

# SKP Personal- und Managementberatung GmbH

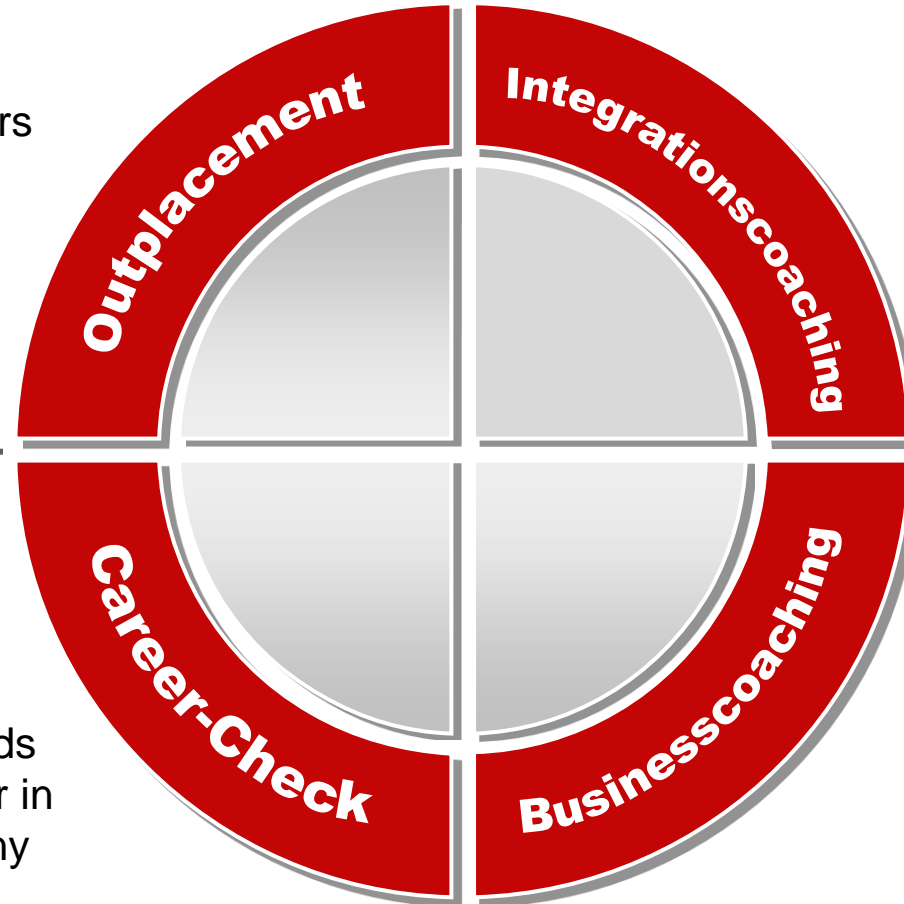
## OIGP Brussels Meeting

### April 23rd – 25th 2015



# SKP: 360°- Career- and Outplacement- Consulting

New positions and perspectives for managers and employees: OP and career transition



Successful onboarding and quick take over of responsibilities

Check on individual needs for future positions either in or out the actual company

Strengthening of managerial knowhow and support on managerial projects/tasks

# SKP in Germany (own offices and in business centres)



## Niederlassungen

Hamburg, Duisburg  
Frankfurt, Stuttgart  
Nürnberg, München

## Beratungsbüros

Berlin, Hannover,  
Paderborn, Wiesbaden,  
Aschaffenburg

# Market review

## Market situation

- The economic cycle continues to strongly **disfavour** Outplacement/Career transition
- The European economy even will boost because of the low Euro
- Economically Germany is still ahead of other European countries
- Consumer and business confidence high

## Products

- Development of coaching services to manage generation changes and demographic factors in the economy

## Challenges/Opportunities

- Sharpening of the own profile
- Development of new services
- Building stronger international relationships
- Leveraging OIGP relationship

# Business model

- Premium consulting approach
- Experienced core team
- Senior Consultants
- Low administrative expenses
- Networking driven