

adding more Value to your business

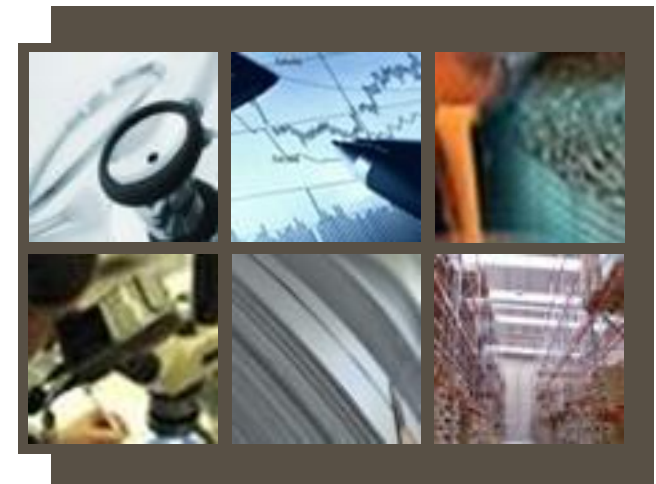
Company information



**admoVa Consulting GmbH
Am Mittelpfad 12**

**65520 Bad Camberg
Germany**

www.admova.com



Bad Camberg, 2016

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Our company admoVa Consulting

admoVa – adding more value

- ➔ **admoVa Consulting is an independent consulting company focusing on production and logistics. We offer our clients a field-tested support and consulting approach, which has successfully been implemented in many projects in industry and production related services.**

- ➔ **Facts**

- Founding year 2001
- Independent consulting company
- Head offices in in Bad Camberg and Ratingen

- ➔ **Partner**

- Dr. Jens Kaeseler, director
- Dr. Christoph Wunn, director
- Dr. Thorsten Böcker
- Dr. Markus Dittrich
- Dr. Jens Rittscher

- ➔ www.admova.com



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Our competences and experiences

admoVa Consulting - a strong partner

➔ The consultants of admoVa Consulting have extensive experiences of developing and implementing customized solutions. This includes, among others:

- **Project experience** from over 250 projects in different value creation stages.
- Awards confirm the **success** of consistent consultancy from strategy, over concept development, up to detailed planning and realization.
- Participation and qualification of employees and clients creates the basis for **long-lasting implementation**.
- **Benchmarks and market studies** in co-operation with well-known research institutes ensure state-of-the-art performance.
- Participation in the **top-level research** enables the early transfer of new developments and innovation into praxis.



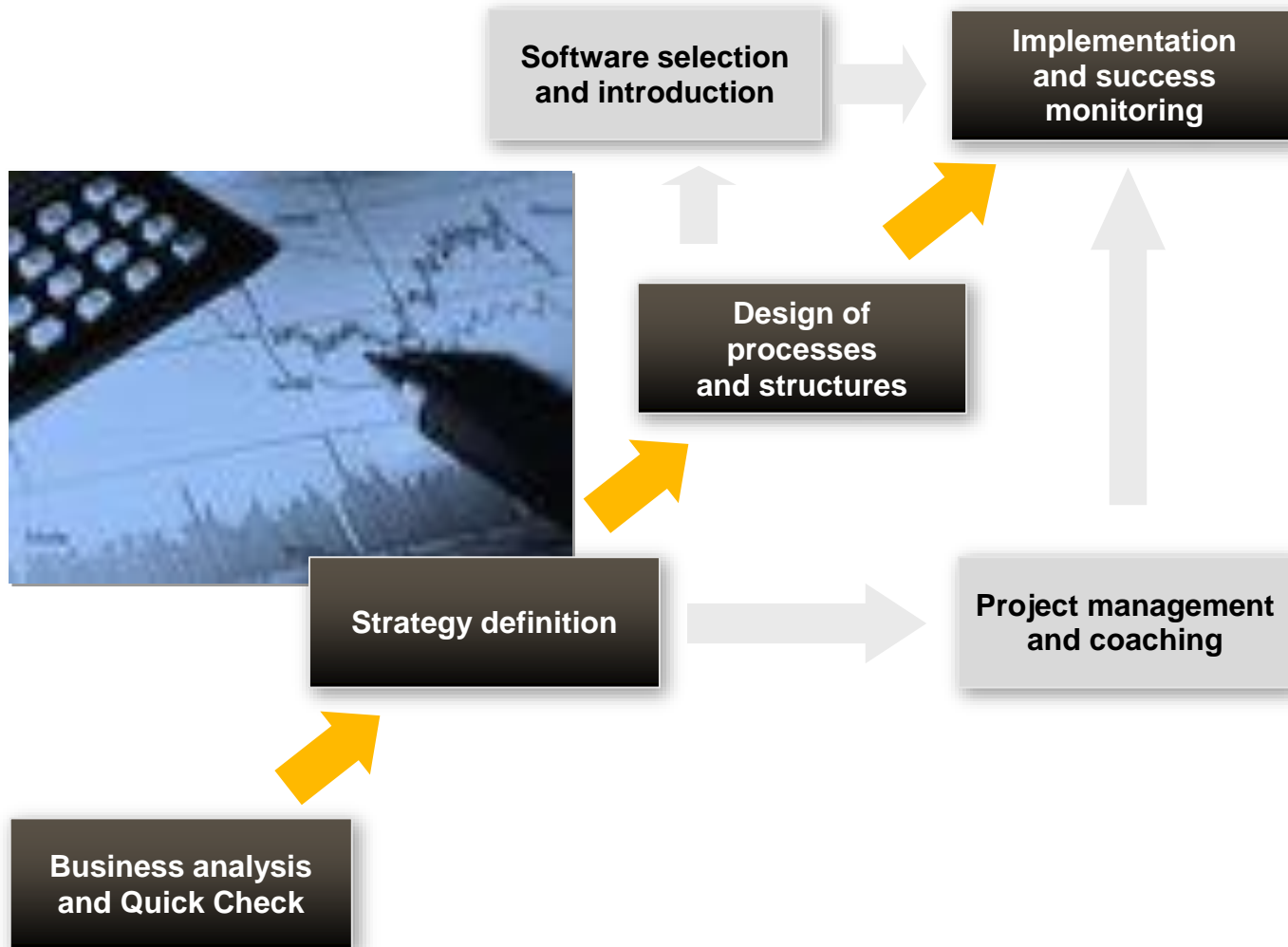
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From concept until implementation

We support you during the creation of your value- added processes;-structures and -systems



Our services at a glance

Five elements of redesigning the value chain

strategy

The right strategy regarding differentiation to competitors forms the base to sustainably ensure a company's position.

structures

The adequate design of the value chain regarding costs and service from supplier to customer, determines a company's profitability.

processes

The demand oriented planning and control of the value chain and the focused use of information and communication technology, forms the base for the operational execution.

management

Only the implementation and practicing show the success of the designed strategy, structure solutions and process improvements. They have to be borne and encouraged by the management.

training

The success of your company essentially depends on the knowledge and the methodical competences of your employees.

The company that knows the critical success factors and specific processes of its customers, that also understands the characteristics of a business sector (which are only visible at a second glance), can support its customers optimally.

Our services at a glance



Innovative strategies, implemented consistently

Sales and market development

- Product range analysis and consolidation
- Geomarketing and distribution models
- Sales process optimization

Performance Management

- Supply Chain Risk & Performance analysis
- Cost optimization & Benchmarking
- Working Capital Task Force

Logistics and distribution

- Logistics and distribution strategies
- Spare parts management
- Lean in warehouse and distribution

Inventory management

- Inventory analysis
- Inventory optimization
- Inventory controlling

Production management

- Production strategies
- Lean Management
- PPS optimization

Plant structure and factory planning

- Strategy development
- Structural and process design
- Realization and start-up

Purchase and procurement management

- Sourcing strategies & Make or Buy
- Standard procurement strategies
- Procurement controlling

Logistics and material flow planning

- Conceptual design
- Detail planning, tendering/ awarding of contract
- Realization, acceptance and start-up

Information technology

- IT Strategy & Logistics Competitiveness
- Data & Information Quality Management
- IT requirement analysis

Project Management and Coaching

- Interim Management
- Project Management and Coaching
- Individual logistics training courses

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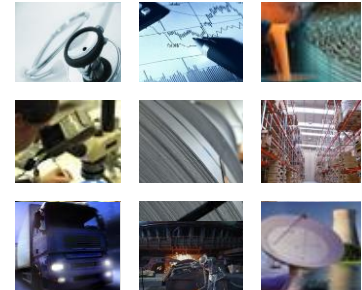
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Our references



Experience creates trust...

- **The company that knows the critical success factors and specific processes of its customers, that also understands the characteristics of a business sector (which are only visible at a second glance), can support its customers to develop practical solutions.**
- **Our special focus lies on the following sectors:**
 - **Consumer goods industry**
 - **Steel industry and steel trade**
 - **Automotive supply industry**
 - **Medical technology/ Pharmaceuticals**
 - **Machine & plant engineering and construction**
- **You too can benefit from our comprehensive industry expertise.**
- **Often our customers attach particular importance to confidentiality, in order to secure their gained competitive advantages. We are happy to name you contacts from our projects, after a concrete interest in our services and after coordination with our clients.**



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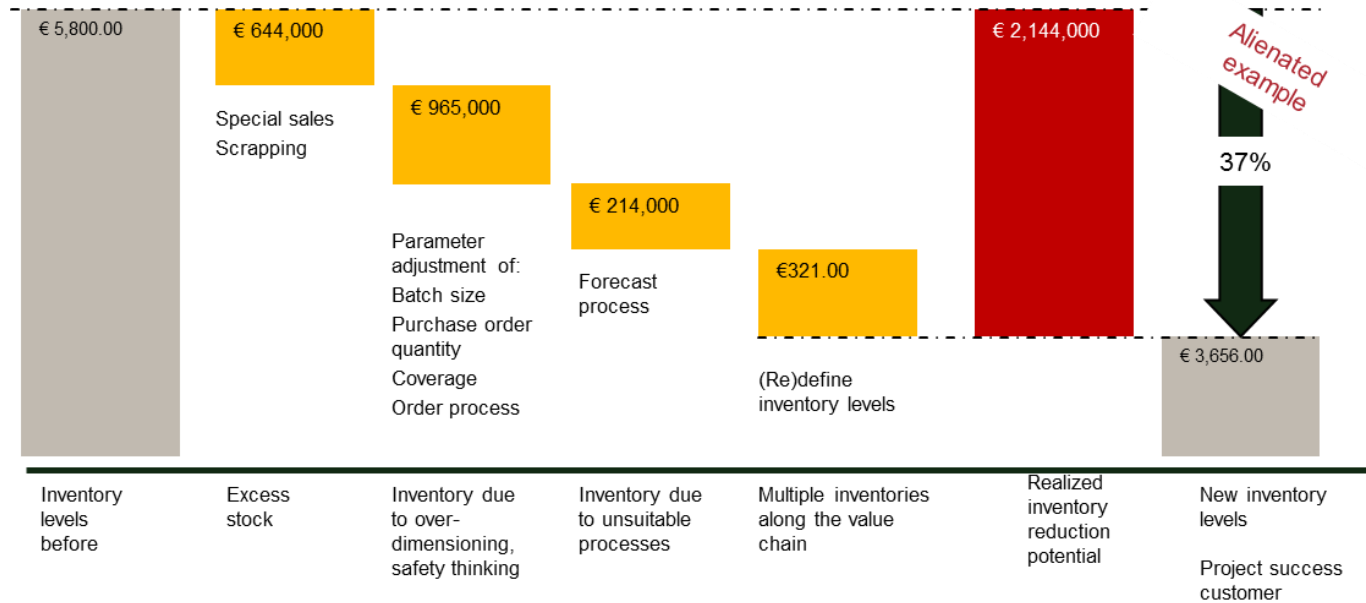
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Successes of our customers- just three examples



Project successes of our customers, e.g. inventory management



- ➔ Figures, data and facts enable an objective evaluation of the current situation.
- ➔ The improvement of disposition parameters and forecasting method led to a drastic decrease in inventory, along an simultaneous security of supply.
- ➔ The implementation led to an understanding among the employees, how to dimension inventory optimally. This builds the basis for a preventive avoidance of future inventory build-up.

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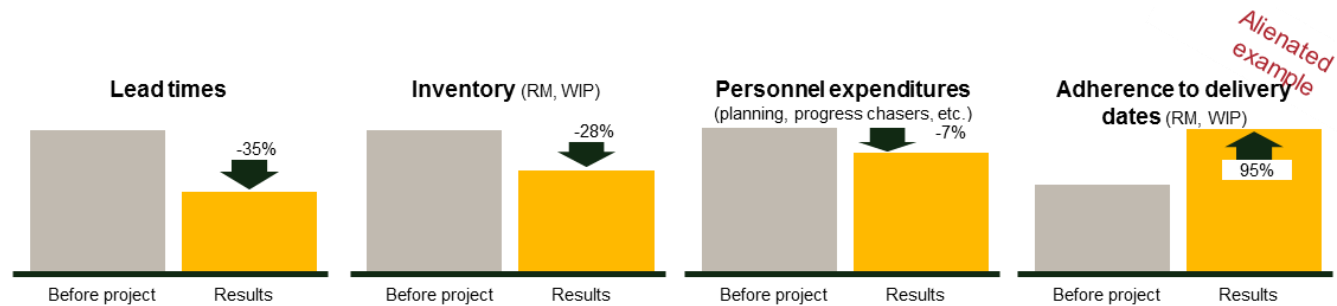
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Successes of our customers- just three examples



Project successes of our customers, e.g. production planning



➔ Task:

- Improvement of the starting material and Work in progress situation while maintaining at least the same service level and same number of staff.

➔ Challenge:

- Complex product structure and difficult market position of the customer.

➔ Methods:

- Value stream analysis of the order processing process
- Reorganization of the planning participants and introduction of an order management

➔ Successes:

- Harmonization of Internal Supply Chain
- Dramatic improvement of lead times and inventories
- Improvement of internal and external adherence to delivery schedules

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Successes of our customers- just three examples

Project successes of our customers, e.g. network planning

➔ Task:

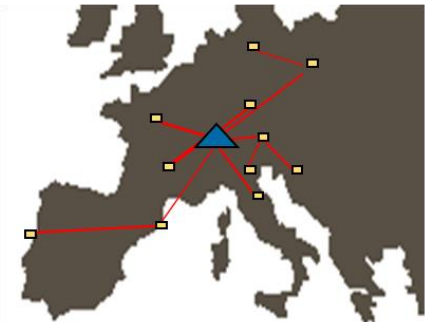
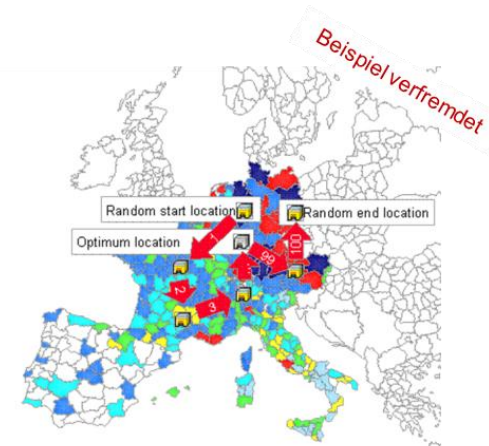
- Determining the optimal number of distribution centers/ warehouses and their location, as well as achievable savings

➔ Methods:

- Simulation of transport network to determine the target transport costs based on delivery notes data
- Using the admoVa storage costs model to evaluate the storage costs and inventory
- Development of a total costs model and evaluation of the logistic performance (target service level)

➔ Successes:

- Significant reduction of distribution costs and improved service quality
- Realized cost potential: around 1,2 Mio. € p.a.



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What we stand for



We stand for integrity, trust and partnership

- ➔ **For us integrity, trust and partnership built the basis for a successful and long-term cooperation.**
- ➔ **Our employees have entrepreneurial thinking and so they ensure immediate value creation in your company.**
- ➔ **We seek dialogue with SMEs as well as with large companies. Based on more than 200 realized projects over the last 10 years, we realize individually customized solutions.**
- ➔ **Experts are brought in at the right time if they are needed. Thereby, we not only make quicker progress and save cost, it is also more innovative.**
- ➔ **We will only be satisfied, when you are satisfied and together with your employees have reached your goals.**

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How we work

Successfully implementing strategies together

- ➔ **Our goal is to create more value through logistical competence („adding more Value“).**
- ➔ **Together with you we close the gap between strategy and implementation in the operational business.**
- ➔ **We built bridges between economic potentials and technical possibilities, as well as between products and markets.**
- ➔ **During this process your employees and corporate culture are as important to us as your business processes and organizational structure.**
- ➔ **We link sector expertise and methodological competence and develop innovative and practicable solutions. We actively integrate your employees in the change process.**
- ➔ **We stand for the successful implementation of tailored solutions.**



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Summary

Our main goal: customer satisfaction

- ➔ **Value Chain Consulting is our core competence**
 - admoVa was founded with the goal to focus on the optimization of value chains.
- ➔ **We are strong in implementation**
 - Our developed concepts are demonstrably successfully being implemented and realized with our customers.
- ➔ **We focus on sustainability**
 - Sustainability can be seen in the measurable success of our customers, which are measured using performance indicators such as costs, inventory, delivery performance and so on.
- ➔ **We have expertise**
 - Our consultants without exceptions have many years of professional praxis; our employee´s competence is based on the understanding of business models and their expertise in their sectors.
- ➔ **We know the needs and the requirements of the industry**
 - We support well-known industrial and service customers optimizing their value chains throughout numerous projects.
- ➔ **We work internationally**
 - On behalf of our customers we work on projects at home and abroad.



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Your contacts



adding more Value to your business

We are happy to get to know your challenges within a meeting, or in form of a logistics or Supply Chain audit or a presentation on our approach. Thereby we can develop confidence together, determine the focus of the challenge and develop result-oriented solutions.

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