Emarticon
Consulting & Interim Management

DEVELOPING AND IMPLEMENTING INNOVATIVE TECHNOLOGY & SOURCING STRATEGIES

Fully utilise your markets

www.emarticon.net

AGENDA

Introduction to People, Mission and Clients

Our Methodology

Why us

Clemens Rinnebach, Management Consultant & Interim Manager
Expert for Procurement, Sourcing & Supply Management

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Work Experience at a Glance

- 15 years of international procurement / sourcing management in executive line functions (VP / Head of Sourcing)
- 7 years strategy consulting (4 years BCG and A.T. Kearney)
- 16 years experience in high-tech, 7 years experience in banking / insurance

Examples of successful Jobs / Projects

- Head of IT Sourcing and Supply Management of the Talanx Group (ad Interim)
- Head of Procurement at Allgeier SE (IT Group with 6,000 employees) and HypoRealEstate/Deutsche Pfandbriefbank AG
- VP Strategic Procurement at Siemens Enterprise GmbH
- International project experience in Asia, USA, South America & Eastern Europe
- Outsourced several large shared service organizations in IT, financial services and HR
- Introduced a worldwide electronic ordering process and portal
- Audited mobile phone suppliers in Asia

Education

- MBA (Wharton ´95) – finance major
- Dipl.-Ing. (eq. Master of Engineering; Hannover ´92) – electrical engineering / information technology
- Siemens Leadership Excellence Programme
- Comprehensive professional trainings

Areas of Work

- Cost Reduction & Cost Efficiency
- Process Optimisation & Reoganisation
- Global Sourcing, IT-Sourcing, Outsourcing
- Procurement 4.0, E-Procurement, AI-based Procurement

Core Competencies

- Optimise and manage procurement organizations
- Analyse cost situations & develop and implement cost reduction measures
- Effectively conduct negotiations
- Implement efficient processes
- Lead international projects
- Develop / establish new strategies

Harnessing technology for you is our mission

Emarticon at a Glance

Services

Management Consulting
Interim Management
Coaching

Clients

Industry-independent international - in Germany and Europe.
Clients supported by Emarticon consultants are DAX, MDAX TECDAX companies

Team

Pool with over 50 highly qualified consultants
Our consultants are specialist experts
∅ +10 years professional experience

Focus Areas

Cost Reduction – Cost Efficiency	Process Optimisation – Reorganisation	Global Sourcing – IT-Sourcing-Outsourcing	Procurement 4.0	Smart Energy	Industry 4.0 / IoT Artificial Intelligence

Clients, with whom Emarticon consultants have successfully completed projects[1]

[1] Conpanies and their successor organisations, respectively

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Emarticon's holistic end-to-end approach brings together even conflicting goals

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The Emarticon Methodology

Goals

- Improved financial Results
- Low Risks
- Comprehensive Use of Market and Technology

Challenges

- Fast-changing Markets
- High Complexity
- High-pace Innovation

End-to-End Strategies → **Intelligent Contracts** → **Collaborative Operation**
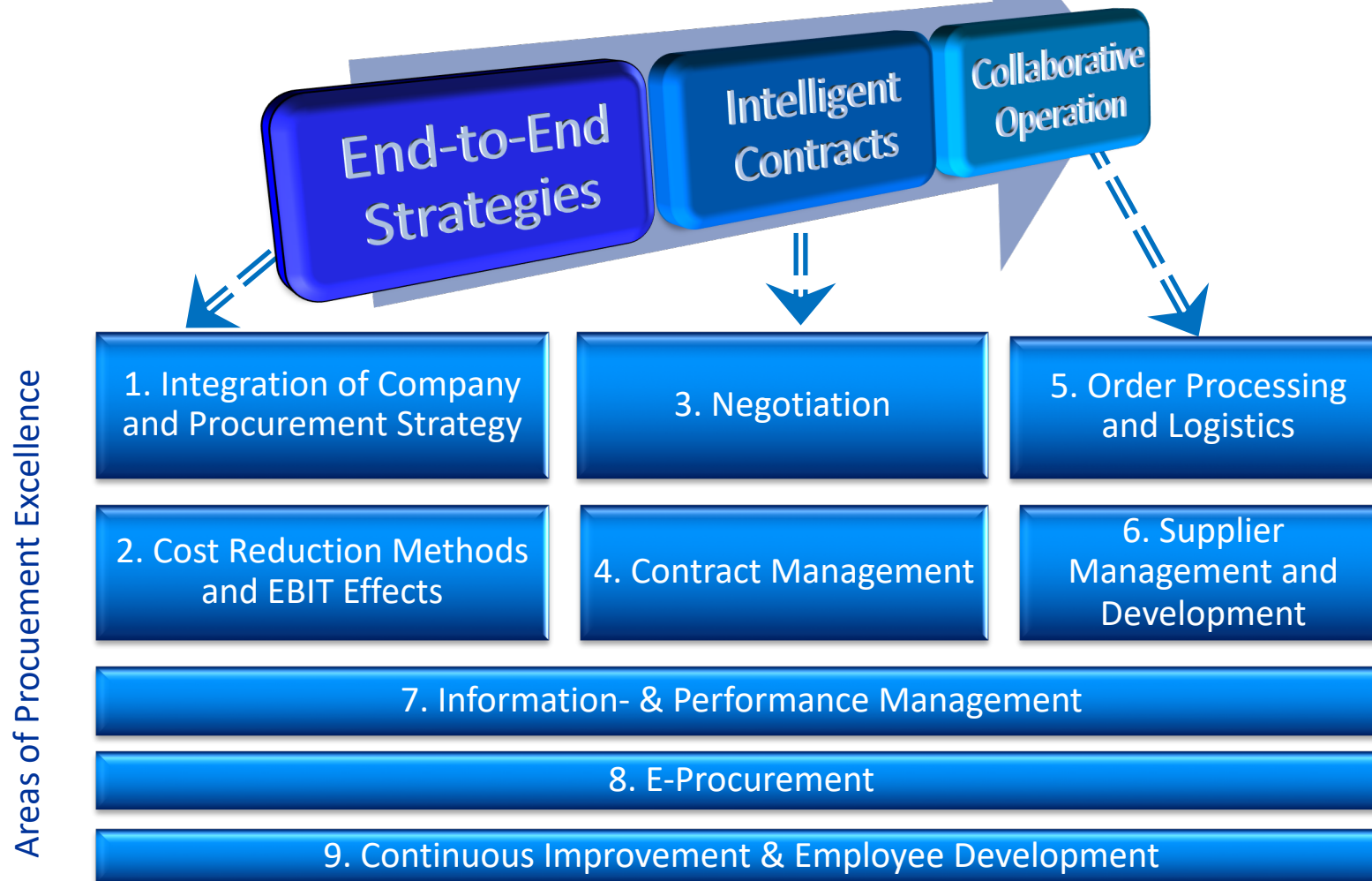
Principles of High-Achievement Sourcing

Characteristics

- Reduced Costs by rigorously Pursuing Total-Cost-of-Ownership

- Increased Solution Space by including the entire Procurement Market

- Low Risks by strategically-oriented Balance of different Goals

Nine areas are considered to achieve excellence

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High-Achievement Sourcing – Areas of Excellence

End-to-End Strategies

Intelligent Contracts

Collaborative Operation

Areas of Procuement Excellence

1. Integration of Company and Procurement Strategy	3. Negotiation	5. Order Processing and Logistics
2. Cost Reduction Methods and EBIT Effects	4. Contract Management	6. Supplier Management and Development

7. Information- & Performance Management

8. E-Procurement

9. Continuous Improvement & Employee Development

Step 1: Diagnosis:

Understand the room for improvement

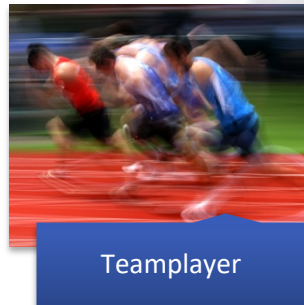**Step 2: Select the tool**

Apply tailored improvement levers

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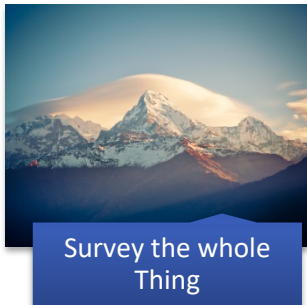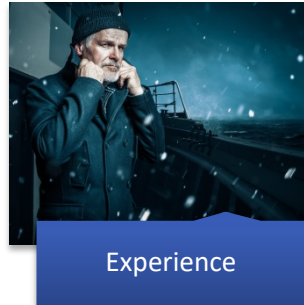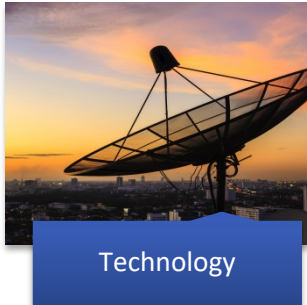Introduction to People, Mission and Clients

Our Methodology

Why us

Our Strengths

Technology

Experience

Survey the whole Thing

Teamplayer

Price-performance Ratio

Situation-optimised Client-specific

- **Our Focus**:
  - Develop and implement innovative technology strategies cost-effectively, with low risk and sustainably

- **Our Experience:**
  - Most of our consultants have at least 10 years of experience in their area of expertise.

- **Our holistic End-to-End-Approach:**
  - We are experts overseeing the whole thing.
  - Concepts and strategies are developed and implemented together with you: we are both analytically strong & true team players.

- **Our Price-performance Ratio and Flexibility:**
  - No expensive back office, therefore high quality services on very good terms
  - AND: we do not send you large teams when that's not needed. We give you the flexibility you need for your business.

Contact

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