

# ANTICIPACTION.

Senior Entrepreneurs for Preventive Business Shaping

„Advancement makes  
people indebted to the  
malcontents.“

**Aldous Huxley**

**ANTICIPACTION. Network**

Our offer – your benefit

# Content

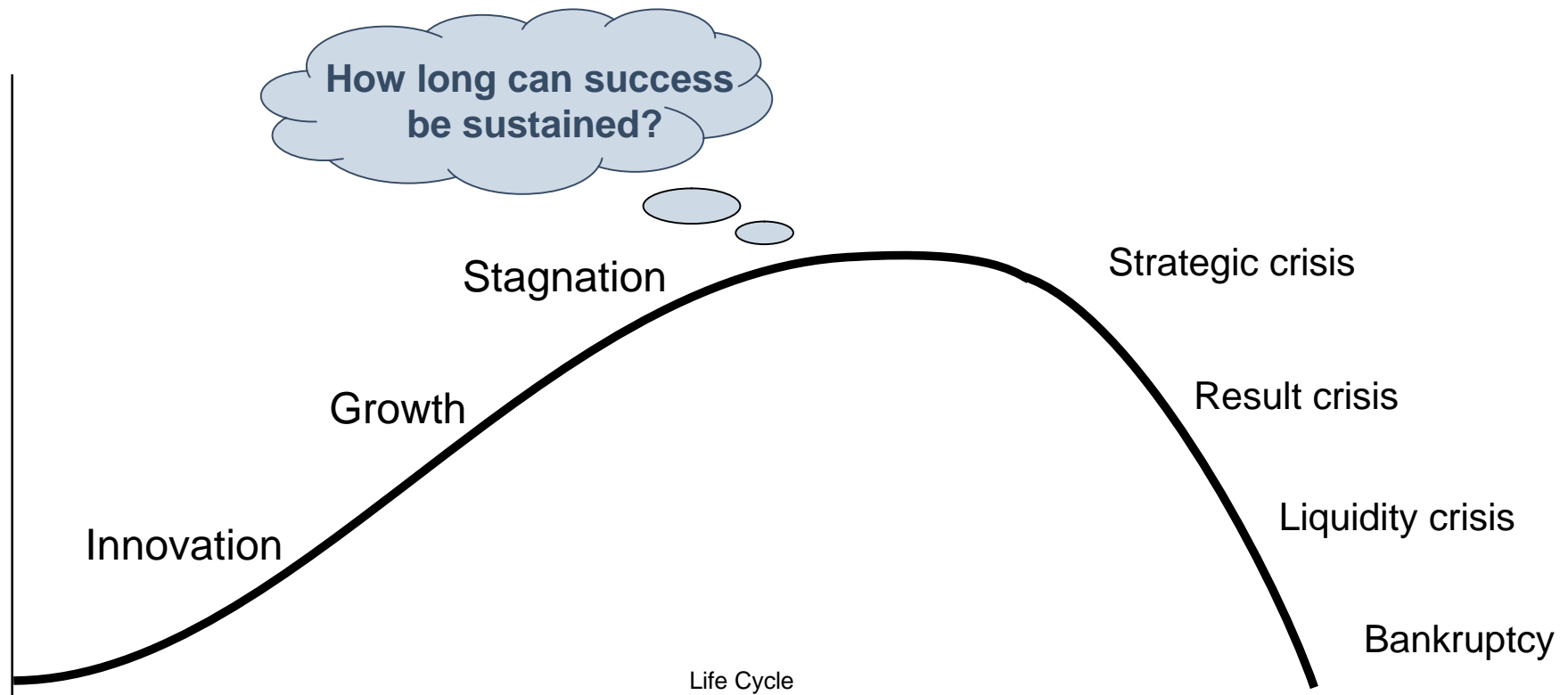
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## **The Challenge**

The Solution – Your Benefit

Your Service Network

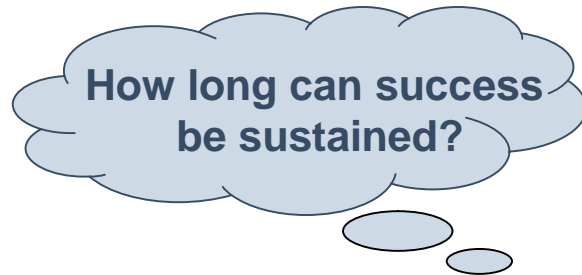
# The permanent threat: Success may act like a poison



- 🔗 The platform for today's success was created years ago
- 🔗 One avoids changing winning recipes
- 🔗 First "hidden" symptoms arise – one no longer leads the game

Are you sensitive enough to perceive arising changes and opportunities at a very early stage? Can you build on them that premature?

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*We have been successful players in our markets for many years. However...*

- 🕒 Do we go beyond existing market boundaries as perceived?*
- 🕒 Do we identify promising trends at a very early stage? How to prioritize?*
- 🕒 Do we have enough ideas to create superior & profitable businesses?*
- 🕒 Is our value chain configuration the right one to deliver superior value?*
- 🕒 Is our organization flexible enough and do we have the right talents to tackle new challenges?*
- 🕒 Are we competitive enough: concerning price, service, speed, reliability, etc.?*
- 🕒 Do we use controversial discussions as a productive means to avoid the trap of “artificial consensus”?*

# Content

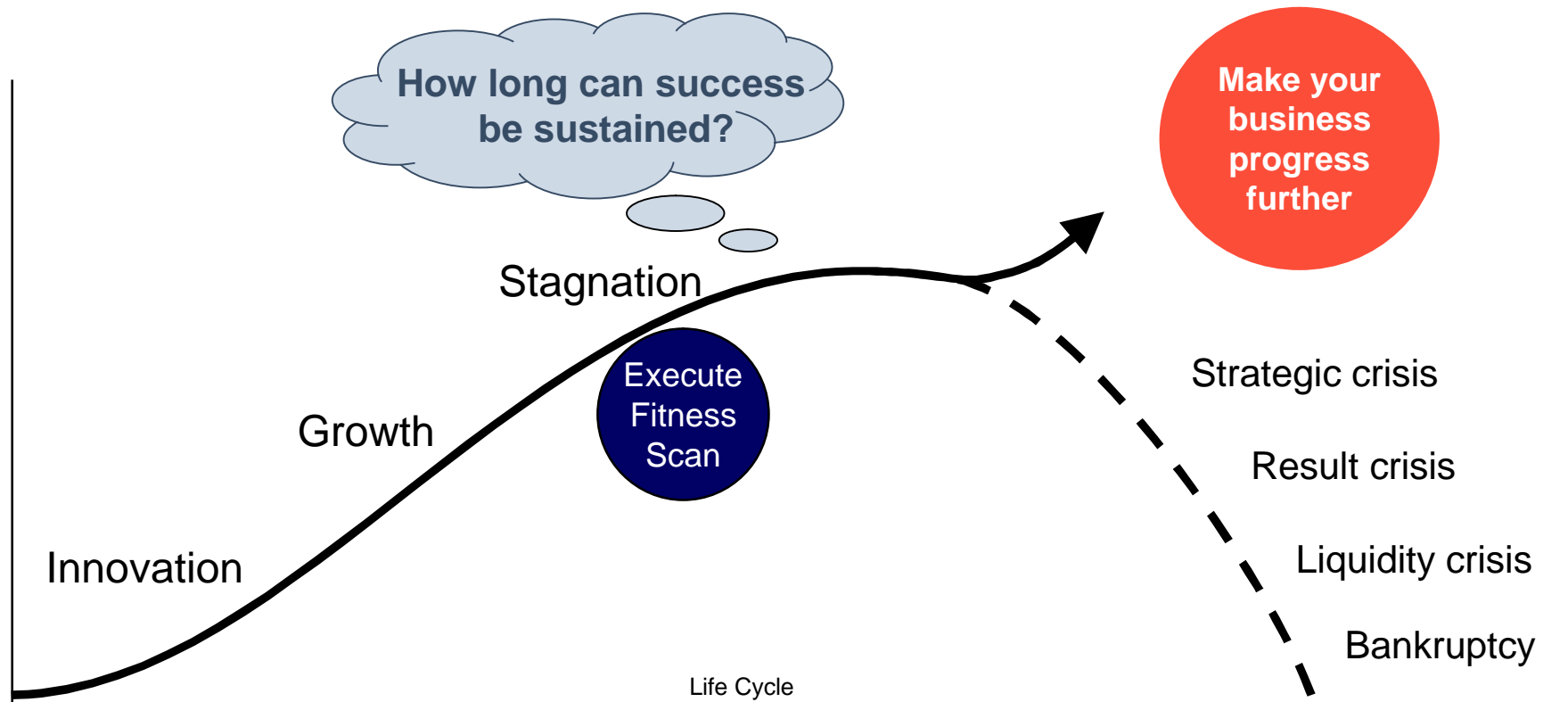
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The Challenge

**The Solution – Your Benefit**

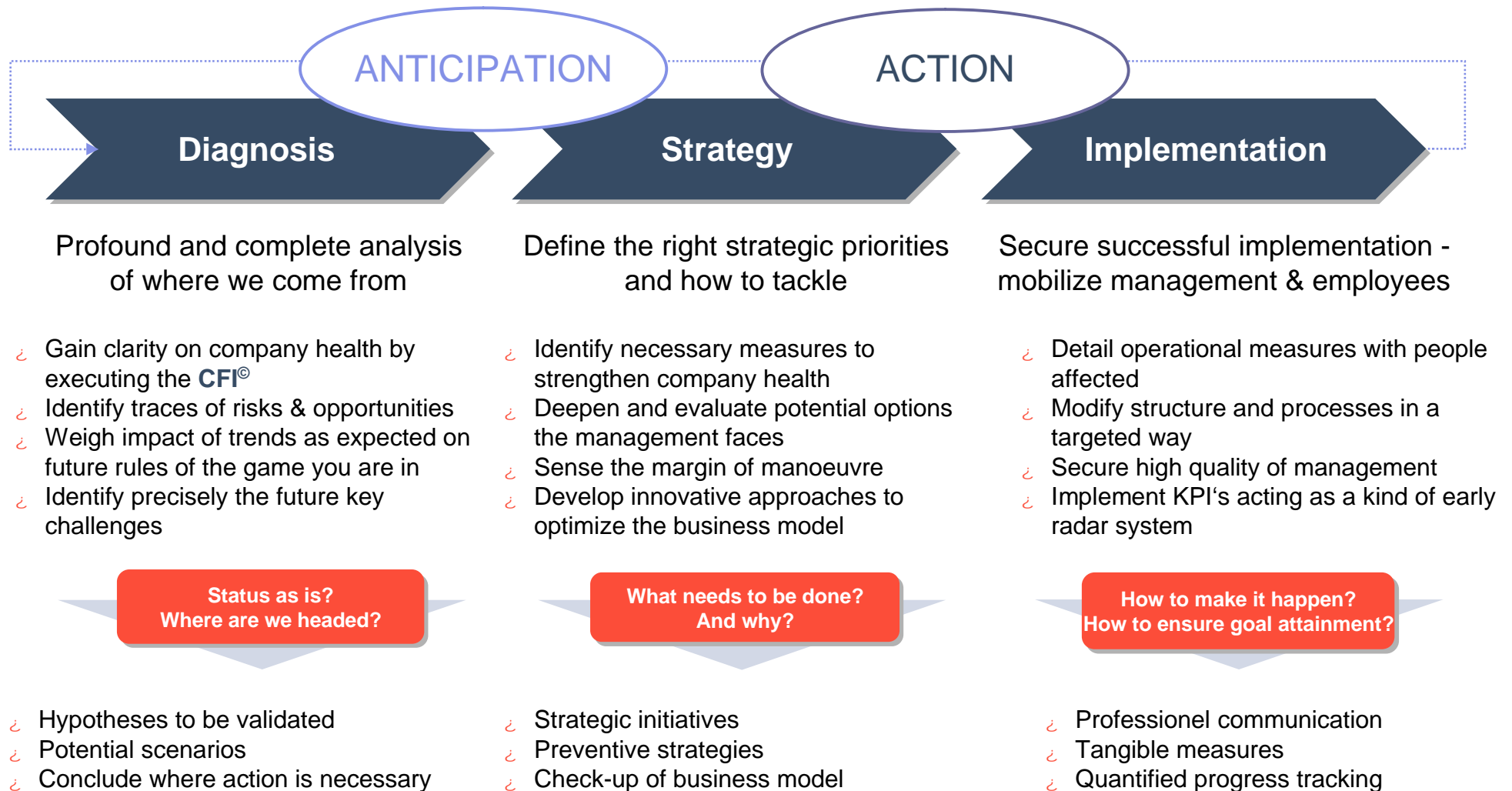
Your Service Network

# Anticipate instead of solely reacting

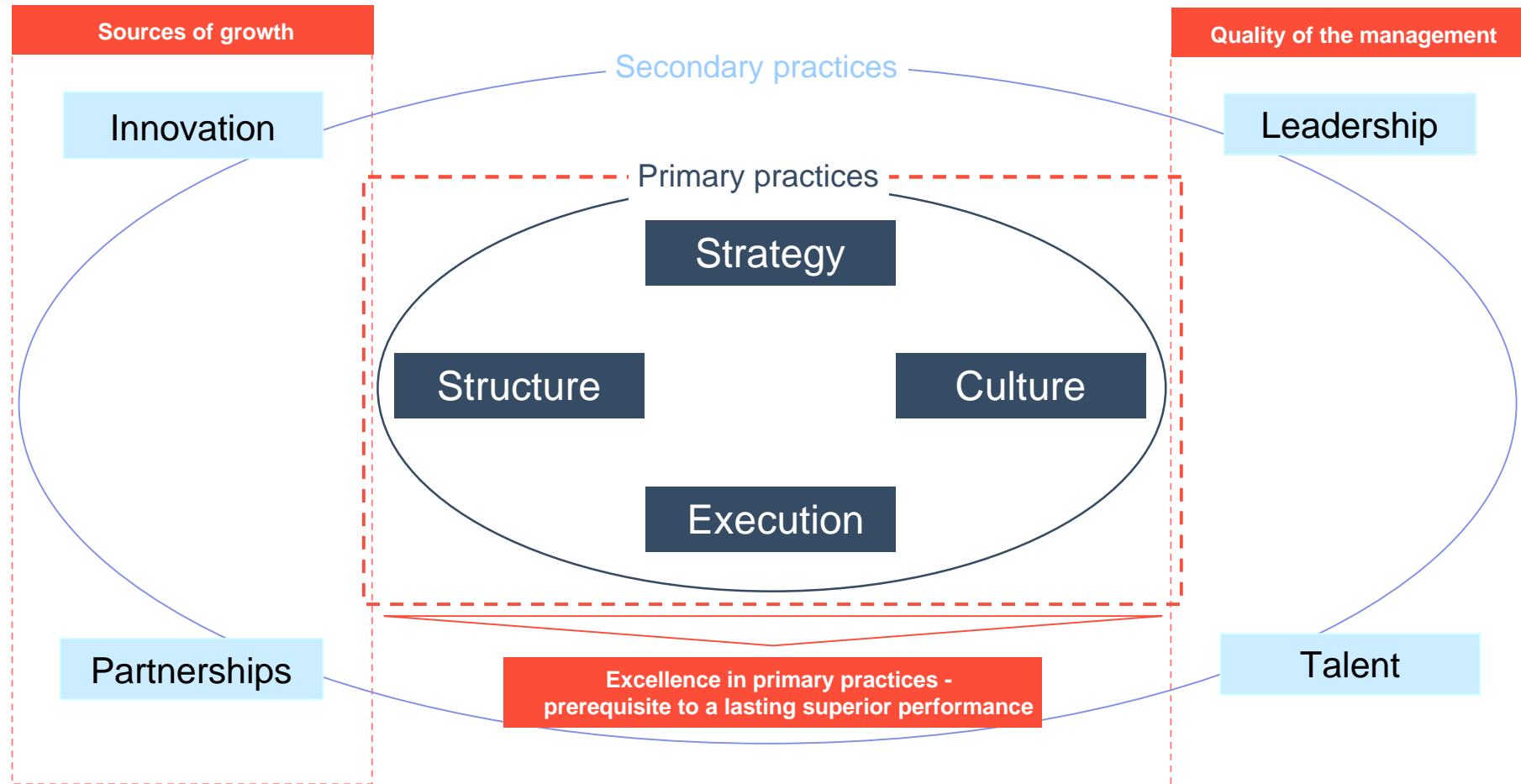


- 🕒 Identify subtle symptoms of inertia as early as possible
- 🕒 Tackle internal as well as external challenges immediately and pro-actively
- 🕒 Optimize your business model in a preventive way

# ANTICIPACTION: THE Partner for Preventive Business Shaping



# Company Fitness Index<sup>©</sup>: What makes the difference: the must-have management practices



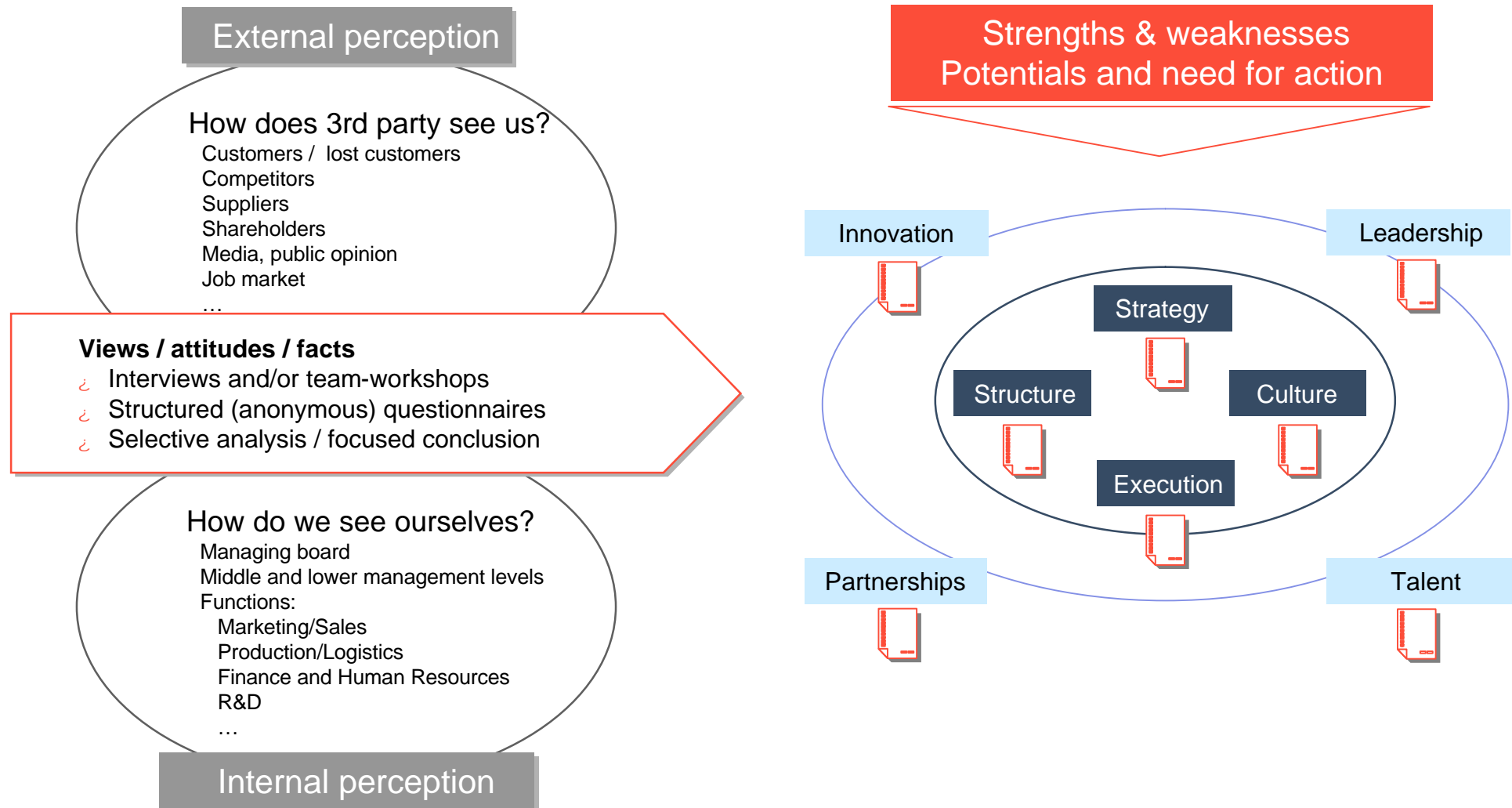
Source: Evergreen-Project / HBS

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Senior Entrepreneurs for Preventive Business Shaping

# Company Fitness Index<sup>©</sup>:

Finger on the pulse – in an unconventional, cross-functional and focused way



# ANTICIPACTION comes to the point ●

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**ANTICIPACTION** ●  
Senior Entrepreneurs for Preventive Business Shaping

**develops further your  
business model  
in a preventive way**

- ﷺ We make strategic deficits visible and show routes for their elimination
- ﷺ We execute the **Company Fitness Index**® to make transparent in how far and to which extent corrective action is needed
- ﷺ We acknowledge the uniqueness of every business case, we avoid standardization
- ﷺ We quickly make your managers a contributing member of the whole effort. Thus, we establish personal and lasting commitments ensuring achievement

# Content

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The Challenge

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# The 3 Founding Partners

## Complementary Experiences and Skills



**Dr. Horst P. Schamböck**  
**Dipl.-Ing.**  
**Managing Partner**

Studies in Metallurgy and Economics (U of Leoben), Doctorate in Logistics, Senior education: St. Gallen (General Management)

**Management responsibilities (15 years):**

- Mannesmann AG: Logistics
- Austria Metal Group: Strategy / Quality Mgmt.
- EMCO Group: Managing Director

**International consulting and interim-management (14 years):**

- Strategic restructuring, supply chain optimization, PMI, complexity management
- Medical technology, pharmaceuticals, automotive, machine building, building engineering, consumer goods

**Languages:** German, English



**Peter M. Hache**  
**Dipl.-Soz. (Univ.)**  
**Managing Partner**

Studies in Sociology, Economics and Psychology, Master, Universities of Bochum and Bielefeld, Senior education: Harvard, MIT, INSEAD

**Management responsibilities (16 years):**

- Unilever: General Manager / MD
- Businesses in Europe, USA/CDN, Asia
- Different Marketing- / Sales-functions

**International consulting and interim-management (11 years):**

- Strategy, marketing & sales, innovation, restructuring, change management
- Chemicals, energy & utilities, packaging, consumer goods, construction machines, fashion, banking

**Languages:** German, English, French



**Dr. Udo Peters**  
**Dipl.-Ing.**  
**Managing Partner**

Studies in Electronics / IT (TU of Munich), Doctorate (University of the German Armed Forces), Senior education: Management School of St. Gallen (General Management)

**Management responsibilities (13 years):**

- EADS/DASA/MBB: management of international programs/projects
- GEMA: change- / IT-Management

**International consulting and interim-management (14 years):**

- Innovation / R&D, efficiency improvement, change management, project/program mgmt.
- Aircraft/aerospace, defence, solar cells, banking, machine building, transportation, packaging, plant engineering/construction

**Languages:** German, English

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Senior Entrepreneurs for Preventive Business Shaping

Functional skills combined with experience and social competencies make us the ideal adviser and the ideal partner for sparring

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- ع Convincing track record
  - § As year-long former senior executives in different industries
  - § As year-long senior consultants
- ع References from “operational life” as senior executive available
- ع References from a wide range of former customers available



# Our international network completes our offer

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Senior Entrepreneurs for Preventive Business Shaping

**Upon request network partners and specialists may complete our offer**

## Our international network:

- ❧ Exclusive network partners from sectors as:
  - § Banking
  - § Family Office
  - § Private Equity
  - § Top Executive Search
  - § Legal firms
  - § Communication & Public Relations
  - § Universities, Scientific Institutions
  
- ❧ Former Senior Executives as Associate Partners provide international experiences and specific know-how

# Reference.

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## A selected number of references:

### Companies:

- Alcan Food Europe
- Amprion GmbH
- Deutsche Bank AG
- Diehl Stiftung & Co. KG
- EADS Deutschland GmbH
- Elster Kromschröder GmbH
- Fora Folienfabrik GmbH
- Fresenius Kabi AG
- Fresenius Medical Care AG
- Freudenberg & Co. KG
- Infraser GmbH & Co. Höchst KG
- LANXESS AG
- Prym Fashion
- SGL CARBON AG
- Siemens AG
- Vinnolit GmbH & Co. KG
- Weidenhammer Packaging Group

# Reference.

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## A selected number of references:

### Examples:

- **Strategy**

Development and implementation of an innovative business model in the medical technology industry  
Company Fitness Scan: development of a sustainable strategy (aluminium processing)

- **Innovation**

Shaping of R&D processes in the packaging industry at a European level  
(including the development of customized tools and their implementation)

- **Marketing and Sales**

European sales strategy and growth offensive in the fashion supply industry  
Sales offensive at a European level (packaging industry)  
Adjustment European sales strategy (measuring devices)  
Customer Relationship Management: concept and implementation

- **Supply Chain Management**

Radical re-shaping of the European wide logistics of a company being in facility management

- **Restructuring**

Efficiency improvements and cost reductions in a company being in facility management

- **Post Merger Integration**

Concept and implementation of a cross-country integration process (pharmaceuticals)

# Contact / Impressum

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