



Management Consulting & Interim Management



Personnel and Management Consulting

- **Specializing in Freight Forwarding, Shipping, Transportation & Logistics**
- **Established in 2000**

All active partners are multi-lingual and have many years of experience as top executives in the above mentioned industry sectors
- **Core Competencies**
 - Recruitment of executives and specialists
 - Management and strategic consulting
 - Organizing mergers and acquisitions
- **adi own network in Africa, Asia/ Pacific Region, Europe, North America, South America**
- **Our global network is represented in 27 countries, serving 100 countries with over € 9 Mio. turnover**



Supplemental Information

27 Countries - 50 Offices – 60 Partners

Austria
 Australia
 Brazil
 Canada
 Chile
 Colombia
 Czech Republic
 Finland
 France
 Germany
 Holland
 Hong Kong
 India
 Italy



Japan
 Korea
 New Zealand
 Russia
 South Africa
 Spain
 Sweden
 Switzerland
 Thailand
 Turkey
 UAE
 United Kingdom
 USA

Now serving 100 countries – we'll cover your requirements!



Supplemental Information



Facts and Figures 2009/2010

27 Countries – 50 Offices

Group Turnover € 9,6 Mill.

No. of Mandates 1.850



Mission

TO BE THE PREMIUM PROVIDER OF

**Management Consulting
Personnel Placements
M&A Assignments**

to our Freight Forwarding and Logistics Customers through the utilization of our global network of highly experienced, resourceful Partners and Associates

Our unique and personal focus allows us to provide maximum benefit to

EACH CLIENT, EVERY TIME



Services



Personnel Consulting

Sourcing and pre-selecting of Executives and Specialists, Personnel development, career planning, and training



Interim Management

Temporary management assignments around the globe



Strategy, Project, and Management Consulting

Ensuring our customers' competitive edge



Acquisitions, Mergers, Joint Ventures, Alliances

We support our customers' efforts as their partner



Management Consulting

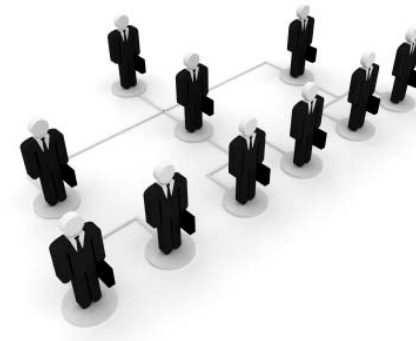
Our clients enjoy the benefits of our extensive worldwide logistics services industry experience and our practical hands-on approach which can cover all or any segment of the following:

- **Analysis, Strategy and Organization**
- **Marketing and Product Development**
- **Freight Forwarding and Logistics**



Management Consulting - Analysis, Strategy and Organization

- Analysis and Design of Business and Product Strategy
- Evaluation and Alignment of Organizational Structures
- Development and Implementation of Processes for Aligning the Product Offering with global and local Customers & Market Requirements
- Analysis, Evaluation and Improvement of Productivity and Efficiency
- Evaluation, Recommendation and Formation of Strategic Alliances
- Management of Projects
- Conduct S.W.O.T. Analysis
- Review of Existing IT Systems and Strategies





Management Consulting – Marketing and Product Development

Local and Global Market Analysis and Strategies

Product Development (Design, Positioning, and Implementation)

Profitability Analysis and Controlling





Management Consulting – Forwarding and Logistics

- **Preparation and Administration of RFQs**
- **Sales Training**
- **Design and Implementation of Management Systems**
- **Supply Chain Management**





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Interim Management

Missing a Key Performer?

A temporary measure allowing our customers to bridge gaps while looking for the best possible permanent solution

Lack of Resources or Knowledge for a Project?

Specialists, Experts, or Project Managers are engaged for a limited period of time and only as needed

Turnaround required?

An experienced Turnaround Manager can allow the company to find new ways and opportunities for future success



Our Competencies

- **Manageable, well structured, flexible, and powerful global organization**
- **Top notch industry competency with detailed knowledge about the various markets and their specific requirements**
- **Unique personal connections and network throughout the world of logistics**
- **Proven track record in the field of personnel consulting**
- **Personally identifying with our clients' issues and challenges**

“YOUR PROBLEM IS OUR PROBLEM”



Client Benefits

- **Highly efficient and sound business relations**
- **Optimum Cost/ Benefit Ratio**
- **Pragmatic, realistic, and practical solutions**
- **High rate of success with quick result**
- **Implementation support**
- **Flexible and competent expansion of HR capacities at mostly variable cost**
- **More than just personnel placements**



Principle Partners and Management Team

Helmut Berchtold



**22 Years
Industry Experience**

**Last Position: CIO Schenker
USA**

Klaus D. Geissler



**32 Years
Industry Experience**

**Last Position: EVP Air Freight
Schenker HQ**

Jochen Smoktun



**34 Years
Industry Experience**

















**Last Position: SVP Air Freight
Schenker Germany**


Detlef Kükenshöner





















**20 Years
Industry Experience**

**Last Position: COO
LOGWIN Road+Rail HQ**

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