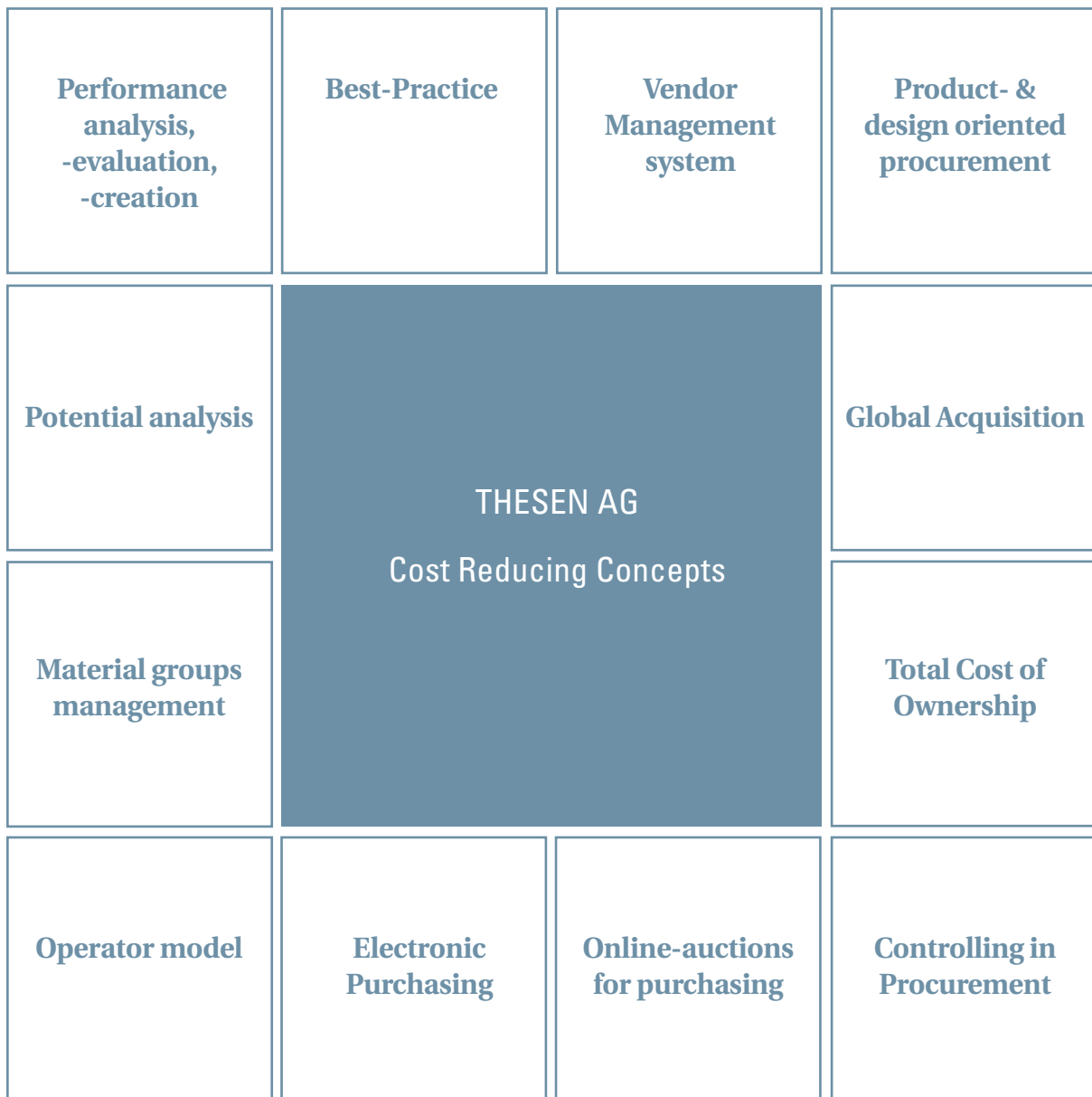




THESEN AG
management consultants



THESEN AG – COST REDUCING CONCEPTS



Performance analysis, -evaluation, -creation (LA)

Comprehensive determination and optimization of the performance depth and –width of your company

Best-Practice (BP)

Determination and establishment of quantitative and qualitative procurement measures

Vendor Management system (LM)

Establishment of a strong performing vendor portfolio and stable distributor / vendor relationships

Product- & design oriented procurement (PEO)

Early and close involvement of purchasing and vendor competencies in the design of the product

Potential analysis (PA)

Determination and documentation of cost savings opportunities

Global Acquisition (GA)

Lowering of material costs with simultaneous securing of availability and quality

Material groups management (MGM)

Enterprise wide bundling of purchased products and services

Total Cost of Ownership (TCO)

Identification and realistic appraisal of cost drivers for purchased products

Operator model (BM)

Outsourcing of the financing and the operation of Investment goods and processes

Electronic Purchasing (EE)

Best possible pricing by means of clearly focused placement of electronic inquiries on an internet platform

Online-auctions for purchasing (OA)

Strategic instrument for price negotiations

Controlling in Procurement (CiE)

Establishment of electronic information and reporting systems



THESEN AG
management consultants

*Well begun
is half done.*

Aristotle



THESEN AG – INTEGRATED PROCUREMENT MANAGEMENT SYSTEMS

THESEN AG is an independent consulting firm, for integrated and globally oriented procurement management, with headquarters in Germany. Our associates are experienced purchasing agents, strategy experts, process consultants and engineers, with certified credentials, for product groups and processes in their areas of specialty.

Nearly all client requests can be met by our own associates. We use a network of dependable independent consultants to resolve any possible remaining questions. Every associate of THESEN AG stands for the integrity, independence and objectivity of the company.

VENDOR NEUTRAL, INDEPENDENT, WELL ESTABLISHED

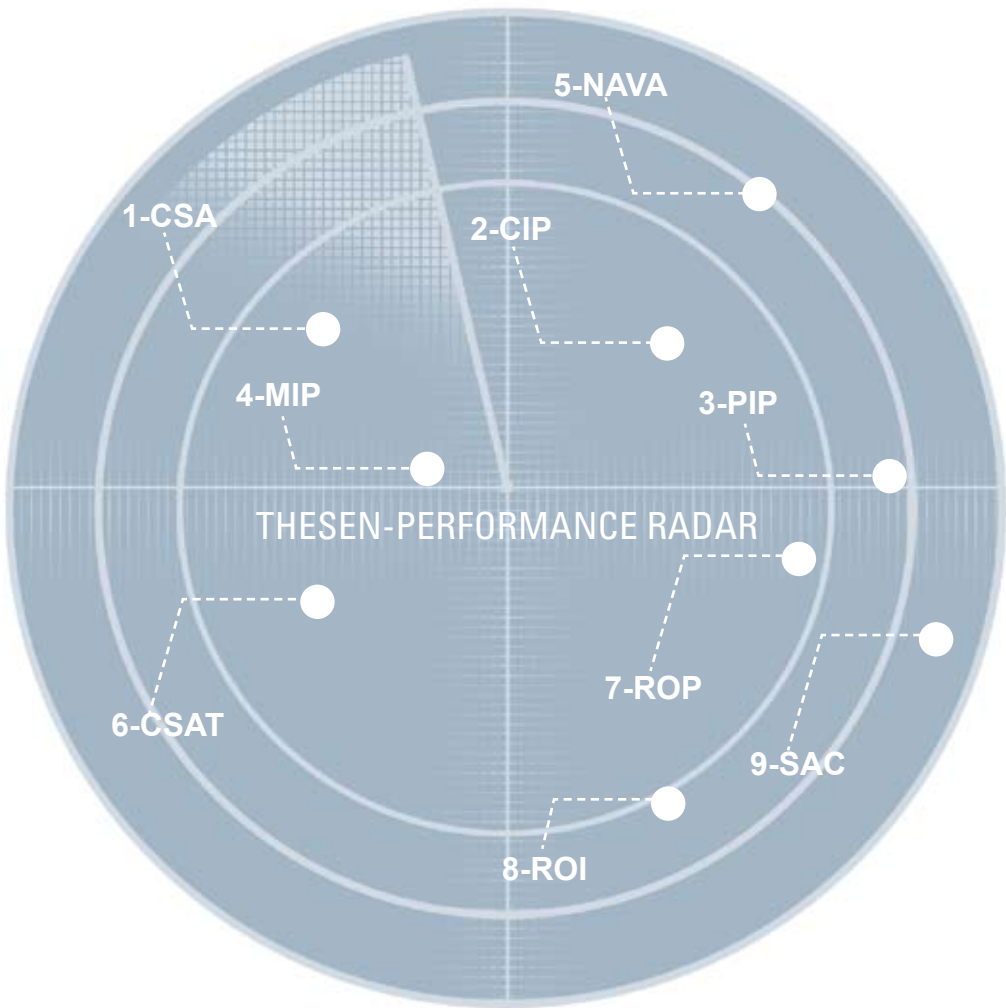
Our goal is not the quick profit, but sustainable, cost optimized purchasing structures, and solutions that will benefit the organization. In order to achieve this, we work with best-practices principles for the realization of pre-established cost savings opportunities. Our strategy and purchasing concepts are impartial to individual manufacturers and independent. Our planning concepts and tender documents are based on analysis, in step with your operation, and legally compliant. We will support you in a thriving implementation of purchasing projects and successful vendor changes.

The goal is the creation of value, during the entire acquisition process, and at junctions that are relevant to procurement. The results will be the disclosure and the control of realized cost savings.

We work together with our clients to establish a sustainable purchasing strategy for the complete success of their company. Make full use of our capability to select the correct procedures and equipment that will serve you well into the future.



- 1 Current state analysis
- 2 Controls in procurement
- 3 Protection in planning
- 4 Management in procurement
- 5 Needs and value analysis



- 6 Cost savings and transparency
- 7 Relief of personnel
- 8 Return on Investment
- 9 Support and counsel



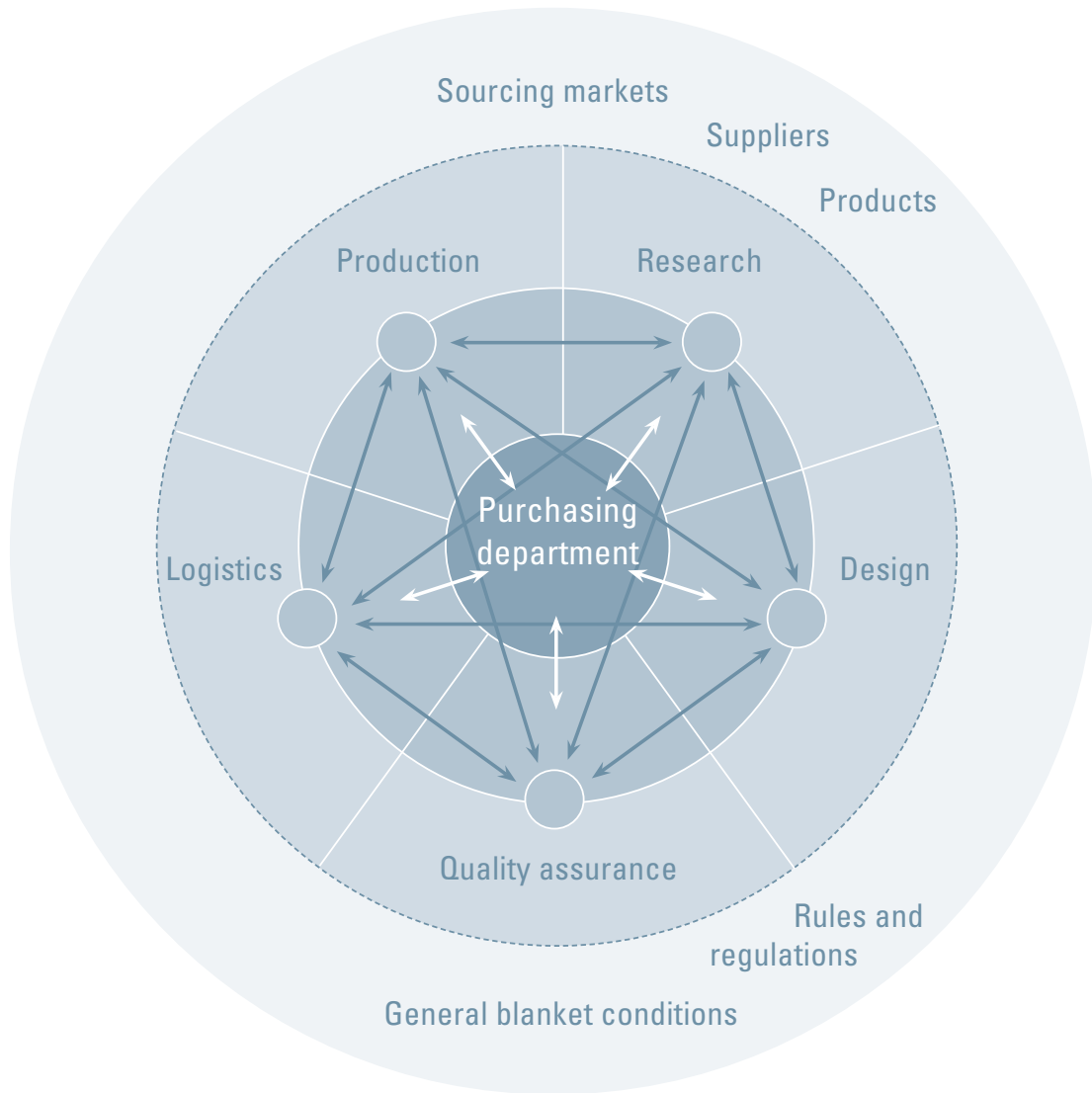
EVER INCREASING REQUIREMENTS

The economic growth of a company depends ever more on qualified and correct decisions in the purchasing department. Decision requiring situations continue to grow in complexity. Costing pressure is ever increasing. The purchasing department takes on more and more of a strategic function. At the same time, the increasing risks in procurement are becoming more significant for the company as a whole.

While the procurement department's main focus, at one time, used to be the achieving low purchase prices, today, it may build almost the entire supply chain process through its negotiations. The focus on price criteria alone will not accomplish our goal anymore, because essential time, quality and cost factors within the vari-

ous process and functional levels, within and outside of your company, may not have been taken into consideration.

Today's procurement management contributes a considerable portion, on a conceptual and a technical level, to product and therefore also pricing structures, alongside its more traditional purchasing duties. It works closely with the internal specialty departments, while keeping external influences and competencies in mind. By bundling extensive development, production and logistical services into system services, the purchasing department actually becomes the central organizational structuring factor of a company.



THE PURCHASING DEPARTMENT AS A SYSTEM SERVICE

THESEN AG analyses, evaluates and develops the complex purchasing system with you, so that it may live up to the strategic and economically important status of the company as a whole.



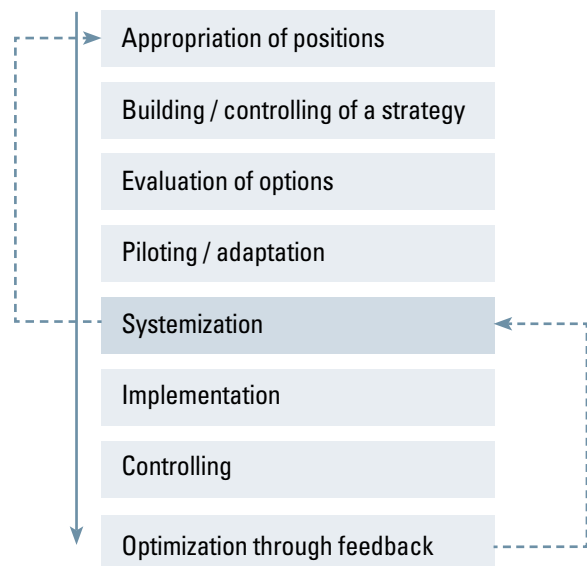
BRINGING NEW LIFE INTO THE PROCUREMENT PROCESS

THESEN AG has accompanied their clients for many years through the entire process of implementing cost reducing procedures in their purchasing departments. The following is more detailed information with a differentiated analysis. Our special approach lies not only in the specific proceedings, but also in the system building results.

The THESEN SYSTEM is built on desire for growth, which is tested on one acquisition item, and will, in time, spread across your entire acquisition portfolio and its sources. Your purchasing department will, with our assistance, become a dynamic system, which will be able to stand up to the challenges of a forceful market with consistency and flexibly.

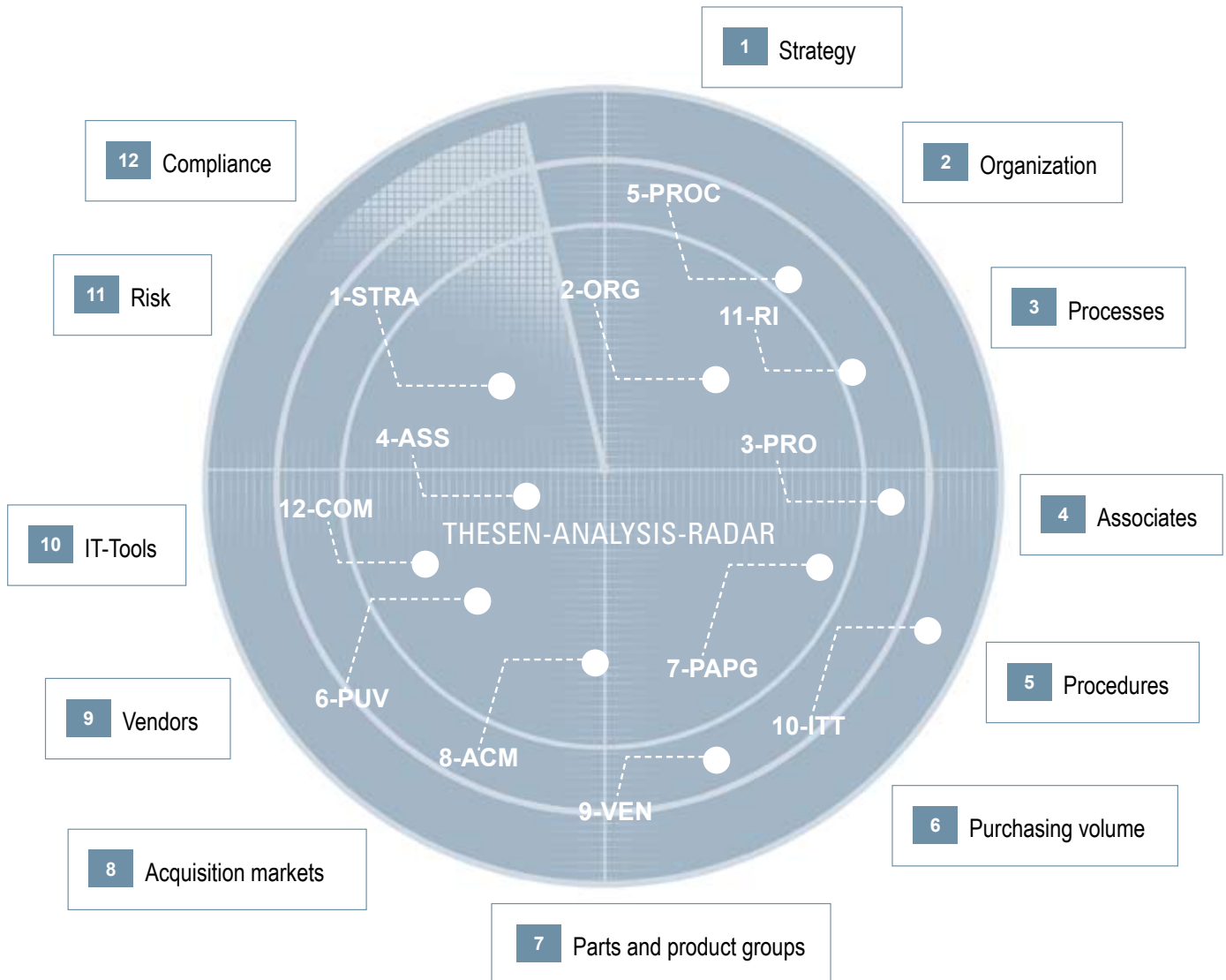
THESEN analysis procedures are based on dependable data from continuously updated benchmarks from our reference products, and on the significant procurement market research of THESEN AG.

PURCHASING OPTIMIZATION AS A DYNAMIC SYSTEM





THE THESEN-ANALYSIS-RADAR



The THESEN-ANALYSIS-RADAR supplies you with a comprehensive overview of the highs and lows of your procurement landscape. The goal is documentation of your strengths and weaknesses. You will clearly see your acquisition situation and your purchasing costs. Your purchasing department organizational structure will be optimized and tied in with your controlling department.

Your improvement potential will be clearly defined, and you will be in possession of concrete recommendations on how to realize and use your potentials. A competition comparison will show you a realistic position of your company within the open market. You will be closer to the requests of your customers and your own compliances, and you will have lowered your acquisition costs decisively and noticeably.

THESEN AG – COST REDUCING CONCEPTS

Keywords of our solutions proposal

PERFORMANCE ANALYSIS, EVALUATION, AND STRUCTURE

Our Services

- Analysis, evaluation and structure of your market and competitive position
- Analysis of your technology condition
- Analysis of your third party procurements
- Interface analysis

Results

- Current state analysis
- Future state analysis
- Scenarios for strategic and structural adjustments
- Scenarios for new business segments
- Technology and vendor portfolios

BEST PRACTICE

Our Services

Comprehensive view and analysis of

- Purchasing functions
- Strengths and weaknesses in procurement
- Opportunities and risks

Results

- Benchmarks in sector and competition comparisons
- Enterprise specific projects and stages plan for performance improvement
- Documentation of the purchasing strategy

PRODUCT AND DEVELOPMENT ORIENTED PROCUREMENT

Our Services

- Improvement of distributor / vendor relationships
- Product optimization from the point of view of the customer
- Implementation of innovative product solutions
- Definition of vendor interfaces for integration into the product development processes
- Early and close involvement of purchasing capacities into product development
- Definition of extend and timing of vendor integration
- World wide requests for quotations, for innovative solution concepts, among leading development vendors
- Tender specifications for the evaluation of vendor proposals
- Detailed cost/benefit comparison of various competing products on a technical and functional level
- Revealing of over-engineered products

Results

- Supplier road maps
- Contests to solicit ideas and new concepts
- Product clinic
- Product concepts that are totally cost optimized



SUPPLIER MANAGEMENT

Our Services

- Evaluation of the base data
- Setting up supplier benchmarks for performance comparisons
- Identification and pre-selection of potential suppliers
- Supplier evaluation according to practical parameters of a best practice approach
- Supplier selection
- Development and promotion of distributor / supplier relationships
- Integration and auditing of suppliers / vendors

Results

- Documentation of purchasing data and information from all business segments of your company that are relevant to purchasing
- A supplier portfolio
- Procedural manual for systematic control of stable distributor / vendor relationships
- Documentation of your service options
- Procedure manual for realization of potential

POTENTIAL ANALYSIS

Our Services

- Purchasing potential discovery and development
- Supplier selection and analysis
- Analysis of distributor / vendor relationships with focus on know-how and problem solving capacities on the supplier's part
- Determination of efficient process structures for various material and supplier groups
- Reduction, elimination, complexity control
- Hosting vendor days (informational or workshops)
- Success management

Results

- Providing a system, by differentiated establishment of distributor / vendor relationships
- Earliest possible exploitation of potential in the acquisition markets
- Improved division of labor among distributors and suppliers
- Inter disciplinary teams from throughout the company
- Process oriented purchasing structures

THESEN AG – COST REDUCING CONCEPTS

Keywords of our solutions proposal

GLOBAL PURCHASING

Our services

- Identification of new acquisition sources and markets
- Availability and quality analysis
- Evaluation of potential
- Identification and evaluation of existing obstacles and opportunities
- Evaluation of alternative options
- Analysis of adequate sourcing volumes
- Development of a sourcing strategy
- Definition of procedures
- Motivation and systematic involvement of your associates
- Establishing an effective report system
- Definition of sub-projects for the purpose of implementation

Results

- Utilization of new acquisition sources and markets
- Development of markets and technologies
- Global purchasing instead of work relocation
- Material cost savings of currently more than 20%
- Handling strategies for potential risk factors

MATERIAL GROUPS MANAGEMENT

Our services

- Company wide material groups management
- Bundling of material groups with similar sourcing systems to achieve better pricing
- Analysis of innovation potential of current or potential suppliers
- Redefinition of competencies
- Integration of your suppliers with your company processes

Results

- Development of inter-disciplinary and internationally staffed teams
- The supplier as a system partner
- Cooperation as complementing attribute of “make or buy“
- Accessibility of global market opportunities
- Utilization of IT for the acceleration of processes that can be standardized
- Reduction of the project arrangement by reduction of redundancies



OPERATOR MODEL

Our services for operator companies and sourcing firms

- Definition of operator services
- Determination of operator capability
- Identification of potential partner companies
- Risk analysis and procedure definition
- Efficiency evaluation
- Cash-Flow simulations
- Conceptual design of the operating company

Advantages for sourcing firms

- Concentration of core competencies
- Simplified cost structure
- Cost stability and cost transparency
- Increase of economic flexibility
- Financing outside of the company accounting processes
- Lower costs for building up competency during implementation of new technologies
- Increased functional safety and operating quality
- Increased down time prevention
- Lower coordination effort because of an assigned contact person

Advantages of operating companies

- New areas of growth
- Additional sales because of supplementary services
- Stronger and longer term customer relationships

TCO

Our services

- Evaluation of award alternatives according to cost
- Identification and realistic evaluation of relevant cost drivers
- Lowering of company wide costs
- Establishment of a decision template for the comparison of award alternatives
- Deduction of TCO categories
- Accelerated award decisions with systematic setup of sourcing objects into object groups
- Implementation of TCO in business processes
- Adaptation of employee oriented goal and incentive systems

Results

- Implementation of the TCO concept with a pilot project
- Stable awarding decisions by means of the THESEN AG decision templates
- Integration and cooperation with specialized departments

THESEN AG – COST REDUCING CONCEPTS

Keywords of our solutions proposal

ELECTRONIC PURCHASING & ONLINE AUCTIONS

Our services

- Critical examination of sourcing conditions
- Critical examination of supplier structure
- Proposal of acquisition strategies

Results

- Reduction of material costs
- Fast and flexible sourcing of purchasing indirect articles (MROs)
- Securing low purchase prices
- Reduction of personnel expenditures for purchasing negotiations
- Minimum handling and processing times for purchasing inquiries
- Huge expansion of bidder circles
- Increased reach for price negotiations
- Electronic processing of time consuming administrative duties
- Freed up operating potential in favor of more strategic sourcing duties
- Optimization of distributor / vendor relationships
- Heightened procurement transparency (price, product, supplier)
- Increase of supplier competition

ACQUISITION CONTROLLING IN PURCHASING

Our services

- Modular construction of a reporting and controlling system as a business instrument for controlling and coordination functions

The result:

- Improved crisis management
- Immediate access, independent of location, to purchasing, project and company data that is pertinent for the decision process
- Transparent analysis of business management operating figures
- Higher information and communication transparency

*We closely identify with your interests,
and our reward is tied to your success.*

*Would you like more information about
our company and your opportunities?*

We are looking forward to meeting you!



THESEN AG
management consultants

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