



Method-driven smart procurement optimization

Efficient procurement and supply chain management is the product of myriad factors which must interact with and complement each other. We make sure the structures and processes are right so that you can optimally harness your potentials. We put your savings potential into practice and provide the right structures and processes so that your purchasing department and your supply chain work in an optimal way.

Procurement optimization

“Does the purchasing department fully tap all realizable savings potential? Are we pursuing the right procurement strategy? Which key figures should we use to control our purchasing department?”

These and similar questions concern decision-makers in companies when they think about the issue of procurement optimization. In the process, HÖVELER HOLZMANN CONSULTING helps you ask the right questions regarding optimization of procurement, and to systematically implement the optimization potential identified.

» Enhancement of procurement conditions

For this purpose, we support you optimally in all three phases of optimizing procurement conditions:

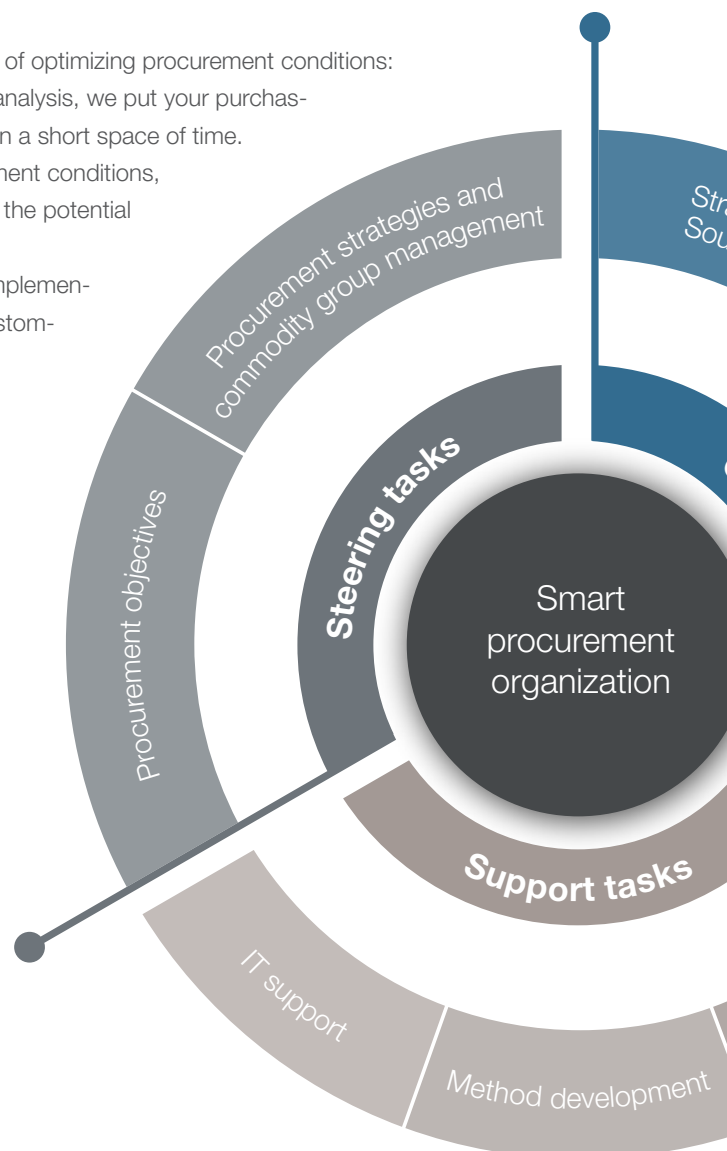
- 1. Potential analysis:** Within the framework of the potential analysis, we put your purchasing department to the test and quantify savings potential within a short space of time.
- 2. Implementation:** During this phase of optimizing procurement conditions, we support you in realizing the savings potential pinpointed in the potential analysis.
- 3. Securing success:** securing of success starts following implementation, ensuring that savings and results achieved with our customers are implemented on a sustainable basis.

» Further developing of the procurement department

How can your procurement department's performance be measurably increased in comparison with best practices?

For this purpose, we thoroughly examine your procurement department in three main ways:

- 1. Control tasks:** Together with you, we define procurement objectives and strategies which serve as orientation for all further decisions.
- 2. Core tasks:** Our goal is to optimize all processes in procurement (strategic sourcing process, tactical/operational procurement process, supplier management) – from the selection and management of suppliers, to ordering, right through to logistics and payment.
- 3. Support tasks:** Be it procurement controlling, methodology development, or IT support – all these measures have a stabilizing and strengthening function with a view to the core tasks.



Some of our clients

BOSS
HUGO BOSS

B|BRAUN
SHARING EXPERTISE

coop

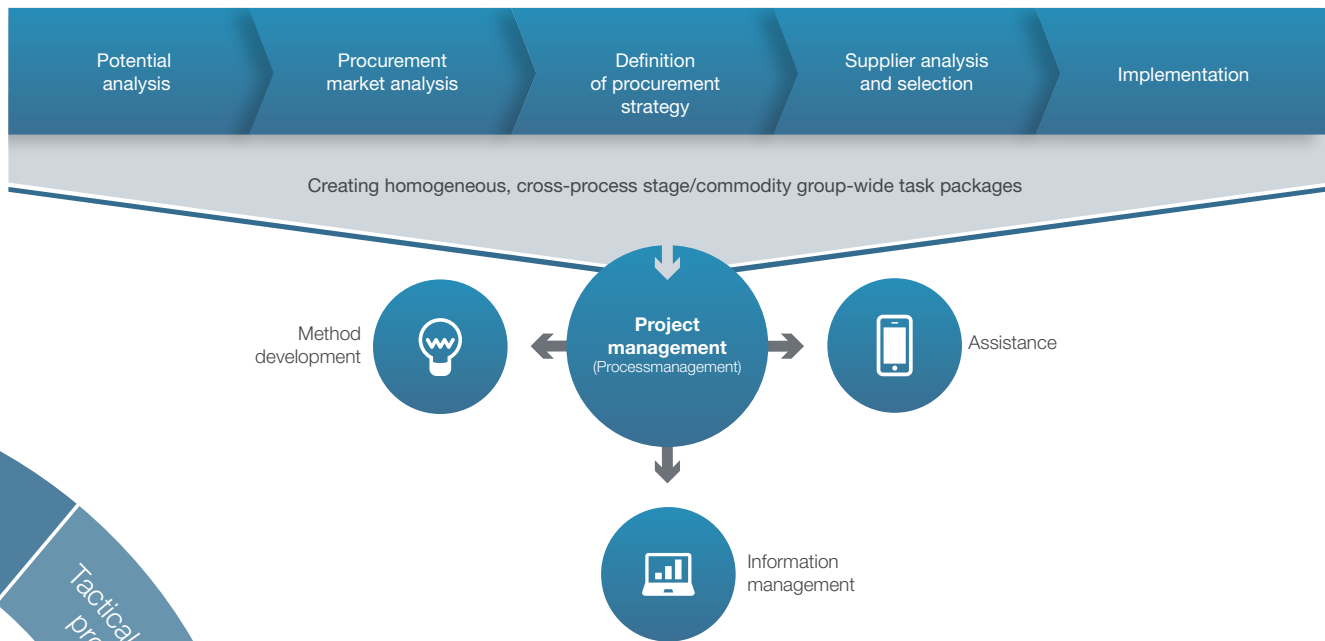
Deutsche Post DHL

DOUGLAS  HOLDING

ERGO



Smart Procurement Organization[®]



» Smart procurement organization – Specialization of staff in procurement

Maximum savings in the shortest possible time – this is what our smart procurement optimization concept is all about. We want to enhance the assignment and allocation of the workforce in your purchasing department in the long term. Which procurement tasks can be bundled intelligently and who supervises the new work packages which were created in this way?

Our aim is to specifically assign each single employee to a job in line with his/her strengths. Each position should be taken over by a competent specialist. This speeds up work processes and improves the quality of procurement services.

Supply Chain Management

Collaborating closely with you, we set the direction for the individual alignment of your supply chain. We support you in a target-oriented way in the search for optimization potential and we consistently implement this together with you – on a measurable and sustainable basis.

- **Supply Chain Configuration:** We help you critically question structures and processes already in place, optimize production and inventory sites, and gear your supply chain towards your company's requirements so that you can find and implement the right mix of flexibility and cost efficiency.
- **Supply Chain Organization:** We help you optimally shape the operational and organizational structures of your supply chain and integrate them into your company in order to fully tap performance potential in the best possible way. For this purpose, we develop tailor-made organizational solutions which meet your specific requirements with regard to formalization, centralization and hierarchy.
- **Sales & Operations Planning (S&OP):**
The goal of sales & operations planning is to develop coherent and stable plans with high forecasting quality which are in line with the corporate and financial planning. For this purpose, we assist you in preparing and optimizing the corresponding processes and their support by applying high-performance IT solutions.



• **Inventory Management:** We support you in reducing prices and improving conditions with our professional and structured tenders. Fierce competition in the market for logistics services offers an ideal prerequisite to optimize costs for transportation and logistics.

• **Inbound & Outbound Logistics:** One main issue in this connection is “make-or-buy”: in many cases, efficiency reserves can be tapped through outsourcing. We support you with our professional and structured tenders in identifying the right service providers and in improving the conditions. Intense competition in the market for logistics services offers the ideal prerequisites for this.

• **Production Planning & Scheduling:** We help you improve the quality of production planning. Decisions in this area are often taken in companies based on a gut feeling. In this connection, production planning is one of the key drivers behind effectiveness and efficiency of production processes. With a reliable and comprehensive data basis, numerous objectives can be achieved such as short throughput times, high delivery reliability and low total costs to the greatest extent possible.

• **Human Resources:** We help you define data, information and the systems required in order to support all processes which are relevant for the supply chain in the best possible way.

• **Supply Chain Reporting & IT:** In many companies, the necessary integrated data framework to transparently record the supply chain's performance is missing. We support you with continuous monitoring of the entire supply chain to thus create the basis for optimizing your procurement, production and distribution processes.

Strategic Level

Tactical Level

Outbound
Logistics

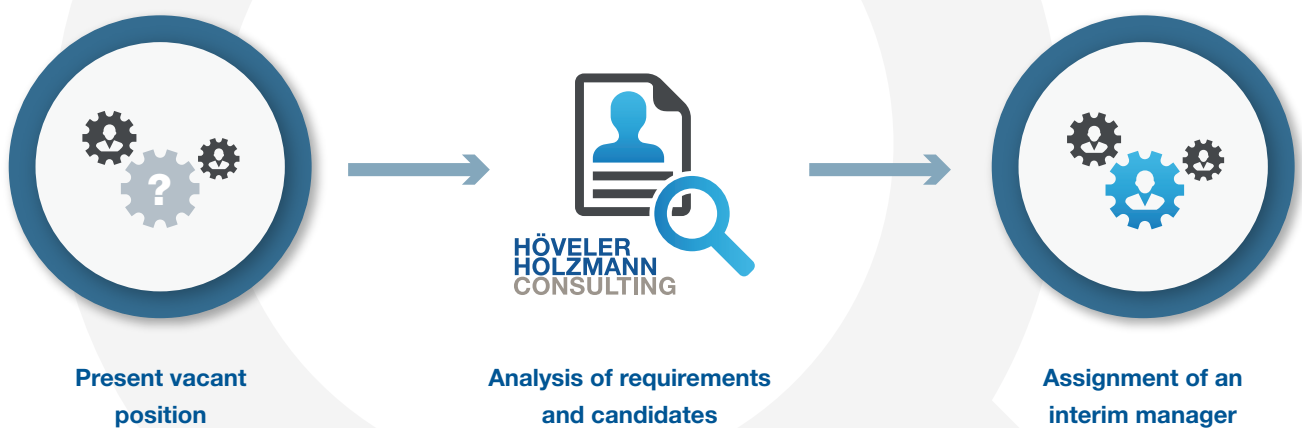
Operational Level

Skills Level

Customer Integration

Interim-Management

If you have vacant positions to be temporarily staffed in procurement and supply chain management, then you have come to the right place with HÖVELER HOLZMANN CONSULTING: whether for the temporary staffing of leadership positions, for bridging succession problems or for establishing new departments like, for example, strategic procurement.



“The smart spender project with HÖVELER HOLZMANN CONSULTING is the most successful coop project of all times in the procurement and production sector.”

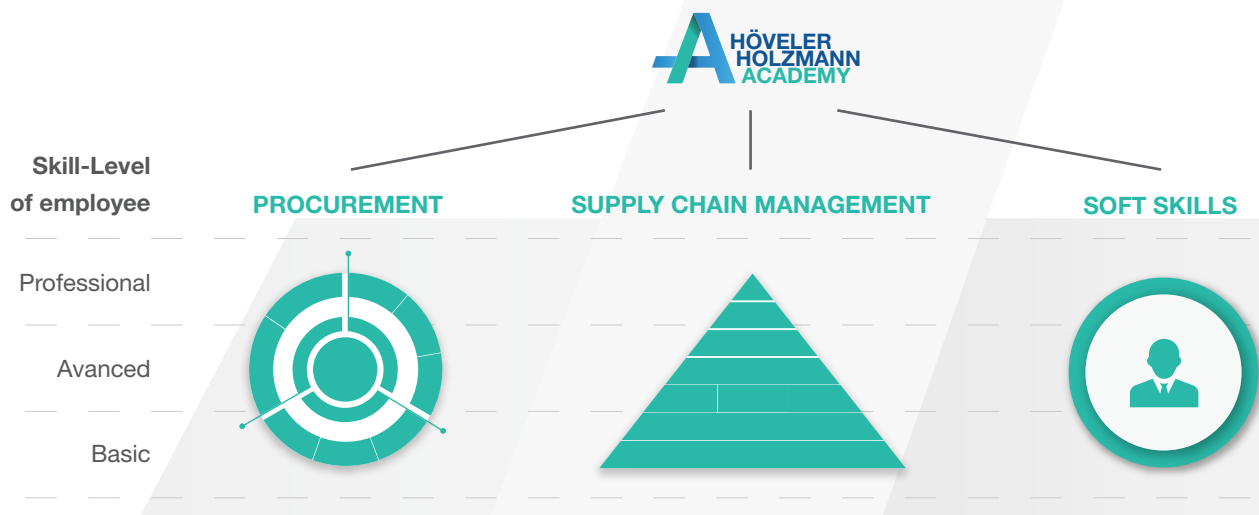
Leo Ebnetter, Member of Coop Management



The Höveler Holzmann Training Academy is a training and education program for beginners, advanced learners and experts from the procurement and supply chain management sector.

Alongside control, core and support tasks of procurement, our Training Academy's offer also covers all tiers of the supply chain pyramid – from supply chain configuration, to working capital management through to supply chain controlling. This ensures that employees are qualified in all relevant procurement and supply chain management tasks.

In addition, our Academy offers a broad spectrum of soft skills training courses for staff and managers in procurement and supply chain management.



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