

Optimal procurement conditions for your company.

We quantify and realize your savings potential.

We are experts for optimal procurement conditions:

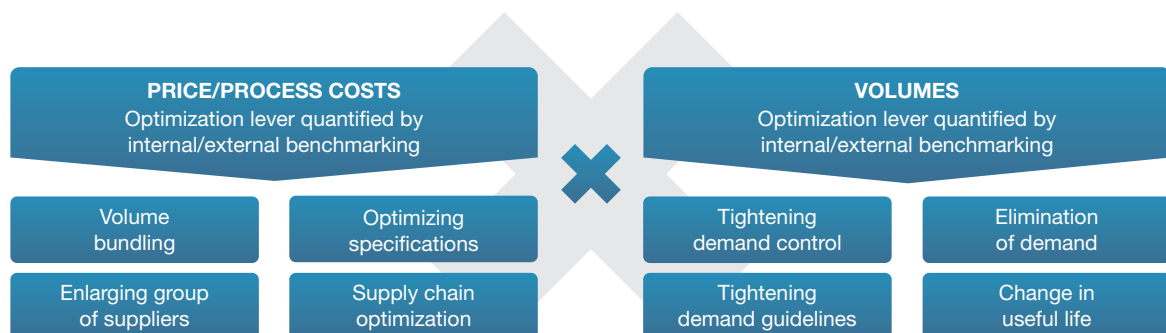
Our goal is to tangibly improve your procurement. For this purpose, we provide you with optimal support in all three phases of optimizing procurement conditions – starting with the analysis, on to implementation, and straight through to securing success. What's important for us: optimization should be measurable and sustainable.



Potential analysis

What's this all about? Core focus of the potential analysis is on answering the following question: How high is the savings potential and how can it be realized?

What approach do we take? We proceed in two steps to pinpoint savings potential in your procurement. In the first step, we analyze your procurement volume, conduct interviews with your procurement staff and identify possible approaches for the following savings lever:



In step two, we quantify this saving levers by collecting benchmarks with alternative suppliers for representative articles. We then extrapolate the savings potential determined for each commodity group to all articles and work out a concrete action plan to realize the savings potential.

How do you benefit from the potential analysis? The potential analysis gives you the assurance of addressing the optimization of procurement the right way: You get certainty about which savings are to be realized in the foreseeable future by optimizing procurement conditions and how these can be implemented.

1

Potential analysis

2

Implementation

3

Securing success

Implementation

What's this all about? We realize the savings potential identified in the potential analysis.

What approach do we take? Depending on the amount of your savings potential and special features of the procurement market, implementation is carried out in three main ways:

- Conducting the strategic sourcing process
- Conducting negotiations
- Carrying out partnership-based cost optimization

How do you benefit from the implementation? You benefit in a twofold way:

- Increase in profits: You achieve significant savings, in turn boosting the company profit.
- Security: You have the assurance of paying in line with the market because all savings levers are pulled. In addition, you minimize the supply risk by building up alternative sources of supply.

Securing success

What's this all about? It's about sustainable results – by sustainably and measurably securing the savings realized.

What approach do we take? We bring in new suppliers, support development of suppliers and ensure compliance with the agreed conditions.

What advantages do you have? More profit – we secure the success of measures implemented. More security – we make sure the suppliers comply with all agreed conditions. Enhanced reputation – because you're esteemed as a reliable partner within and outside of your company.

A small selection of our clients:

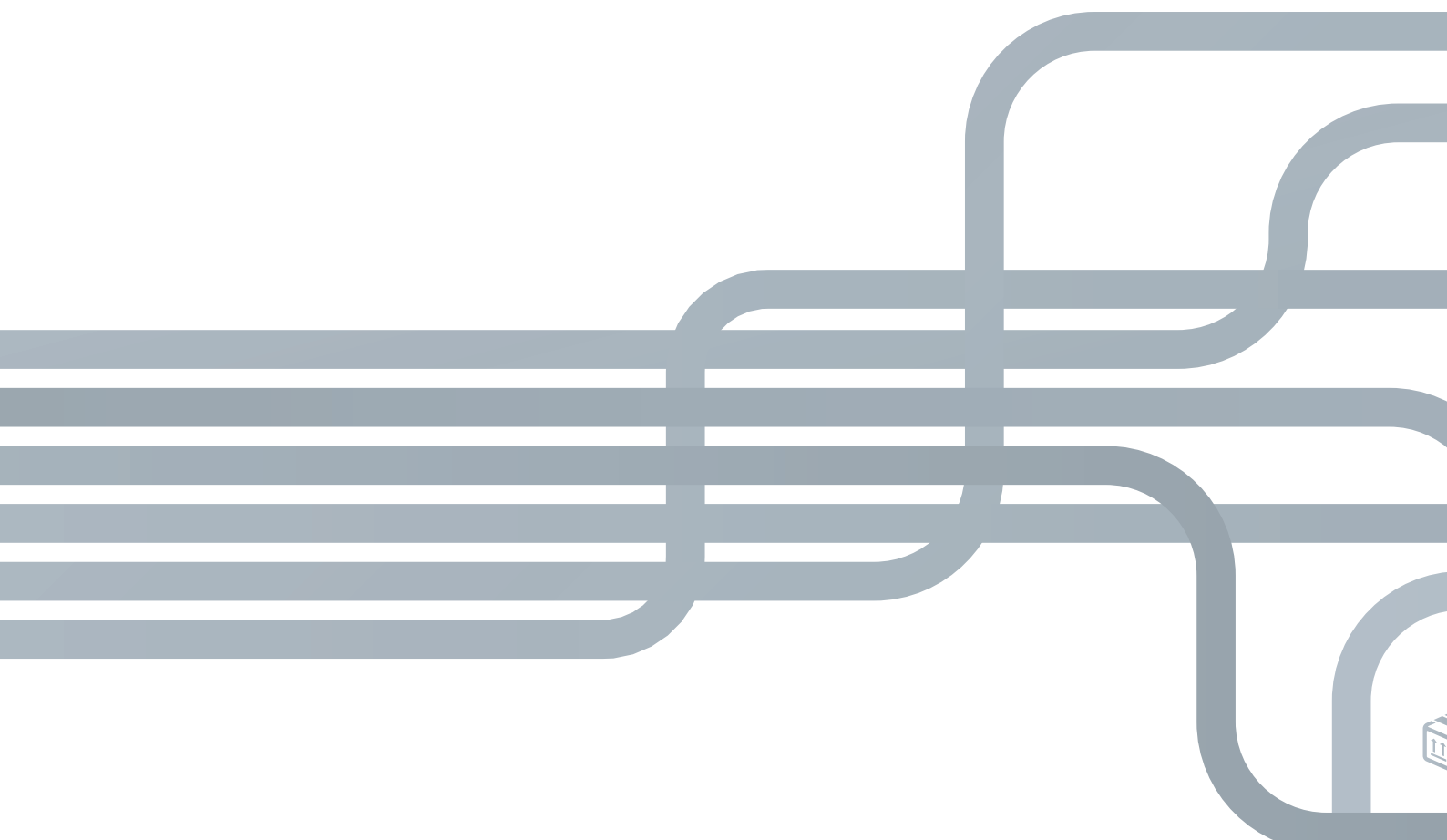
coop

Deutsche Post DHL

ERGO



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