

04 REALIGNMENTS

STRATEGIC ANALYSES AND REALIGNMENTS

- Business model, business plan, budgets: review and adjustment
- Competitive and market analyses, independent customer surveys
- Commercialization strategy and processes: review and adjustment
- Strategic optimization of production depth
- Transfer of production to Eastern Europe, particularly Romania, Moldova, Bulgaria and to China
- Strategic partnerships: structured search, review, initiation, negotiation

MANAGEMENT SUPPORT, SPARRING PARTNERING

- Sparring partnering for Boards of Directors: chairmen, committees, bodies
- Coaching of Executive Boards: CEO, CFO, bodies
- Coaching of implementation of sensitive strategic projects
- Key structures and processes: basic analyses and options, coaching of implementation

TURNAROUND MANAGEMENT

- Securing of short-term liquidity and survival
- Refinancing with banks, creditors, investors
- Restructuring of balance sheet, realignment: legal, structural, operational
- Close coaching of operational implementation

RESOLUTION OF LEADERSHIP CRISES

- Independent analysis of trouble spots
- Development of short- and longer-term options
- Management support, sparring partnering, coaching
- Tactics for internal and external communication
- Close coaching of operational implementation

REAL ESTATE

- De-merger from operating company
- Change of use, development
- Management of financial partners, refinancing
- Release of funds for the operating company
- Sale, purchase, sale & rent-back, sale & lease-back

TAKING LONG-TERM RESPONSIBILITY

- Building of prerequisites for professionalization of Boards of Directors / Advisory Boards
- Supervising and steering work of Boards of Directors / Advisory Boards: analysis, optimization
- Taking long-term responsibility as independent Board members