

Optimal organization – maximal performance.

How the performance of your procurement department can be measurably increased –
a consulting offer from HÖVELER HOLZMANN CONSULTING.



Smart Procurement Organization[®]

What's this all about? Specialization of staff in procurement:

Maximum savings in the shortest amount of time – that is at the heart of our smart procurement organization concept. We want to improve the assignment and allocation of the workforce in your procurement department on a sustainable basis. Which procurement tasks can be bundled intelligently and who is responsible for the resulting work packages?

Our goal is to selectively assign each employee according to his or her strengths. Each position should be staffed by a competent specialist.

What approach do we take? We take a four step approach to build up the smart procurement organization:

- 1 Recording of actual situation in procurement
- 2 Optimizing the procurement structure (organizational structure)
- 3 Optimizing the procurement processes (process organization)
- 4 Implementing the new procurement organization

How do you benefit from the smart procurement organization?

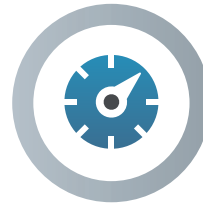
The implementation of the smart procurement organization has a three-fold positive effect: You'll **boost your profits** because work processes become faster and quality of the service improves. The higher quality of services results from the fact that tasks are standardized – the procurement department can work far more effectively. This gives you **more assurance** that processes are carried out efficiently. And, not least, the procurement department also benefits from a **greater reputation** with specialist departments, board of directors/top management, and suppliers because the procurement department plays a bigger part in the company's success.

Quality just like that of TOP consultancies at half the price.

– Dr. Matthias Schubert, CEO of EUROMASTER GmbH

We are experts for optimal procurement organization:

Your procurement department's performance is a key factor for business success. To achieve a significant increase, we optimize the steering tasks (procurement objectives/strategies), core tasks (strategic sourcing process, tactical/operational procurement, supplier/risk management) and support tasks (procurement controlling, methodological development, IT support) of your procurement department.



Steering tasks

What's this all about? Together with you, we define procurement objectives and strategies which serve as orientation for all further decisions.

What approach do we take? A strengths and weaknesses analysis forms the basis for new procurement objectives and strategies, which we put into actual practice with the help of a comprehensive catalog of action plans.

How do you benefit from further development of the control tasks?

Increase in profit: You concentrate on the „right“ savings because the procurement department is working in line with the strategy, and contributing to the fulfillment of defined objectives.

Security: You have the assurance of always setting the right focus, and you can demonstrate to the top management and specialist departments at any time that the procurement department is working in accordance with the corporate strategy.

Reputation: You enhance the reputation of your procurement department because it works in a 100% goal-oriented way and delivers a major contribution to the targeted company success.

Optimization quantitative **Analysis** Goals **Benchmark** Strategy
Professionalization **smart** Savings Potentials Supplier



Core tasks

What's this all about? Main focus is on optimal conditions for direct/indirect material groups, services, and capital goods as well as on the build-up of alternative suppliers. We also enhance the efficiency of your procurement department by optimizing the processes.

What approach do we take? All relevant procurement processes (strategic sourcing process, tactical/operational procurement and supplier management) are the main focus of our optimization – from selection and management of suppliers, to ordering, straight through to logistics and payment.

How do you benefit from further development of the core tasks?

More profit: You achieve higher savings and boost your procurement department's productivity at the same time thanks to more efficient, leaner processes. Another savings factor consists of the predefined ordering channels. This reduces the Maverick buying quota and ensures that contracts with the suppliers are actually realized.

More security – and that in a threefold way: You know you're paying prices in line with the market because all savings potential has been fully tapped. Furthermore, you minimize the supply risk by broadening your pool of suppliers. And last but not least, you're on the safe side in the matter of auditing regulations because the new processes are designed in conformance with auditing in consultation with all parties involved.



A small selection of our clients:

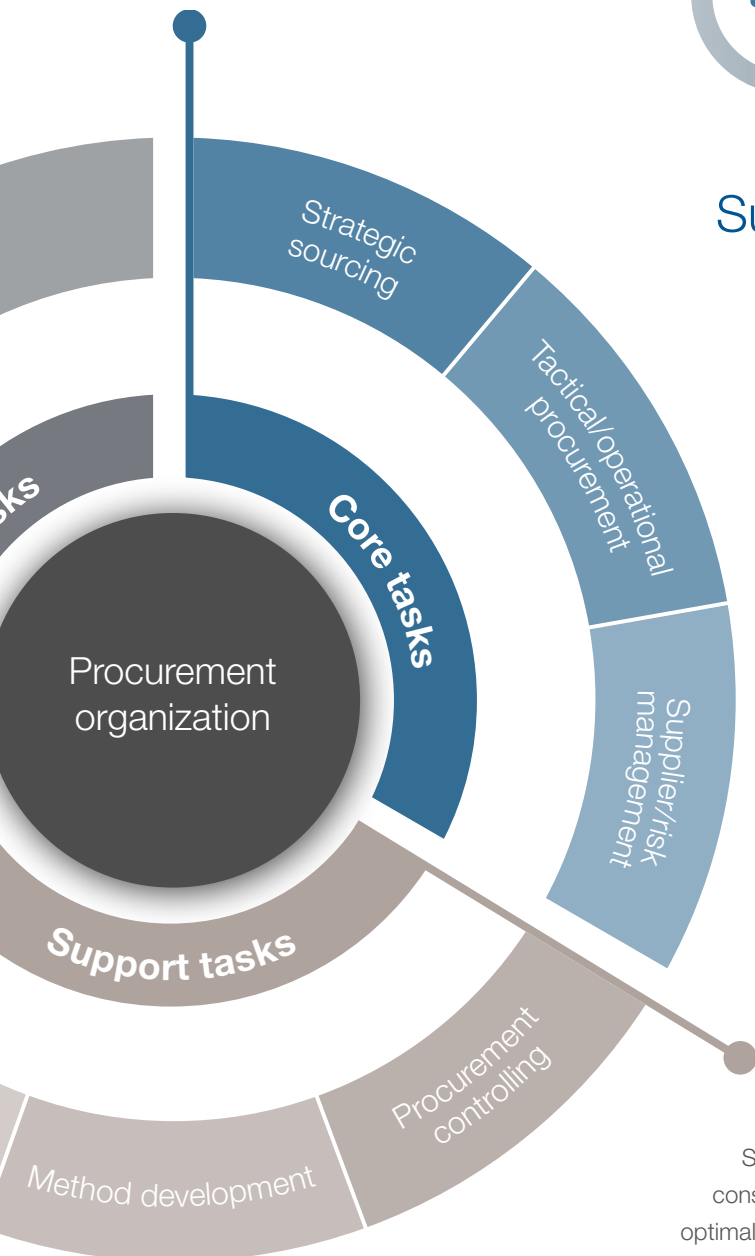


Deutsche Post DHL

ERGO



LANXESS
Energizing Chemistry



Support tasks

What's this all about? The goal is to support and strengthen the core tasks. Our tried and proven tools for this purpose: procurement controlling, methodological development and IT support.

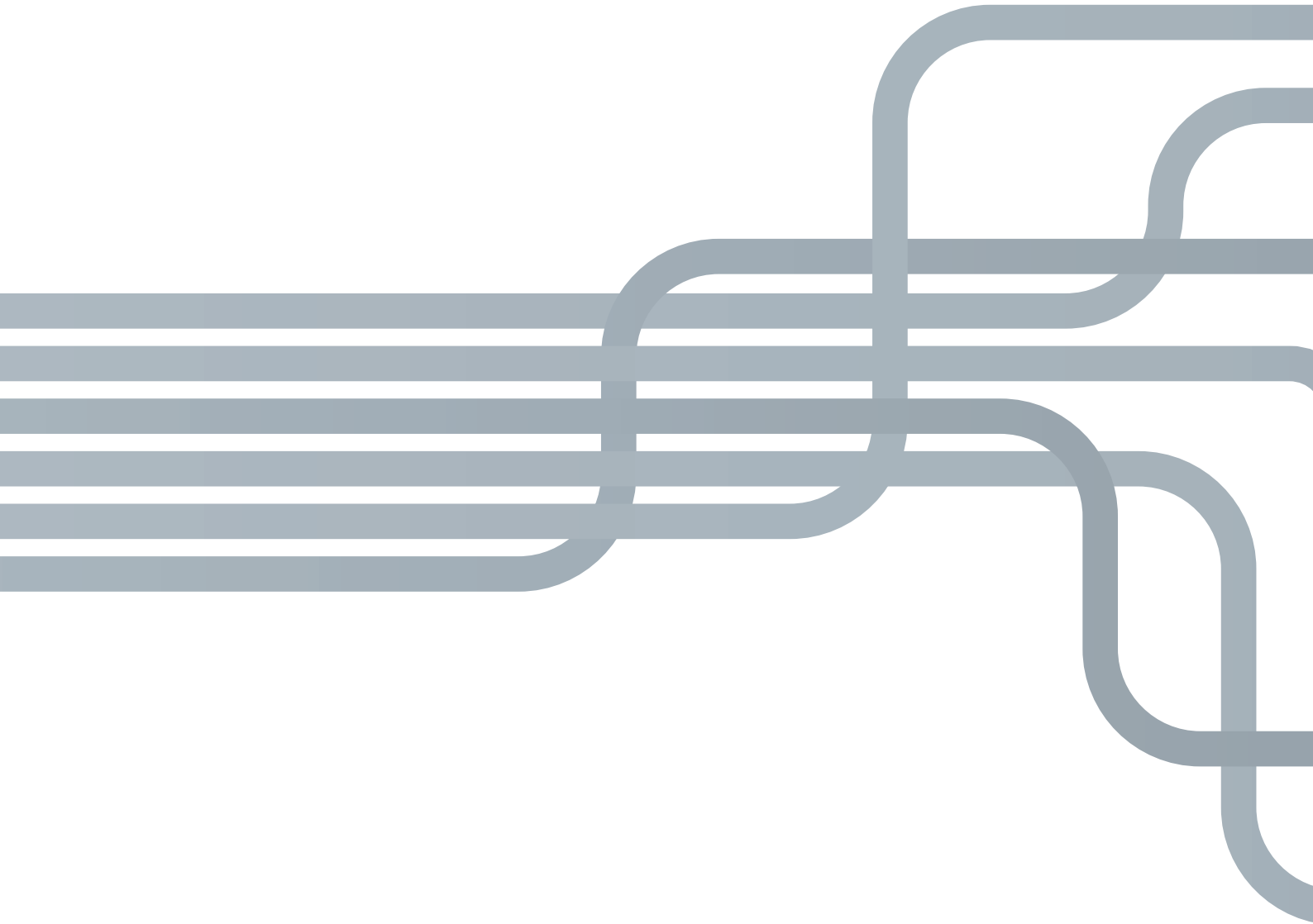
What approach do we take? We design measures to improve procurement controlling, pinpoint need for optimization for procurement methods and identify where your IT systems must function better.

How do you benefit from further development of the support tasks?

More profit: Better quality of work is positively reflected in the savings; additional potential lies in the optimized information available. And last but not least, more efficient systems are what make processes leaner and more sustainable. Here, for example, e-procurement systems can reduce ordering costs tremendously.

A double benefit in terms of security: Firstly, the procurement performance and especially the P&L contribution can be measured and controlled – an important control for the board of directors and top management. At the same time, as the head of procurement, you have the procurement department seamlessly under control with the help of a reliable database.

Secondly, the procurement department's level of performance is constantly high and decisions can be taken with confidence thanks to the optimal data. The procurement department's reputation grows because its contribution to the business success is comprehensible through controlling.



HÖVELER HOLZMANN CONSULTING GmbH

Schanzenstraße 20 A

40549 Düsseldorf

Tel.: +49 211-563875-0

Fax: +49 211-563875-69

Mail: info@hoeveler-holzmann.com

Web: www.hoeveler-holzmann.com