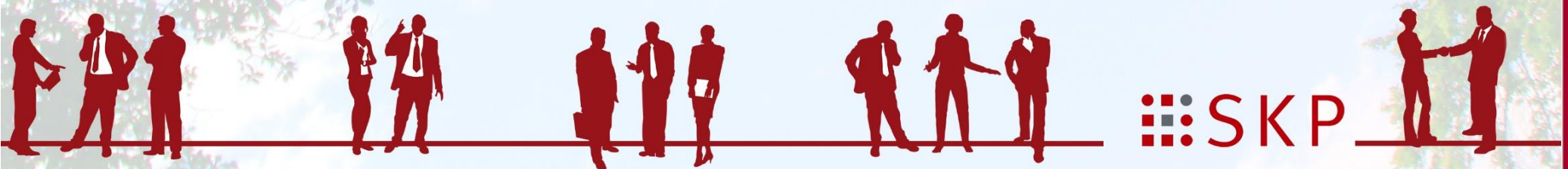




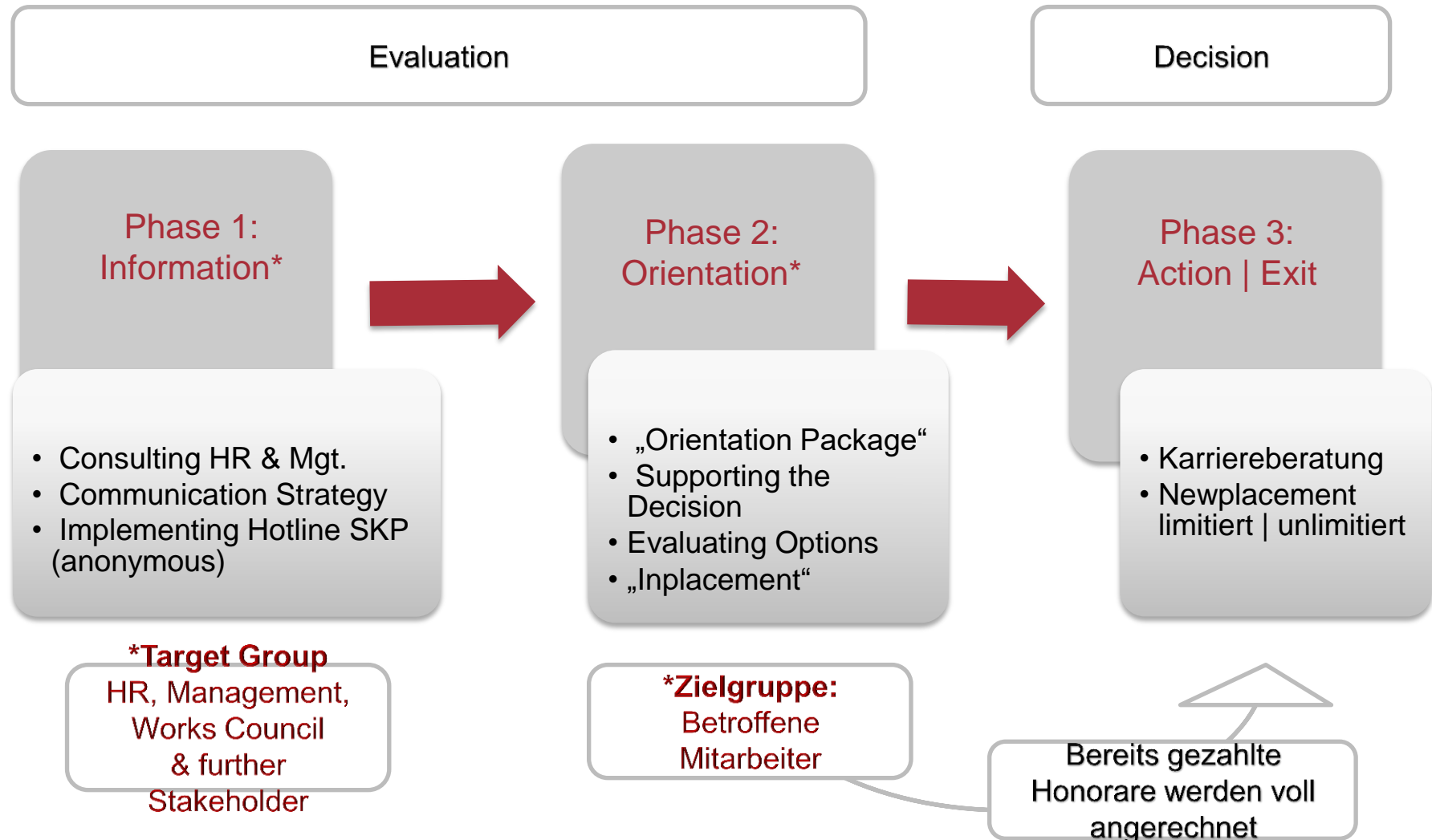
SKP Dr. Stoebe, Kern & Partner
Personal- und Managementberatung GmbH

Marc R. Schmittwilken | Managing Director & Senior Consultant



What's new?

Support Offboarding Processes @ an Early Stage



Look Back 2018

2018

- Revenue / Sales 900k €
- Average Budget 13.000 €
- “Unusual” Projets: RÜTGERS / RAIN CARBON
- New customers: Establishing Framework agreements

Outlook 2019

Internal SKP

- Shareholder Situation
- Succession Planning
- Further Developments

- Significant regional differences:
 - 1) North – medium/small
 - 2) West – ok/growing (due to big changes esp- in the Ruhr-Region, change in infrastructure)
 - 3) South difficult due to full employance
- Inplacement
- Individual Targeting of Executive Clients

Local Business Development & Marketing

- Sales Acceleration through new colleagues (sales experts)
- RETENCON Networking

OIGP | Cross Boarder Business

Room for Improvement

- Involvement in framework agreement negotiations
- Exchange of best practices based on customer feedbacks
- Harmonizing budgets & packages (e.g. one international product with one price)