

# **PERFORMANCE PROFILE**

We deliver what we promise

### **ADMETAM** at a glance

ADMETAM BUSINESS CONSULTANTS

**Positioning** 

Premium boutique for Top-Management consulting and interim management International exposure

Partner in charge of implementation on site

**Mission** 

We deliver what we promise

Effective and efficient project teams

Return on consulting

USP

Top management experience combined with consulting expertise

Long-standing and successful experience in selected industries

Entrepreneurial fee structure

**Services** 

Restructuring and re-alignment

Value enhancement programmes/ operational improvements/ growth

Investor search, transactions, due diligence

**Clients** 

Owner driven businesses, family offices

Listed corporates

Private equity firms and Banks

Clear differentiation by consultant profiles and consulting approach

### Clear focus regarding markets and target groups

#### **Markets**



Own organisation in:

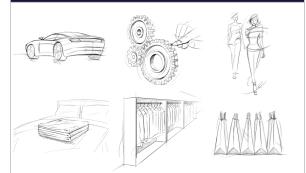
- Germany Frankfurt/ Main
- Italy Milan
- Croatia Zagreb
- Turkey Istanbul
- · Spain Bilbao

Network partners and specialists in:

- Europe
- USA
- Asia

International presence

#### **Industry experience**

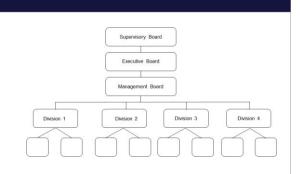


Special focus on

- Automotive
- Mechanical Engineering
- Textiles/ apparel
- Leather goods
- Luxury goods
- Retail
- Consumer

Clear focus

#### **Client structure**

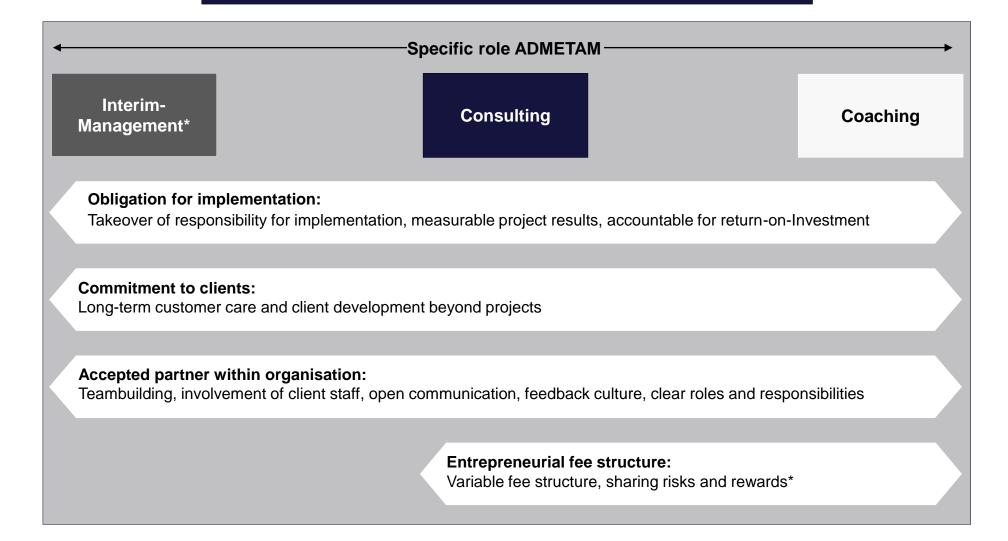


- Focus on small and medium-sized businesses
- Selective corporate groups
- Banks/ family offices/ private equities
- Client contacts are
- Entrepreneurs
- Supervisory/ advisory board
- Executive board/ management

**Change Managers** 

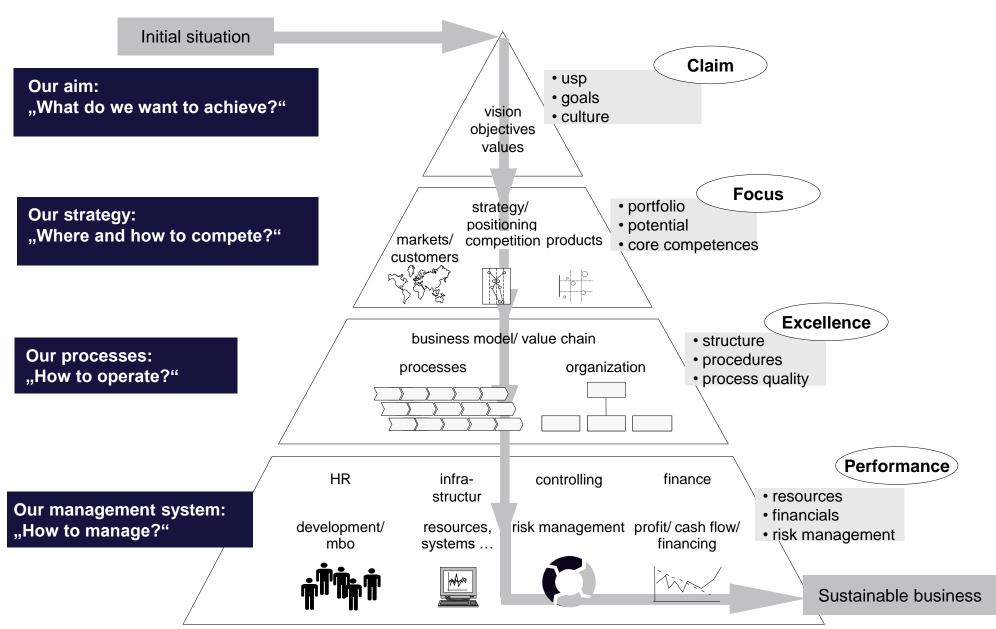
## Role and performances individually adapted to client needs

#### ADMETAM BUSINESS CONSULTANTS



Source: ADMETAM \* on customer demand

## Company optimisation based upon holistic approach



### Project approach aiming at quick and measurable results

Standard approach Transparency/ Detailing/ Roll-out/ **Phase Audit Pilot** daily operations Evaluation of the Implementation of immediate Content Roll-out target concepts initial situation/ deficits actions Transfer to daily business Identification of main levers/ Detailing of main levers immediate actions Know-how transfer Detailing of target concepts (e.g. Development of blueprint/ solution Train-the-trainer structure, processes) drafts Training-on-the-job Piloting/ fine adjustment of target Determination of focus areas/ work concepts Coaching programme Preparation of roll-out/ Change management Development of deployment implementation planning master plan Implementation controlling Definition of responsibilities Project cost/ benefit analysis Barrier removal Establishment of implementation Project organization Internal/ external controlling Communication communication Communication Defined in the **According to Duration** ~2-4 weeks1) consultant role **Transparency phase** 

Source: ADMETAM 1) dependent on complexity

© ADMETAM

## Professional know-how and project management ensure results

Mobilisation phase

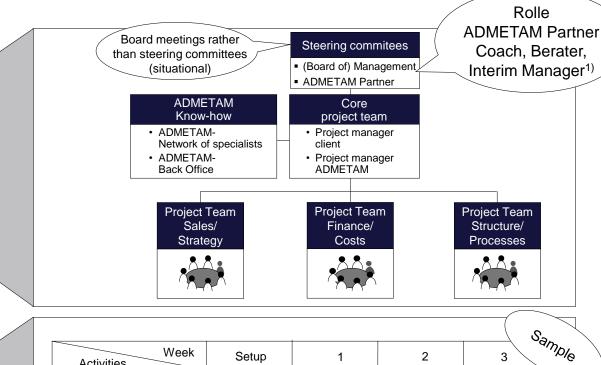
#### Steering of project organisation

- ADMETAM partner manages project directly on site
- Seniority in project team
- Lean project structure
- Structured master plan
- Projects/ work packages

Project management and operational implementation

#### Acceleration of project roadmap

- High impact and high commitment through direct co-operation with line and business unit managers
- Reporting adapted to situation, no formalism
- Clear definition of milestones
- Permanent transparency



Activities	Setup	1	2	3 Samp
Preparation/ Screening				
Kick off				
Transparency act. situation				
Rough concept/ potentials				
Implementation plan/ Next steps				

Source: ADMETAM 1) dependent on project

### High return on investment by experienced consultants

# Pragmatic and proven solutions

Experienced consultants

Professional project management

Comprehensive change management

- Focused analysis/ quick wins
- Well proven methods/ concepts/ benchmarks
- Proven blue-prints/ implementation modules

- Operational background/ know how
- Structuring-/ problem solving skills
- Social-/ leadership skills

- Binding potentials/ project targets
- Implementation plans/ target agreements
- Structured action plans/ barrier management

- External and internal communication
- Staff involvement/ teambuilding
- Coaching/ trainingon-the-job

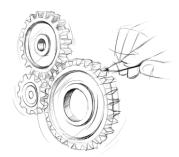
No theory No cultural barriers

No surprises

Sustainable results

**ADMETAM = Attractive Return on Investment** 







#### ADMETAM Ibérica Business consultants S.L.

Plaza Emilio Campuzano, 2-6° dcha. E-48011 Bilbao

Phone: +34 (0) 944.24 05 27 Fax: +34 (0) 944.24 05 27

E-Mail: contact@admetam.com



Fernando Del Val Partner f.delval@admetam.com

Dr Armin Mueller Partner a.mueller@admetam.com

Website: www.admetam.com



