

ae & company

- Consulting Expertise

ae & company GmbH

- Management Consulting
- Business Transformation

Manfred Dinges

- Managing Director/
Geschäftsführer

ae & company



Our strength is to focus Business Improvement on well directed financial and strategic measures and results

Capabilities and Services

- **Strategy and Structure**
- **Investment and ROI**
- **Products and Lifecycle**
- **Supply Chain and Planning**
- **Customer and Revenue**
- **Performance and Metrics**
- **IT-Management and –Portfolio**
- **Organization and BPR**
- **Projects and Transformation**
- **People and Change**



Broad Industry coverage in the Co-Partnership

Industries and Clients

- **Process Manufacturing**
Discrete Manufacturing
- **Distribution, Transportation, Travel**
- **Trading, Retail, Wholesale**
Internet Business
- **Automotive**
Consumer Goods incl. Food
Healthcare / Pharmaceuticals
HiTech / Electronics



High-end personal skills from consulting to management

Personal profiles and skills

- **Management Consultant**
- **(Multi-) Project Manager**
- **Business Transformation Manager**
- **Personal Executive Consultant
(Coaching/Sparring)**
- **Team Coach, Trainer and Facilitator**
- **Interim Manager**



Strategy and Structure

- Business Unit Strategy and Structure Development
- Equity Consulting
- Mergers and Akquistions
- Valuation and Due Dillegance
- Societas Europaea – Business Structure, Legal and Tax
- Corporate Finance and financial restructuring
- Risk Assessment and Management



Investment and ROI

- Equity Investments (see Strategy and Structure)
- Performance Investments
- Technical and and Business Case Evaluations



Products and Lifecycle

- Product Lifecycle Management
- Integration of Budget/Forecast and Supply



Supply Chain and Planning

- Supply Chain Assessments
- Supply Chain Strategy – incl. Plan, Source, Make, Deliver
- Supply Chain Cost Reduction
- Supply Chain Planning, Advanced Planning and Optimization
- Delivery Service Improvement
- Optimizing R.O.C.E. (Return on capital employed)
- Purchasing and Sourcing (Review and Strategy), Supplier Integration
- Toll Manufacturing Arrangements



Customer and Revenue

- CRM Assessment
- Customer Management Strategy and Organization
- Contact-, Target-, Prospect- and Opportunity Management
- Key Client Management
- Sales Force Management
- Marketing, Branding and Internet Strategy
- Sales, Order Fulfillment, Service/e-Service, Customer Interaction Center
- Customer Care & Billing (Telecoms/Utilities)



Performance and Metrics

- Performance Assessment
- Performance Management
- Introduction of metrics and (balanced) scorecards
- Benchmarking
- Dynamic Business Controlling



IT-Management and IT-Portfolio

- IT-Management
 - IT Review/Assessment
 - IT-Organization, - Roadmap, - Strategy, - Gouvernance
- IT-Portfolio
 - Technology-, Software Evaluation
 - Service Portfolio and –Organization
 - Vendor and Sourcing Strategy
- Strategic Consulting around SAP



Organization and BPR

- Business Process Redesign / Business Process Improvement
- Organization Development
- Business Process Management (incl. Standard Documentation)



Projects and Transformation

- Project and Risk Assessments
- Project and Program- (Multi-Project) Management
- Business Transformation Management (commitment for business results)
- Project Management Systems (Methods and Tools)
- Interim Management



People and Change

- Change Management
- Coaching, Supervision, Training for Teams and Management Individuals
- HR Portal Strategy
- Recruiting Support
- Evaluation of HR Solutions