



### PROJECT BENEFITS MANAGEMENT

Using our Project Benefits Management, you continuously monitor your project with a view to its use in forecasting. Instead of a single cost-use analysis in the business case, the entire course of the project will be regularly analysed in the context of the general requirements to see if the project's revenue forecast remains valid. If not, then it can make financial sense to end a project prematurely, even if deadlines and budget guidelines have been adhered to. As profits are usually realised only after completion of a project, it can be important to implement monitoring after the project's closure. The project benefit can be calculated on the basis of the Corporate Model.

### PUBLIC SECTOR REFORM

In the area of conflict between capital shortage and the constantly expanding spectrum of tasks, planning and regulatory methods from the private sector are expected of public administration:

- ▶ output-oriented regulation
- ▶ product budgeting
- ▶ cost and activity accounting

To this end we provide specifically adapted methods from our Earned Value Framework©. Over and above cost unit accounting, we have adapted our Activity-based Management method for the New Public Management. Our approach to IT-based realisation completes the offer.

### OUR TRAINING OFFER

We offer training courses in the **Activity-based Management-method** we have developed. Here your employees will learn how an effective corporate model can be set up using our ABM method. Every analysis is only as good as the model on which it is based. Our method will put you in the position of being able to integrate your employees' know-how in the corporate model. Learn from our experienced trainers how to utilise tricks of the trade from years of experience working in projects for the realisation of an optimal corporate model, and learn how to mine your employees' potential. The contents of the training courses are tailored to the specific demands and business situation of each customer.

In our implementation projects we place great value on knowledge transfer. Using modern tools, controllers can today tackle demanding tasks which were previously the exclusive domain of IT specialists. The knowledge needed for these tasks is shared during the project in special courses.

#### CONTACT

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OUR SKILLS AND EXPERIENCE  
FOR YOUR SUCCESS

## COMPANY HISTORY

The focus of our consultancy services was from the beginning on Activity-based and Performance Management, and has since been steadily expanding. We now offer an integrated Earned Value Framework© with associated IT solutions, including analysis and online reporting.

On the basis of our spectrum of methods, we can offer you custom-tailored solutions, covering the process from design to successful implementation.

Our consultation team is composed largely of senior consultants with more than a decade of experience. Thanks to strategic partnerships, we can integrate specialised themes into an universal solution.

We value an interdisciplinary approach and put people in the centre of our work. Our working relationship with our clients is based on partnership, trust and candour, in the knowledge that it is only by working together that we can achieve the success of a project.

Make use our multifaceted experience for your business – talk with us. We will develop an individual concept for your business, in accordance with your framework and targets, and accompany its implementation.

## SECTORS

Our spectrum of methods is deployable across sectors. We can draw on years of experience in the following sectors:

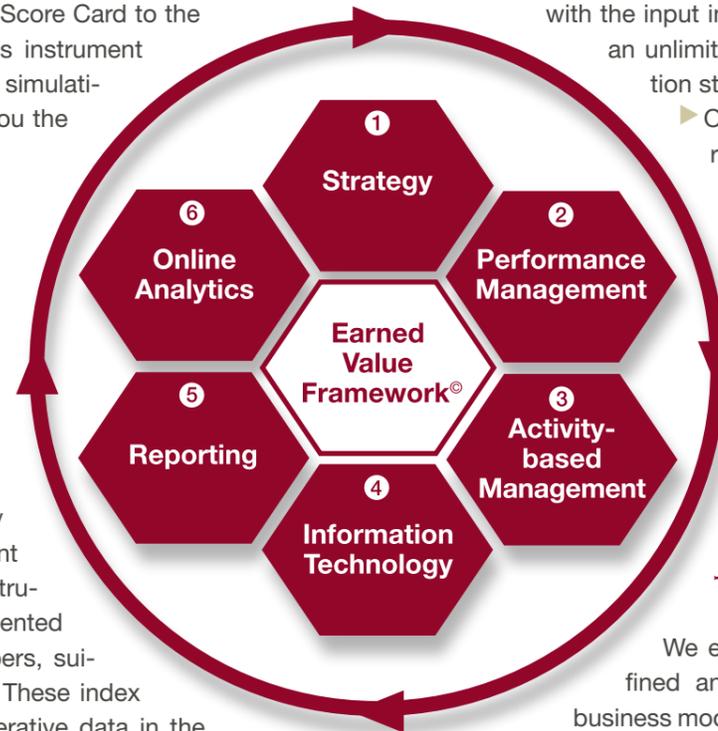
- ▶ Telecommunications
- ▶ Information technology
- ▶ Utilities
- ▶ Logistics
- ▶ Automotive industry
- ▶ Health services
- ▶ Public administration
- ▶ Commerce, banking and insurance

## PRODUCTS AND SERVICES

Our **Earned Value Framework**© has proved itself, cross-sector, in diverse projects. In keeping with a continual process of improvement, the individual disciplines are cyclically run through. Our Earned Value Framework© pursues the goal of a continuous integration of strategy, controlling and operative tasks. Through the combination of specifically adapted methods we enable you to utilise Online Analytical Processing (OLAP) to track processes from the top key figures in the Score Card to the underlying operative data. This instrument for analysis, decision support, simulation and forecasting will grant you the decisive competitive edge.

## STRATEGY AND PERFORMANCE MANAGEMENT

We hone your strategy and match the derived targets to your control instruments. We develop a consistent strategy with Score Cards and relevant performance management instruments. Strategic goals are presented using measurable index numbers, suitably structured and grouped. These index numbers are linked to the operative data in the corporate model. In this way the influence of operative business processes and their variants on the goals of your business will become visible, thereby allowing you to assess and improve your business performance.



## ACTIVITY-BASED MANAGEMENT

With the **ABM-Method** of Aurich und Partner you build a corporate model which will enable real performance management: your cost units will be placed in a causal context with your business processes. Our special expertise enables us to reproduce even the most complex “production models” with flexible driver metrics in the model. Resource use necessary for the value performance of the processes will be modelled in accordance with the input involved. Our models can embrace an unlimited number of dimensions, allocation steps, and hierarchical levels.

- ▶ Optimise processes, with cost reduction of often over 20%
- ▶ Identify sources of indirect costs
- ▶ Create your model with complex drivers
- ▶ Identify realistic profit margins
- ▶ Raise possible savings
- ▶ Plan and guide capacities and degrees of efficiency

## INFORMATION TECHNOLOGY

We ensure that your IT strategy is defined and executed to conform to your business model and the resultant specifications.

We support you in the selection of suitable solutions and their implementation, through to employee training:

- ▶ IT strategy, conceptualisation and implementation
- ▶ IT costing

Thanks to our years of experience we can create for you an optimal balance between technical feasibility and commensurability (cost-benefit analysis).

## BUSINESS INTELLIGENCE – REPORTING & ANALYSIS

It is essential for the success of your business endeavours that you have access to instruments which provide the best possible support in decision-making processes. These **Decision Support & Management Information Systems** (DSS & MIS) nowadays go far beyond classic standard reports. We help with the design, selection, and implementation of a BI solution tailored to your needs. The goal is to make all the data required for the decision-making process available online, at any time, in every means of presentation and every logical operative interrelation, thereby allowing your decision-makers up to date and comprehensive information about the status of and options within their area of responsibility.

Through the replacement of outdated or non-viable technologies and obsolete data-handling processes, investments in modern BI redeem themselves extremely quickly. The following components are a part of our comprehensive BI solution:

- ▶ Aligned controlling processes
- ▶ Personalised cockpits
- ▶ Options for analysis: simulation, forecasting, statistics
- ▶ Early warning and alarm systems
- ▶ Integration of all available data sources
- ▶ Data Warehouse Design
- ▶ Automatised information processing
- ▶ Scaleable, high-performance and stable IT platforms

We can draw on experience and highly-developed methods in order to create a BI solution, tailored to your planning and direction requirements, within a manageable time frame. Our BI solution establishes a new controlling culture, at the heart of which are transparency and communication.