

# 2k Consultants

Management Information Systems



- We are an independent consulting company with its headquarters in Berlin and an operation in the UK.
- Since our firm was founded in 2005, we have worked for a wide range of businesses, from well known International companies to large Public sector organisations.

- Partners:

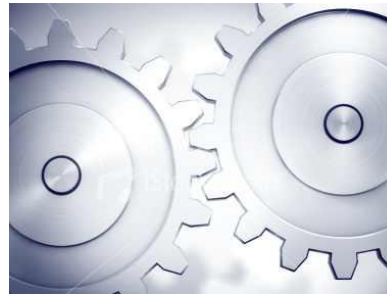


Guido Kurth



Christian Kiock

- We believe that an effective working relationship between the finance and procurement functions within an organisation is crucial for the success of your business.
- What sets us apart is our clearly defined, easily implemented initiatives and how we are able to measure the success and the impact that they make.
- We focus our work on the following four aspects:
  - Cost improvement programmes
  - Reporting
  - Budgeting
  - Business Intelligence

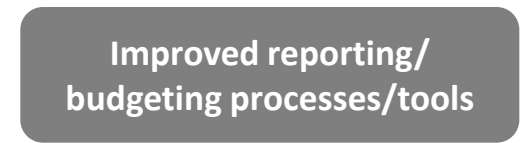
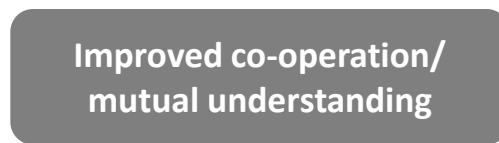


- ▶ **Cost improvement programmes:** to deliver sustainable and easily implemented saving initiatives of between 10-20% per annum
- ▶ We recommend that procurement and finance departments work on devising the initiatives together, agree on the savings and then sign them off .
- ▶ We help implementing the initiatives and are paid based on results

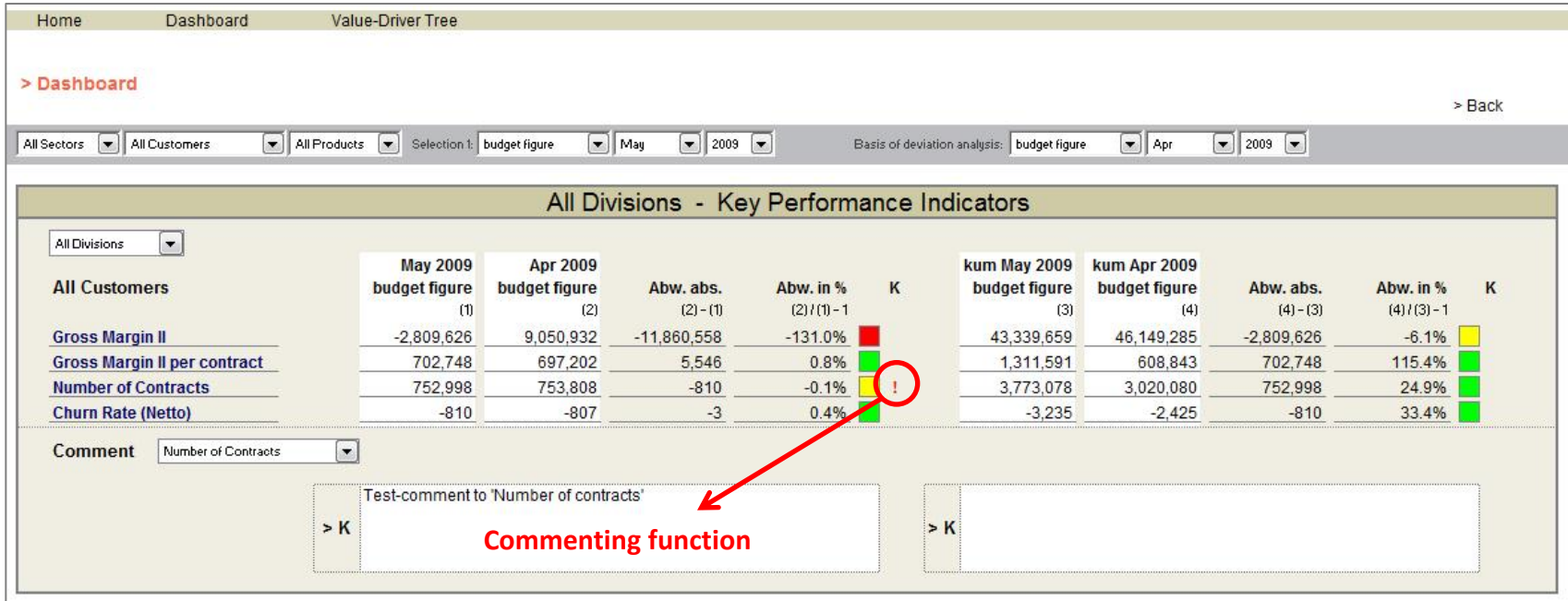
- ▶ **Budgeting:** ensure cost-savings are actually delivered and realised
- ▶ **Reporting:** Introduce KPIs and reporting processes to ensure achievements are visible and manageable
- ▶ **Business Intelligence:** reporting tool (PET) to help efficiently report on cost saving initiatives developed in our (and other) projects

- ▶ **Business Intelligence:** KPIs in the PET can form the basis of a KPI-based management information system (MIS)
- ▶ The MIS consists of a management dashboard, showing top KPIs, and a value-driver tree mapping the business' profit margin structure
- ▶ We also analyse and optimise planning systems and reporting structures and processes

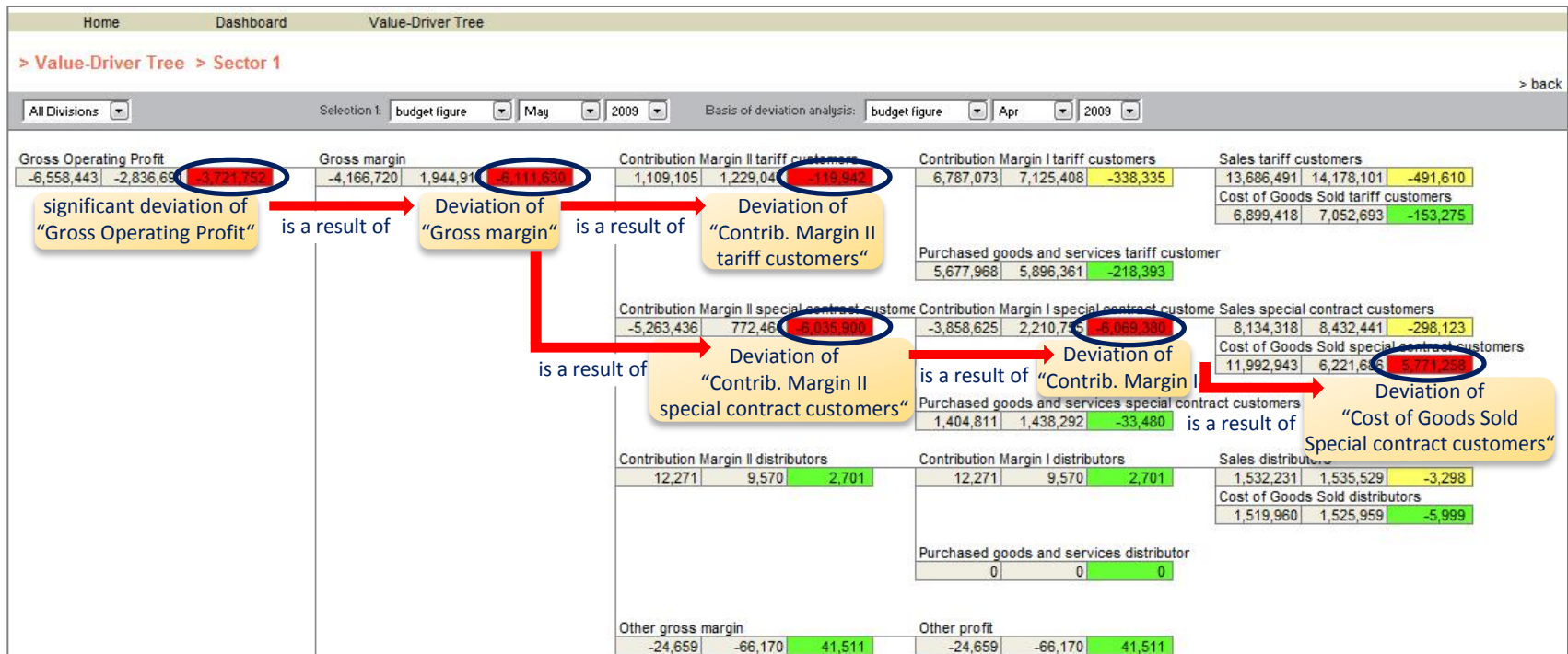
Results



## Depiction of essential key performance indicators via the dashboard



- ➔ Overall depiction of essential management dimensions
- ➔ As many comparisons of versions (planned/actual/etc.) and periods (months/quarters/years) as required
- ➔ Deviations are categorised in an easily recognisable fashion by means of a traffic light system
- ➔ Commenting on the deviations indicated (planned-actual deviation/actual deviation from the previous period/etc.)
- ➔ Additional graphical depiction of the key indicators possible



- ➔ Breakdown of value-drivers
- ➔ As many comparisons of versions (planned/actual/etc.) and periods (months/quarters/years, isolated/cumulated) as required
- ➔ Deviations are categorised in an easily recognisable fashion by means of a traffic light system
- ➔ Causes of deviations can be analysed much easier by following the "red light"



– Regional Utility Company  
supplying an area of approx.  
800,000 people



– Largest on-line mail order  
company in Germany



– German based food &  
non-food packaging  
company



– Specialist machine  
manufacturer supplying  
the Solar panel industry



– Ministry for Education,  
Science & Family of the  
federal state of Berlin



– Largest university in  
Berlin, 3<sup>rd</sup> largest in  
Germany



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