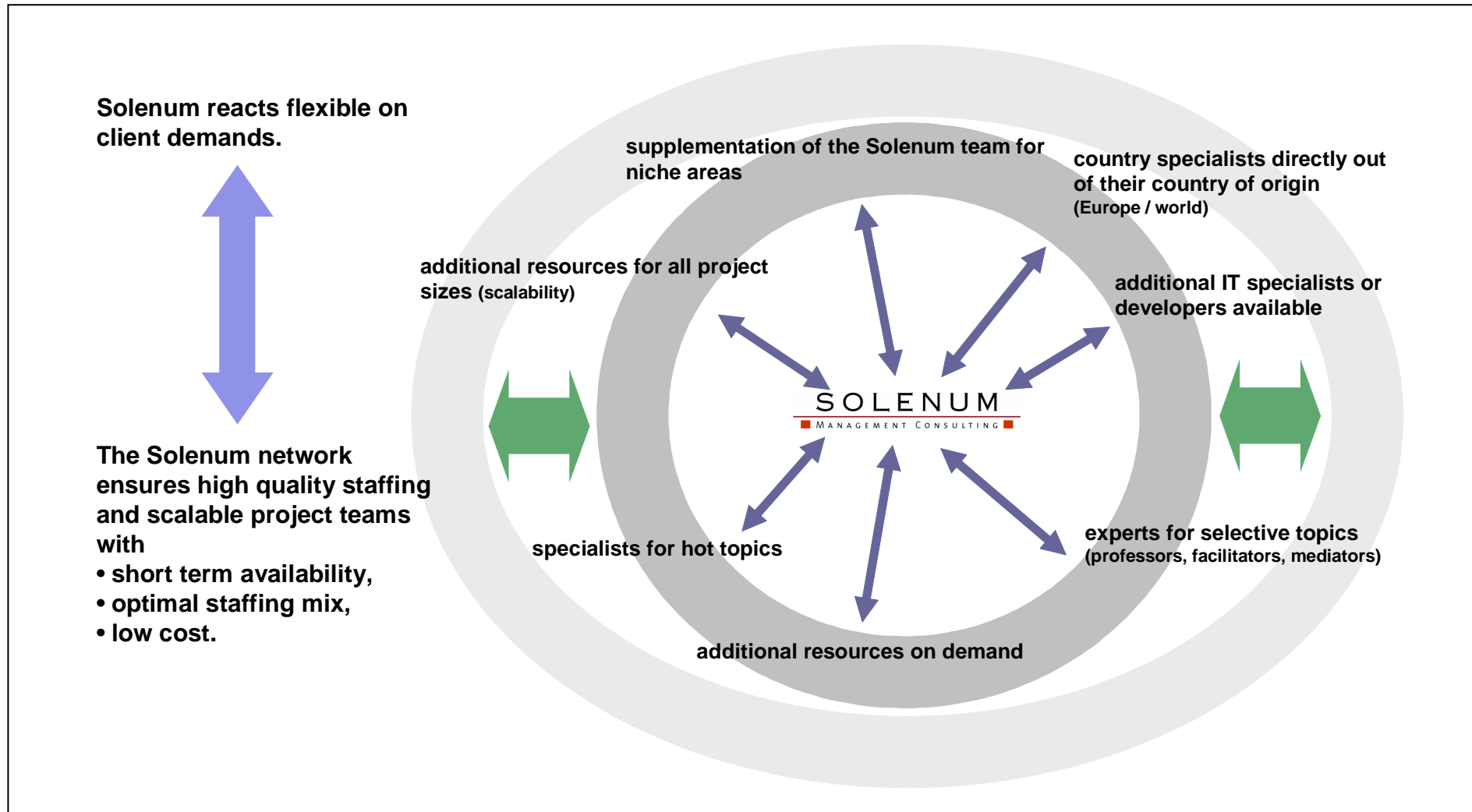
- ☹ unavoidable mixed project team  
(high and low performers)
- ☹ lower project quality
- ☹ higher project risk
- ☹ lower productivity
- ☹ higher fees (Overhead)

= in total higher project costs



Consulting networks achieve higher quality with lower fees. This results in a higher consulting efficiency for the client. Solenum uses this trend actively to guarantee low cost and top quality projects for its clients.

# Consulting in the future – Consulting Networks (2/2)



# Author

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