

# **ECG Management Consulting GmbH**

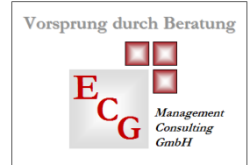
## **- A short ECG overview**

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**Berlin, January 2012**

# ECG Management Consulting GmbH

## - A Short Overview -

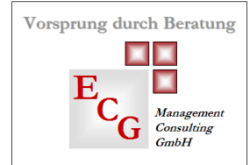


### ECG is Specialized in Selected Consulting Services (1)

- The *ECG* is specialized in selected consulting services
- The *ECG* is a vendor-independent consulting company
- The consulting topics of the *ECG* concentrate on the ranges - strategy and organisational development - information management - innovation management
- *ECG* offers consulting services for the whole process: „strategy - plan – implementation“
- *ECG* represents a selected number of partners with a fifteen (or more) years track record of experience in industry and management consulting
- Our power is not only based on *ECG* own skills and experience, it includes also the experience and skills (learning) of all our (& each) partner(s). All partners spend a considerable amount of time in best of class consulting companies and served in leading positions of international companies.
- The reference and experience do not lie alone in the company *ECG*, but with the *ECG* partner. Partners act as pilots to the enterprise by putting structure, processes, skills, people and systems in place to enable the enterprise to transform itself.

# ECG Management Consulting GmbH

## - A Short Overview -



### ECG is Specialized in Selected Consulting Services (2)

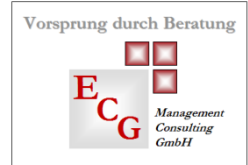
- *ECG* works economically for the client: In contrast to the classical consulting approach *ECG* discards the deployment of hierarchical teams (pyramids). The client acquires the comprehensive competence of a dedicated partner augmented by problem specific *ECG* resources.
- *ECG* accompanied projects with more than 70 clients. Due to the clients the *ECG* is active also in international projects.
- Beyond that the *ECG* offers also seminars (> 20 seminar)
- *ECG* gave more than 500 Seminars since 1998, e.g.: Management Circle AG, IIR Deutschland GmbH, Euroforum GmbH, etc.
- Practical experience was published in several specialized books & medias: - a digital library - more than 8 technical books
- Due to the flexible office concept, the *ECG* – head quartered in Berlin - is at all times willing and prepared to accomplish project meetings and workshops outside of Berlin (e.g. in Frankfurt, New York or in more than 800 other locations abroad as well as in Germany).

## Our Triple "E" Value Proposition: Empathy (!), Expertise and Experience

- Empathy*** - ***The capability to scope and realise the emotional and social impact and its implications for solving the problem***
- Expertise*** - ***The capability to select and exploit best in class methodologies and process skills***
- Experience*** - ***The capability to proactively use accumulated knowledge for shaping an unknowable future***

# ECG Management Consulting GmbH

## - A Short Overview -



### Our Consulting Principles (1)

Success for our Clients

We exert ourselves with highest commitment for measurable and sustainable success (for our clients)

Discretion

We do not recruit with the names of our clients for us.  
We avoid publications over our commitments.

Process Orientation

We work together with our clients on the solution - the process is as important as the result.

Implementation  
Orientation

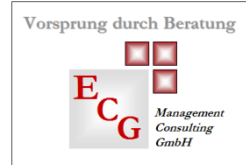
We recommend only “feasible solutions” as well as strengthable for the organization.  
We help during the implementation process.

Development of  
Coworkers

We want that our coworkers develop their abilities and their personality systematically.  
We build on team spirit.

# ECG Management Consulting GmbH

## - A Short Overview -



### Our Consulting Principles (2)

**ECG Management Consulting GmbH ("ECG")** is an innovative consulting company. *ECG* represents partners with a more than fifteen years track record in industry and management consulting. All partners spend a considerable amount of time in best in class consulting firms and served in leading positions in industry. *ECG* empathy partners share values, quality principles and methodologies with complementary competences.

**ECG** partners have gained reputation in a selected client base as well as in public. Partners act both in their capacity as entrepreneurs and management consultants. As a principle clients value a relationship with a dedicated and trusted partner who can rely on the skillbase of *ECG* to forge a problem specific client/consultant team.

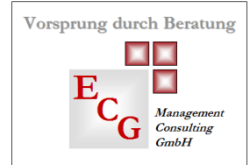
**ECG** partners act as pilots to the enterprise by putting structure, processes, skills, people and systems in place to enable the enterprise to transform itself. In contrast to the classical consulting approach *ECG* empathy discards the deployment of hierarchical teams (pyramids). The client acquires the comprehensive competence of a dedicated partner augmented by problem specific *ECG* resources.

**ECG** assignments concentrate on innovation, transformation and the creation of new businesses. Typically these challenges cannot be addressed by using standard recipes and often demand sophisticated organisational learning capability. *ECG* partners are using the triple "E" proposition to partner with the client in managing transformation processes.

**ECG** is dedicated to apply and develop "best in class" process skills and methodologies. This objective is facilitated by an intensive international cooperation with leading partners in the respective areas of consulting and management science. Partners share a strong affinity to contribute to research issues in order to continuously improve this capability.

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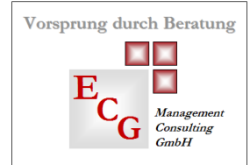
## **Our Industrial Focus**

### **ECG focus industries:**

- Automotive industries
- Life science industries
- IT-service provider
- Logistic & transportation industries
- Services industries

# E C G Management Consulting GmbH

## - A Short Overview -



## Our Service Portfolio

### ***Global/International business strategies***

- Strategy development (Company & SBU level)
- New business development
- Balanced scorecard (Company & SBU level)
- Core competences management
- Consortia and partnerships
- Business process redesign

### ***Strategic IT management***

- Organisational development for IT-Units,
- IT governance
- IT strategy development
- Balanced scorecard for IT units & projects
- Internet strategies
- Service level management
- Outsourcing / partnering decisions

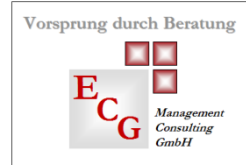
### ***Technology and innovation management***

- Product innovations, breakthrough management
- Lead user management
- Forefront marketing
- R & D -strategies/-management
- Management of international R & D
- Technology strategies



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## Our Driving Forces ...

### WHY WE ARE BUILDING ECG?

- *DEMAND GAP FOR HIGH END CLIENT SPECIFIC PROBLEM SOLVING*
- *STRONG MARKET NEED FOR KNOWLEDGE TRANSFER AND RAPID IMPLEMENTATION*
- *LINKING THE CAPABILITIES OF MANAGEMENT SCIENCE AND CONSULTING WORK*

### WHY WE ARE DIFFERENT?



#### **BACK TO THE ROOTS OF CONSULTING**

- *WE ARE NOT IN THE BUSINESS OF ASKING QUESTIONS, WE GIVE ANSWERS TO BUSINESS PROBLEMS AND WE ARE DEDICATED TO MAKE SOLUTIONS WORK*



#### **WE BELIEVE IN THE POWER OF EMPATHY, KNOWLEDGE AND IMAGINATION**

- *ADVICE IS THE PRIVILEGE OF EXPERIENCED PARTNERS, ECG PARTNERS HAVE A LONG STANDING TRACK RECORD IN CONSULTING, BUSINESS MANAGEMENT AND ACADEMIA*

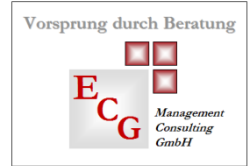


#### **WE PROVIDE SUPERIOR ECONOMICS**

- *PARTNERS DELIVER WHAT THEY PROMISE, ECG DOES NOT DEPLOY "PYRAMIDS"*

# **E C G Management Consulting GmbH**

## **- A Short Overview -**



## **Contact**

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