

Risk management (KonTraG* / Basel II)

Added value for customer

- Early-warning system for business risks in strategic and operative areas
- Fulfillment of statutory requirements (KonTraG*)
- Positive presentation and transparency for credit negotiations (ratings) and internal evaluation of operational risk (reduction of equity capital reserves)

Objective

Installing a risk management system as a strategic management tool for the company.

Contents

- The areas with potential risks and risk classes (risk classification) are specifically determined in workshops.
- Then self-assessments and / or special audits with specific evaluation criteria analyse and evaluate risks.
- Need for action with various previously determined priorities follows from the evaluation

Possible approach

- Training and qualification of people
- Workshop to identify risk areas and risk classification
- Adapt standardised questionnaires to the organisation's needs
- Conduct self-assessment or audits with „risk questions“
- Evaluate these assessments and audits
- Present results
- Workshop for prioritization of actions

* German law for improved corporate governance

Installation of a process-approach controlling system

Added value for customer

- Performance and result-oriented organisation and invoicing
- Up-to-date transparent financial results as basis for management and control of the organisation
- Tailored controlling software, many years of experience
- Consultant experience from many projects

Objective

Introduction of a process-oriented organisation and invoicing system in order to optimise performance for the customer (including a comprehensive and specific reporting and annual planning system).

Contents

Installation of a controlling system.

Example

- Project study / basic analysis (determination of reporting structure and requirements for the future management informations system (MIS))
- Situation and planning (data analysis past / future in order to determine primary action; balance sheet, results and financial trends, as well as planning balance and action catalogue)
- Organisation manual (central reference work)
- Software integration (processing of organisational data)
- Specific reporting design
- People qualification (workshops, trainings)

Finance optimization

Added value for customer

- Improvement of financial results
- Find improvement potentials in finance
- Coordination of the strategy, financing and tax aspects
- Use of sustainable financing options
- Avoidance of wastes
- Connection of the consulting competence of strategy and tax consultants

Objective

Optimization of financing and capital structure in the company.

Contents

- Analysis of the status quo of finance and tax
- Neutral review of existing financing structures
- Elaboration and creation of a finance overview
- Discussion and editing in collaboration with the client
- Development of practical approaches and proposals
- Support in discussions with the bank

Example

- Creates an economic overview of the most important data for a first company scan
- Strategy conversation with clients
- Resulting measures will be incorporated into a comprehensive financing and tax design concept
- If necessary, we support discussions with the bank



Financial process analysis

Added value for customer

- Improvement of financial results
- Find potential improvements in the processes with financial value added
- Reasoning of QM as a result of financial added value
- Locate the "hidden" costs
- Avoidance of wastes

Objective

Get to know the methods for detecting financial added value through a process analysis.

Contents

- Indicate the methods through company-specific use of questioning techniques
- Assisting in the selection of appropriate measures
- Analyze a process chain in the company through interviews with process teams and observation spots

Example

- Interactive 2-day workshop
- Teaching the fundamentals and qualification of attendees
- Clarification of the problem definition
- Inspection of a process chain
- Survey of selected participants

Financial analysis

Added value for customer

- Neutral valuation of financial figures from the point of view of an external investor
- Recognition of relationships between individual key figures from the balance sheet and the income statement
- Uncover financial optimization opportunities
- Sensitization, qualification and assurance of the management of the operation of the financial ratios

Objective

Qualification or creation of certainty about the effects and relationships of the financial ratios with the day-to-day operations. Creation of external expertise, which can be used as a basis for further internal actions and as a template for external partners (eg banks).

Contents

- Analysis of the balance sheets of the last three years
- Analysis of the profit and loss account of the last three years or two years and current BWA (business accounting)
- Checking further necessary contract documents, if necessary, in order to validate interpretations of the balance sheet / income statement
- Creating a report

Example

- Check the documents in our house, 1 day
- Create a report with a list of risks and optimization measures, 1 day
- Presentation and discussion of the report and possible actions, 0.5 days

Business planning (KonTraG, Basel)

Added value for customer

- Early warning system for business risks in strategic and operational areas
- Fulfillment of legal requirements (KonTraG, Basel)
- Positive presentation and transparency of lending (ratings) and the internal assessment of operational risk (reduction of the equity reserve)

Objective

Integration of risk management into existing management systems; Creation of suitable processes and key figures in the rating procedure. Evaluation of the internal operational risk with subsequent catalog of measures to minimize the risk.

Contents

Workshops will specifically define the areas in which potential risks can arise and the risk classes (risk classification). Subsequently, the risks are analyzed and evaluated in self-assessments and / or a special auditing system with a specific valuation pattern in the individual functions. Need for action with different, predefined priority follows from the evaluation.

Example

- Training and qualification of employees
- Workshop on the identification of risk areas and division into risk classes
- Adaptation of standardized questionnaires to the company
- Carrying out the self-assessment and / or carrying out the audits with "risk questions"
- Preparation of the results
- Workshop on the derivation of prioritized actions