

MERGER & ACQUISITIONS, PMI, CARVE OUTS

Thorben Wehrmann has 17 years of consulting experience
and has successfully completed 54 projects.

POST-MERGER INTEGRATION (PMI) – PROCESS ANALYZES, SYNERGY EFFECTS, PERFORMANCE IMPROVEMENT

- Business Process Excellence, BPM, BPO, O2C to determine synergy potential
- Optimization of processes in purchasing / in the supply chain, e.g. Procure-2-Pay (P2P) to determine synergy potential
- Maturity level analysis in purchasing, potential analysis, e.g. to determine bundling potential
- Analysis and commercial contract management of IT and telecommunications contracts (coordination in purchasing, with IT, suppliers, legal and other interface partners) for two large, merged groups from the transport and logistics sector
- Analysis and commercial contract management for supply chain management contracts, for ambient transports as well as for HR and analysis of EULA conditions (End User License Agreements – license analyzes) in German and English for a larger transport group as part of a PMI task



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CARVE OUT, BPM, BPO, TRANSITION OF BUSINESS, SPECIAL PROJECTS

- Support for a carve-out, commercial support for a TOM (target operating model) Creation of manuals and guidelines * – processes, IT, purchasing, SCM
- Commercial support for sourcing projects and / or in the context of business transfers according to § 613 a – focus on commercial issues *
- Analyzes regarding in- and outsourcing, development of synergy effects and synergy considerations
- Evaluation of IT relocation concepts (determination of the optimal ratio of inshore and onshore, offshore, nearshore; transfer of operational parts according to § 613 a *), definitions for retained IT, creation of spend cubes, process analyzes, process implementations, plausibility check of lead buyer Concepts and operational purchasing documents, IT benchmarking, IT maturity analyzes, purchasing maturity analyzes, analysis of MIM / Help tickets
- Realignment of corporate purchasing for an international infrastructure company with saving targets – Participation in the preparation of a reorganization report (major project). Examples: spend cube of the future, restructuring of processes, purchasing personnel concepts, improved results, strategic realignment, benchmarking.

MERGER & ACQUISITIONS - PERFORMANCE OF MARKET AND COMPETITION ANALYZES

- in the international shipping and shipping industry accompanied by a merger process (Europe, USA, Latin America)
- in the chemical-pharmaceutical industry as part of an international merger process between several generic manufacturers (Europe, USA, Asia)
- in the chemical-pharmaceutical industry as part of an international merger process of several manufacturing companies from the animal health sector (Europe, USA)

* No legal advice.

FLEXIBLE NETWORK

There is the possibility, if required, to address a flexible network of further solution partners from the areas of:

- Procurement, value analysis, e-procurement
- Supply Chain Management, SCRM
- Process optimization, carve-out, outsourcing
- Management and IT consulting.

The advantages ...

- Increasing speed
- Covering tips
- and the use of special know-how.



Furthermore, there are contacts and experience values to universities, foundations, professors and selected graphic artists as well as to special suppliers in the field of industrial applications, surveying, digital factory, logistics and training providers / HR transformation.

The free, independent network partners / solution providers are mainly located in Munich, Stuttgart, Frankfurt/Wiesbaden, Düsseldorf, Hamburg and Oldenburg and are gladly named in detail on request.

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