

consenso

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We Enable Innovations
Our References



The ADAC Story



Walter Holzhammer

The company

Foundation:
1903

Members:
19.6 Mio.

Total revenues from contributions:
1.18 billion EUR

Industry:
Automobile Association

Head office:
München

Internet:
adac.de

ADAC e.V. is Germany's largest association and, with its 20 million members, also one of the biggest membership organisations of the world. Founded in 1903 as "Deutsche Motorradfahrer-Vereinigung" (German motorcyclist association), the association changed its name to "Allgemeiner Deutscher Automobilclub" in 1911. At that time, the association already had 17,000 members, thereof 12,000 car owners, and it has taken care of the entire field of motorised mobility ever since. Today, ADAC's commercial activities are organised within the ADAC SE, while all charitable activities belong to the ADAC foundation. ADAC SE is a joint stock corporation under European law and comprises 37 subsidiaries and associated companies as of 1st January 2017, among others the ADAC Schutzbrieft AG.

"Thanks to the selective use of automation we could significantly reduce our claims settlement costs and also improve our member service notably. This was made possible due to the implementation of a paperless workflow process and a considerably enhanced competence of our employees. consenso consulted us along the entire process from strategy via planning through to implementation. We have achieved our ambitious objectives together."

Walter Holzhammer

ADAC-Schutzbrieft Versicherungs-AG | Head of VSR



The amor story



Volker Behle



The company

Foudation:
1978

Employees:
approx. 3,000

Revenue 2014:
76.3 billion EUR

Industry:
Wholesale and Retail

Head office:
Obertshausen

Internet:
amor.de

Amor group ranks among the most successful, vertically integrated jewellery retailers in Europe. Founded in 1978, about 1,300 people are working for Amor group today. Amor is represented in 24 countries and is the European market leader for real jewellery with its own jewellery brand in the medium price segment from 20 to 100 Euro. Each year, Amor sells more than 8 million jewels through various sales channels at more than 2,000 points of sale. Amor offers its sales partners – leading retailers, department and jewellery stores as well as shopping centres – financially attractive value contributions in combination with a full-service concept. The product range comprises more than 9,000 models and 800 new articles are added continuously every year. Besides Amor's real jewellery, a cross-generational jewellery brand, the company also launched the jewellery brand NOELANI. In addition, Amor holds the trademark licenses for s.Oliver Jewel and Prinzessin Lillifee.

“Cooperation with consenso is always based on partnership and a lot of trust. consenso's colleagues work very independently and deliver the promised results as agreed – no complaints, no running after. Together we have developed a roadmap for our future-oriented BI system and implemented an extensive base of data models and reports. Now, we will gradually expand the contents of our BI system together with consenso and implement new functions such as forecasts and simulations.”

Volker Behle
IT Management | amor



The BayWa story



Bardo Gutberlet

The company

Foundation:

1923

Employees:

16,711

Revenue:

15.4 billion EUR

Industry:

Trade

Head office:

München

Internet:

baywa.de

BayWa is a group with worldwide operations in the core competences trade, logistics and supplementary services in the three operative segments agriculture, energy and building/construction as well as in the development segment innovation & digitalisation. Founded in 1923, the parent company's head office is located in Munich. Besides Europe, the focus of the international activities is on the USA and New Zealand.

Founded in 2002, RI-Solution GmbH is an IT service provider with the main customers BayWa and RWA and more than 200 employees at three locations in Germany and Austria. Specialised in the concerns of retail and wholesale business and equipped with extensive knowledge in the trade processes of the business areas agriculture, technology, energy, building materials, DIY and garden centres, RI-Solution renders a service and solution portfolio of more than 40 million EUR.

“consenso's employees stand out due to their very high customer orientation. Their flexible commitment allows us to implement our solution in due time, again and again.”

Bardo Gutberlet

Head of Applications | RI-Solution

The BERNER story

The company

Foundation:
1983

Employees:
9,000

Revenue:
1.06 billion EUR

Industry:
Fastening and Assembly Technology

Head office:
Künzelsau

Internet:
berner-group.com

Berner SE is a corporate group operating throughout the EU and trading in consumable materials, tools and workshop equipment via direct sales. The corporate group originated from Albert Berner Deutschland GmbH and is located in Künzelsau. In total, Berner group consists of 27 sales companies in 24 European countries, two manufacturing and sourcing companies as well as four production sites in the chemical division. The performance spectrum comprises services as well as an assortment of small parts for professional users with about 25,000 articles in the areas DIN and standard parts, chemical-technical products, tools, workshop equipment, organisational and stock systems, direct assembly systems, drilling technology, diamond technology, dowel technology, assembly and insulating systems for heating, sanitary and electrics as well as working and protective clothing.

Wolf Drexel

“In cooperation with the colleagues from consenso, we have transferred our complex operational procedures into a new, group-wide and standardised organisation concept based on an SAP template. The performance and commitment of consenso’s specialists in the course of the implementation impressed us very much. We have made good progress together, but still have more work ahead of us. We look forward to further fruitful and efficient cooperation.”

Wolf Drexel

Berner GmbH | Head of intern. IT bei Berner

The bonprix story

The company

Foundation:

1986

Employees:

3,000

Revenue:

1.5 billion EUR

Industry:

Multichannel | Fashion

Head office:

Hamburg

Internet:

bonprix.de

Founded in 1986, today, bonprix is one of the highest turnover companies of the otto group. bonprix addresses customers in 30 countries throughout Europe, Russia as well as North and South America. More than 50% of the total turnover is generated abroad. The business focus is on e-commerce and mobile shopping. Every week, international web shops are presented anew on desktop computers, smartphones or tablets: with the latest fashion, individual advice and many inspirations. Customers love to shop in the web shops: about 80% of bonprix' yearly worldwide turnover of more than 1.5 billion EUR in the fiscal year 2016/2017 are realised in online trade. But also catalogues and the bonprix fashion stores in Germany attract and dress a lot of new and regular customers.

Katrin Behrens

“Dynamic, inspirational and committed to the customer – these are the essential elements of bonprix' manifest. We meet our customers in an open, honest way and on equal footing. In consenso, we succeeded in finding a partner whose cultural fit matches our company perfectly.”

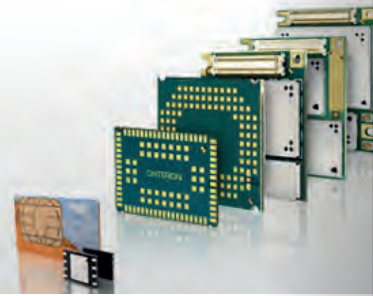
Katrin Behrens

IT Responsible | Customer Advisory Board

bonprix Handelsgesellschaft



The CINTERION story



Reiner Schilder



The company

Foundation:
2006

Employees:
15,000

Revenue 2016:
3.1 billion EUR

Industry:
IT

Head office:
Amsterdam (NL)

Internet:
gemalto.com

M2M or machine-to-machine stands for the automated exchange of information between terminal devices such as machines, vehicles or containers between themselves or with a central control centre using the internet or access networks like mobile networks. Cinterion M2M, today Gemalto M2M, belongs to the Dutch Gemalto Group. As a world leader in the sectors security, analysis and administration of digital identities and interactions, Gemalto enables its customers to offer personal mobile services, payment security, authenticated cloud access, protection of identity and privacy, electronic documents, M2M applications and numerous further services.

“By means of an excellent training of our employees provided by consenso, we could optimise our processes, thus facilitating our daily routines. We are extremely satisfied with the result and continue to rely on consenso, especially in terms of comprehensive process management phases.”

Reiner Schilder

Head of ISS Application Management | M2M
CINTERION



The DAW story



Michael Greiner

Belinda Doepler

The company

Foundation:
1895

Employees:
5,600

Total revenues 2017:
1.3 billion EUR

Industry:
Paints and Lacquers

Head office:
Ober-Ramstadt

Internet:
daw.de

Since 1895 DAW has been developing, producing and distributing innovative coating systems. As an independent family business managed by the fifth generation, DAW has continuously grown to become the third largest European manufacturer of building paints and has been the market leader in Germany, Austria and Turkey for decades. You can find DAW SE's products almost everywhere: in the office, in the kindergarten, at concerts, when shopping, in underground car parks, at home. Colours influence our moods everywhere. Coatings protect and preserve our residential and living areas or help save energy in buildings.

DAW is particularly well-known due to its brands Caparol and Alpina, the best-known product is the interior paint Alpinaweiß.

“consenso has been supporting us in the realisation and extension of our planning cockpit for the rolling sales plan based on SAP BW. Thanks to the consultants' solutions we have been able to steadily improve our forecast quality and, at the same time, extend our planning to further product groups.

We appreciate the cooperative partnership, always distinguished by competent consulting as well as rapid and professional implementation.”

Belinda Doepler

Project Management Production Planning | Michael Greiner, IT Inhouse Consultant SAP BW



The Dänisches Bettenlager story



Andreas Vogt

The company

Dänisches Bettenlager is one of the leading trading companies for sleeping and living in Germany and Europe. Belonging to the Danish JYSK Group, the company maintains roughly 950 specialist and city stores in Germany as well as the online shop www.daenischesbettenlager.de. Moreover, it runs further 250 stores in Austria, Switzerland, Italy, France, Spain and Portugal. The corporate head office is located in Handewitt near Flensburg. The furnishing company combines the advantages of a discounter, such as affordability and immediate product availability, with personal specialist advice, variety and service. The assortment comprises around 4,000 articles in the areas living, sleeping, furnishing and decorating.

“consenso’s corporate culture and the pragmatic, prototypical project approach match our requirements in regard to an SAP consulting company perfectly. Thus, projects of varying sizes can be realised in constructive cooperation and in time. Dänisches Bettenlager is looking forward to further successful projects with consenso!”

Andreas Vogt
Senior Head of Department IT

Foundation:
1984

Employees:
approx. 8,500

Total revenues 2016/17:
1.3 billion EUR

Industry:
Trading company for mattresses, duvets, pillows, furniture and home accessories

Head office:
Handewitt

Internet:
daenischesbettenlager.de



The EDEKA Minden- Hannover story



Moritz Montag

The company

EDEKA Minden-Hannover was founded in 1920 as a cooperative society of independent retailers and is one of the top-selling regional companies within the EDEKA group. As a wholesaler, the company is responsible for purchasing, product marketing, logistics, location development and backward processes. In addition to its retailer support, EDEKA Minden-Hannover also operates consumer markets and cash-and-carry supermarkets under its own direction. The business region comprises almost 1,500 markets with sales areas of more than 1.8 billion square metres. The retail markets are supplied with goods via eight warehouses and four further distribution centres. Two thirds of the markets are owned and run by more than 600 independent retailers.

Foundation:

1920

Employees:

68,808

Total revenues:

8.170 billion EUR

Industry:

Wholesale Trade / Food

Head office:

Minden

Internet:

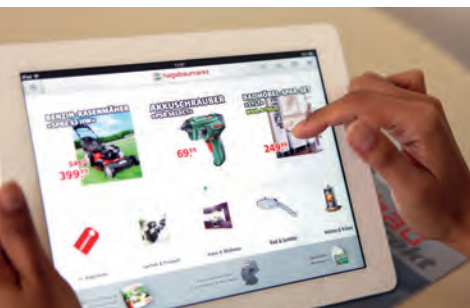
edeka.de/minden

“Together with our consulting partners, including consenso with a long-standing and solid position among them, we pursue the objective of harmonising all business processes of our company in several rollout steps based on SAP. In close coordination with the other EDEKA regions, we have been optimising and implementing joint developments across all trade levels.

Collaboration in this extraordinary project is characterised by trust, mutual esteem and expert discussions on an equal footing. On strategic-controlling levels as well as for the operational implementation of measures by technical specialists, in consenso we have found a partner who supports us in a goal-oriented and successful manner within EDEKA’s cooperative structures.”

Moritz Montag

Senior Head of Department | Project Manager EDEKA Minden-Hannover



The hagebau story



Dennis Langer



The company

Foundation:

1964

Employees 2015:

1,350

Total revenue 2016:

6.26 billion EUR

Industry:

**Building materials, wood
and tile business, DIY
retail and online trading**

Head office:

Soltau

Internet:

hagebau.de

hagebau Handelsgesellschaft für Baustoffe mbH & Co. KG is a success story. In 1964, the hagebau group was founded by 34 specialist retailers for building materials. Today, the cooperation comprises about 370 legally independent, medium-sized companies in specialist and retail trade. Hagebau ranks among the 500 most important companies in Germany (ranked 100 in the year 2015). More than 1,700 locations in eight European countries (Germany, Austria, Luxembourg, Switzerland, France, Netherlands, Belgium and Spain) are connected to the group – it belongs to the biggest European players measured against its branches.

“hagebau Handelsges. für Baustoffe mbH & Co. KG was facing the challenge to structure and initiate a long-term project program. During a “12 weeks project” together with consenso and their methodology, we succeeded in transferring the business departments’ “business requirements” into the necessary “IT measures”, thus developing an overall view of our program. It was a full success in time and budget satisfying all of the parties concerned. Thanks to the project results, we can now start our next targeted activities.”

Dennis Langer

Head of Department Central IT



The HSE24 story

The company

Foundation:
1995

Employees:
800

Industry:
Teleshopping

Head office:
München

Internet:
hse24.de

HSE24 stands for Home Shopping Europe GmbH, a teleshopping channel that started as the first shopping channel in German TV in 1995. Today, HSE24 is a modern omni-channel retailer and is represented on all relevant media platforms - from TV and online via smart-phone and tablet through to smart-TV.



Michael Künzl



“We appreciate the commitment and engagement of consenso’s employees, their tailor-made consulting and solution-oriented behaviour in problem situations. This makes consenso a reliable and trustworthy partner for us.”

Michael Künzl
Head of IT Systems

The logo for Jacques' Wein-Depot, featuring the brand name in a stylized, handwritten-style red font.

The Jacques' Wein-Depot story



Obadja Fremberg

The company

Foundation:
1974

Depots:
> 300

Total revenues 2016:
approx. 150 million EUR

Industry:
Wine retailing

Head office:
Düsseldorf

Internet:
jacques.de

Started from the idea to present wines straightforwardly like on a vineyard and to let the customer try and decide himself, today, Jacques' is Germany's leading and best-known stationary wine retailer with 300 locations.

Personal consultation, a try-before-you-buy philosophy, a careful selection of good vineyard wines at affordable prices and numerous events: purchasing at Jacques' is a shopping experience. Jacques' contemporary omni-channel approach also opens new paths to the customers. Whichever channel the customers choose, Jacques' is always "wine very personal".

"Within a period of only 14 months, we have successfully converted our merchandise management to SAP Retail including SFIN 1605 on HANA together with consenso. Thanks to consenso's prototypical process model, our business users have been involved in the implementation continuously and early on. Processes were evaluated together directly in the system and could be realised, tested and accepted swiftly. Together, we will continue to work on the roadmap implementation for our IT target architecture!"

Obadja Fremberg
Head of IT



The KEB story



Heike König

The company

With effect from 1st January 2017, Karl E. Brinkmann GmbH, Barntrup transferred its business activities to KEB Automation KG. KEB's head office is located in Barntrup (Ostwestfalen-Lippe/OWL). The company comprises a gear motor factory in Schneeberg/Sachsen as well as production sites in Shanghai (China), Shinjō Shi (Japan) and Shakopee (Minneapolis, Minnesota, USA).

Worldwide, KEB group employs approx. 1,300 people (status as in 2017). The company participates in the cluster "It's OWL", and thus is considered a technology market leader. KEB is a German company in the field of electric drive and control technology. The main business domain is the production of frequency converters, servo controllers, gear motors, electromagnetic brakes and clutches as well as extensive hardware solutions in combination with software functionalities.

"We are a regional medium-sized company and, preferably, we are also looking for regional partners. And this is what we have accomplished with consenso, hired by us for the implementation of the consolidation in SAP.

Our cooperation with consenso is characterised by short communication channels with regard to quick decisions and realisations. Availability by phone is always excellent, return calls are made promptly. The system set-up as well as the training sessions on the consolidation were characterised by high expertise, kindness and pleasure in dealing with people. Meanwhile, consenso advises us also in other FI/CO projects and the resulting challenges.

The decision in favour of consenso has been a lucky find for us in every respect!"

Heike König

Deputy Manager Finance Department
FINANZEN | FINANCE DEPARTMENT
KEB Automation

Foundation:

1972

Employees:

1,300

Total revenues 2016:

205 million EUR

Industry:

Drive and
control technology

Head office:

Barntrup

Internet:

keb.de



The KOSTAL story



Stephan Sokolowski

The company

Foundation:
1912

Employees:
approx. 17,000

Gesamterlöse 2015:
2.36 billion EUR

Industry:
**Electronic and
mechatronic products**

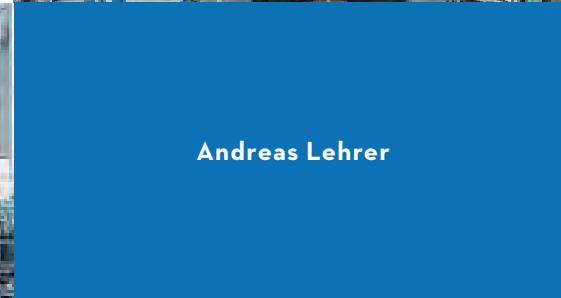
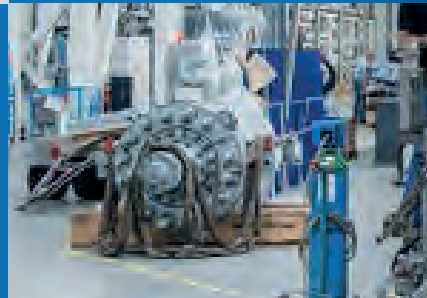
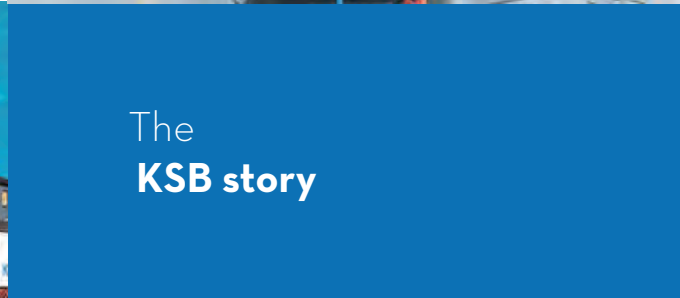
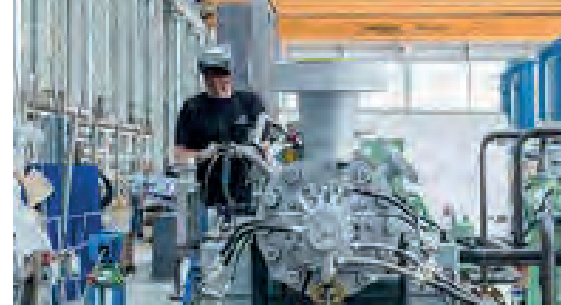
Head office:
Lüdenscheid

Internet:
kostal.com

Kostal was founded as "LK" by Leopold Kostal in 1912. In 1927, the field of activity was extended from installation materials to automotive electronics. In 1935, Leopold's son Kurt joined the company and by the 25th company anniversary Kostal employed approx. 240 employees. In 1973, the first foreign subsidiary was founded in Mexico followed by another subsidiary in Brazil in 1978. After the conversion into a GmbH & Co. KG in 1981, the company expanded into further countries (including Ireland, Great Britain, Japan, China and France) in the following years. In 1993, the business division contact systems was founded. In 1995, the divisions automotive electrics, industry electrics and testing technology followed and were transferred into an independent limited company (GmbH) in 2004. In 2008, Kostal entered the Indian market thanks to a joint venture, in 2009, it captured the market for solar technology. Since 2011, the company is managed by Andreas Kostal.

"consenso's colleagues have been supporting us in the field of system development. Due to consenso's profound industry experience and their colleagues' commitment, we have achieved an efficient execution of complex development projects in addition to quick and reliable response times. Our departments are very satisfied with the results achieved."

Stephan Sokolowski
Head of SAP Administration



The KSB story

The company

KSB is a leading supplier of pumps, valves and related services used in a broad variety of applications from building and industrial technology via water transport and waste water treatment through to power plant processes. Founded in 1871 in Frankenthal (Germany), the company possesses own distribution companies, production facilities and service operations on all continents and employs more than 16,000 people. In addition, 170 service facilities and more than 3,000 service employees of KSB ensure world-wide inspection and maintenance services.

Foundation:
1871

Employees:
> 16,000

Revenue 2015:
2.2 billion EUR

Industry:
**Electronic and
mechatronic products**

Head office:
Frankenthal

Internet:
ksb.com

“KSB AG was facing the challenge of replacing a historically developed sales information system used worldwide. A cooperative project team, consisting of KSB and consenso employees, analysed the established solution and developed relevant functional specifications including new requirements. In parallel with the conceptual design, prototypes were created and gradually transferred into productive operation in an agile approach. Thus, for the good of all parties involved, a quick achievement of objectives on a unified, easily extendable platform could be ensured. Thanks to a coaching model already established during the project period, a rapid transfer of the realised solution into KSB’s internal operation could be achieved.

The profound technical knowhow of consenso’s specialists combined with their broad process expertise is particularly impressive. consenso accompanied us throughout the entire project with great dedication and commitment and is our reliable partner not only for major projects.”

Andreas Lehrer
KSB Aktiengesellschaft. IT Applications Business Intelligence & HR



The Linde Material Handling story



The company

Foundation:
1904

Employees:
approx. 13,000

Total revenues 2016:
approx. 3.43 billion EUR

Industry:
**Materials handling,
mechanical engineering**

Head office:
Aschaffenburg

Internet:
linde-mh.de

Linde Material Handling is one of the world's leading manufacturers of forklift trucks and warehouse equipment. The company leads the market in Europe with its brands Linde and Fenwick (France). Since 2006, Linde has been part of the KION Group.

Linde develops high-performing intra logistics solutions for its customers. The basis for this are electric and diesel forklifts, warehousing equipment, lift trucks, fleet management software, automation solutions, driver assistance systems, financing offers as well as services around the forklift and training of the operators.

Linde Material Handling was founded in 1904 under the name of "Güldner Motoren-Gesellschaft" and employs more than 13,000 people worldwide.

"The development of a multi-lingual app for Linde service technicians, based on SAP UI5 with integration in our SAP backend components accessed by almost 2,000 technicians in 9 countries provides our users with a real-time-oriented connection to important operative processes. In effect, this means an increase in efficiency by process integration and information supply in all phases of the service process, combined with a considerable reduction in maintenance costs. consenso has supported the project in terms of process consulting, architectural and conceptual design as well as implementation, thus essentially contributing to its success."

Jürgen Schimmel

Senior Director Sales & Service Project Portfolio Management
Linde Material Handling



The Lindt story



Paul Förster
Birdal Dolan

The company

Foundation:
1898

Employees:
13,539

Revenue:
3.9 billion CHF

Industry:
Food

Head office:
Kilchberg (CH)

Internet:
lindt-spruengli.com

The origins of Lindt & Sprüngli lie in the two chocolate factories of Rudolf Sprüngli in Horgen and Rodolphe Lindt in Bern. In 1891, Rudolf Sprüngli Junior took over his father's company. In 1899, he built the factory in Kilchberg and converted the company into a corporation. Soon, Chocolat Sprüngli AG took over the chocolate manufacturer Lindt including the patent for its conching process. From 1935 onwards, production in Germany was subject to licensing. It was only in 1988 that Lindt & Sprüngli took over the production in Germany themselves, and since that time they produce a large part of the internationally sold articles in Aachen. Both, the Lindt Goldhase and the Lindt Teddy were developed in Aachen and also Lindt's young product line Hello has started its worldwide triumphal march from here.

“Some years ago, we engaged consenso to implement SCM APO. Following the successful project implementation, for consenso, it was a matter of course to transfer their knowhow to our employees. Since that time, we have been cooperating with consenso based on a coaching approach. This is our idea of cooperative partnership. In consenso we have a partner at our side, even in phases beyond major projects.”

Paul Förster
SAP Inhouse Consultant
Production/Logistics/Quality

Birdal Dolan
SAP Inhouse Consultant
Logistics/Production/Quality

The MERCK story

Helmut Pacher

The company

Foundation:
1668

Employees:
approx. 50,000

Revenue:
15.024 billion EUR

Industry:
Pharma, chemicals, life-science

Head office:
Darmstadt

Internet:
merckgroup.com

Merck's historical roots lie in Darmstadt, where Friedrich Jacob Merck acquired the Engel-Apotheke (pharmacy) in 1668. In 1827, Heinrich Emanuel Merck started the industrial production of alkaloids, botanical extracts and other chemicals in Darmstadt. Today, about 38,000 Merck employees in 67 countries ensure innovations in the areas pharma, chemicals and life-science. Four divisions are conducting business: Merck Serono, Consumer Health, Performance Materials and Merck Millipore. In 2016, the Merck group generated total revenues of approx. 15 billion Euro.

“consenso has been successfully supporting us in complex projects as well as in the qualification and implementation of change requests. The pragmatic approach, adapted to Merck's project methodology, builds the basis for our cooperative partnership.”

Helmut Pacher
Associate Director Group Functions BI



The OTTO story



Christoph Möltgen



The company

Foundation:

1949

Employees:

approx. 4,500

Revenue:

2.7 billion EUR

Industry:

Full-line mail-order business

Head office:

Hamburg

Internet:

otto.de

The company was founded under the name “Werner Otto Versandhandel” by Werner Otto on 17th August 1949. It was located in Hamburg-Schnelsen. In 1955, a central office for 800 employees was built in the badly destroyed Hamburg-Hamm that was used until 1960. Then, the company moved to Hamburg-Bramfeld where the head office is still located to date. Since 2003, it has been operated under the name Otto (GmbH & Co KG), the supplement “Versand” has been removed. Otto’s business premises in Hamburg cover 205,000 m². In 1982, the turnover amounted to approx. 3.9 billion DM. In 2013, Otto was Germany’s largest online retailer for fashion. In the business year 2015/16, more than 90 percent of the turnover of Otto-Einzelgesellschaft (individual company) was generated via the internet. According to an e-commerce study by EHI Retail Institute and Statista, Otto was the second biggest German online retailer behind Amazon in the year 2015.

“Within the P4P program, consenso was co-responsible for the establishment of a powerful program organisation as well as an efficient and effective project structure. Thanks to this strong foundation, consenso provided the basis for achieving the first objectives and for the implementation of a business process landscape applicable to all group companies in scope.”

Christoph Möltgen

Chief Transformation Officer



The Panasonic story



Eckhard Kloth



The company

Foundation:
1918

Employees:
254,084

Revenue:
57.7 billion EUR

Industry:
**Electronics,
household appliances**

Head office:
Kadoma, Japan

Internet:
panasonic.net

The company was founded under the name “Matsushita Denki Kigu Seisakujo” by Kōnosuke Matsushita together with the siblings Mumeno (Kōnosuke’s later wife) and Toshio Iue (later founder of Sanyo) on 7th March 1918. In the 1970s and 1980s, the company developed numerous innovations, e.g. the direct drive for turntables in 1970, or the video standard VHS developed by Matsushita’s subsidiary JVC in 1977, that finally won the format war (video recorder) in the home user sector. Matsushita also belonged to the consortium of companies which developed the CD standard. Since 1990, Matsushita/Panasonic has been actively involved in (among others): DVD standard, video systems DV and DVC-Pro as well as plasma screens in HD quality.

“In the context of the workshop “Management IT Programs”, we could enormously benefit from consenso’s specialist knowledge and pave the way for joint major projects. We look forward to cooperating with such a competent partner.”

Eckhard Kloth
Managing Director, CIO Europe



The porta! story



Peter Breimhorst



The company

Foundation:
1965

Employees:
approx. 7,500

Total revenues 2016:
1.35 billion EUR

Industry:
Retail

Head office:
Porta Westfalica

Internet:
porta.de

On 1st December 1965, Wilhem Fahrenkamp and Hermann Gärtner founded the company “porta Möbel” which ranks among the largest furniture companies in Germany today. Responsibility for the porta corporate group has been transferred to Birgit Gärtner and Achim Fahrenkamp who are now directing the company in the second generation. The holding unites all furniture stores as subsidiaries and individual GmbH & Co KGs. While the porta and Hausmann stores completely belong to the holding, SB-Möbel Boss in Ludwigshafen, Bielefeld, Braunschweig, Minden, Hanover Airport, Lippstadt, Hameln, Speyer, Viernheim, Kassel, Mönchengladbach and Moers are majority-owned or at least half-owned. Further subsidiaries are responsible for real estate, asset management, gastronomy, shareholdings, advertising, warehousing and logistics.

“For the porta furniture business group, real estate administration and accounting is a major challenge due to the quantity and variety of uses. With our consulting partner consenso, we have succeeded in implementing commercial real estate management and utilities statement based on SAP RE-FX. In particular, we have been able to efficiently automate several processes by integrating SAP FI. We are convinced and impressed of the specialist knowledge of consenso’s consultants and their ability to quickly adapt to customer needs as well as the committed and pragmatic project approach.”

Peter Breimhorst

Head of Organisation / Program Management
porta corporate group

The PROFIL story

Petra Michels

The company

Foundation:

1965

Employees:

approx. 280

Total revenue:

approx. 65 million EUR

Industry:

Metal and plastic wholesale

Head office:

Friedrichsdorf

Internet:

profil-verbindungs-technik.de

PROFIL develops pierce nuts and studs which are fastened to sheet metal parts by riveting. As a system supplier we also construct and provide the appropriate automated processing technology, individually adapted to the customers' production processes. Our customers include all major automobile manufacturers as well as their suppliers. Not only the automobile industry but also the household appliances and building fitting industry document numerous applications for the efficient use of PROFIL's system idea in industrial production.

“When dealing with our customers, we have imposed the highest quality standards on ourselves. We expect the same from our suppliers. The commitment and experience of consenso’s individual employees build the basis for the development of high-quality solutions consistently generating user acceptance and satisfaction.”

Petra Michels

Commercial Managing Director



The Rögelberg Getriebe Story



The company

Foundation:
1948

Employees:
approx. 250

Revenue:
50 million EUR

Industry:
Mechanical engineering

Head office:
Meppen

Internet:
roegelberg-getriebe.de

Rögelberg Getriebe (special gears), located in Meppen in Emsland and with more than 250 qualified employees, has constructed and produced gears for more than 50 years.

Rögelberg focuses especially on the topics special gears construction and special drive solutions for defined applications. But besides tailor-made, customer-specific special gears, Rödelberg also produces several gearbox types as series gearboxes for a broad application range and a wider range of customers.

“As a medium-sized manufacturer of special gears, we have specific as well as high requirements related to our comprehensive, integrated processes, and thus also to their IT support.

In a close partnership with consenso, we have successfully designed and realised tailored, optimised solutions in the SAP environment for several years already. In this context, we strive to continuously improve our quality standards, our productivity and the satisfaction of our customers. With consenso we have found the ideal partner. consenso guarantees consultation and realisation hand in hand, so that changes can be implemented very quickly and with consistently high quality.”

Anton Suelmann
Managing Partner
Rögelberg Getriebe



The SCHENKER story



Hubertus Tomberge

The company

Foundation:
1872

Employees:
66,000

Total revenue 2015:
15.451 billion EUR

Industry:
Logistics

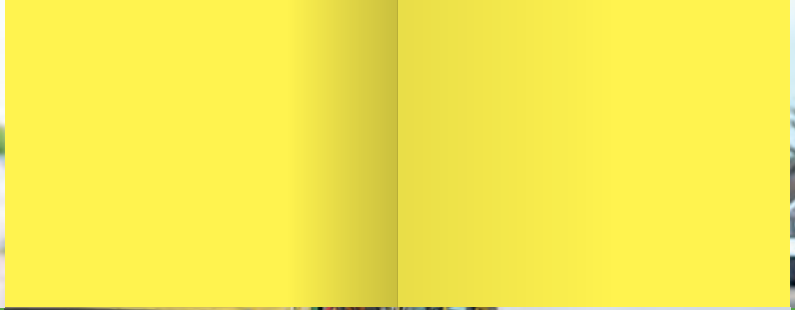
Head office:
Essen

Internet:
dbschenker.com

The forwarding company Schenker & Co. was founded by the Swiss Gottfried Schenker (1842-1901) together with Moritz Karpeles (1834-1903) and Moritz Hirsch (1839-1906) in Vienna in 1872. In 1997, the Schenker AG (corporation) was founded with its business divisions "Schenker Logistics", Schenker International" and Schenker Eurocargo". Following the takeover of the Swedish BTL AB, Goteborg in 1999, the company changed its name to "Schenker-BTL AG". In 2002, Deutsche Bahn AG in turn took over the majority of Stinnes AG. In January 2006, Deutsche Bahn AG took over the forwarding company BAX Global. Due to this takeover Schenker has become one of the world's leading logistics service providers. Measured in terms of the freight volume, Schenker is in the first position in European land transportation, in the second position in worldwide air freight and in the third position in worldwide sea freight.

"Together with consenso, we have successfully designed and implemented a global SAP-FSCM solution. Here, DB Schenker Logistics' major objective was to execute standardised international rollouts into 68 countries. The worldwide solution implementation enables us to harmonise and make measurable the so far heterogeneous processes of the individual countries in the fields of cash collecting, invoice complaints and credit management."

Hubertus Tomberge
Accounting Systems & Processes



The Schönmackers story



Rüdiger Schmitz

The company

Foundation:
1956

Employees:
1,400

Total revenues 2016:
approx. 170 million. EUR

Industry:
Waste disposal

Head office:
Kempen

Internet:
schoenmackers.de

In 1956, economy was booming, and Germany was destined to become a throwaway society. Between 1950 and 1961, household waste doubled, wild rubbish dumps began to sprout up like mushrooms. Consistent waste legislation did not exist, environmental protection was not yet an issue. However, Josefine and Theo Schönmackers stood up for clean conditions very early and founded their joint disposal company in Kempen.

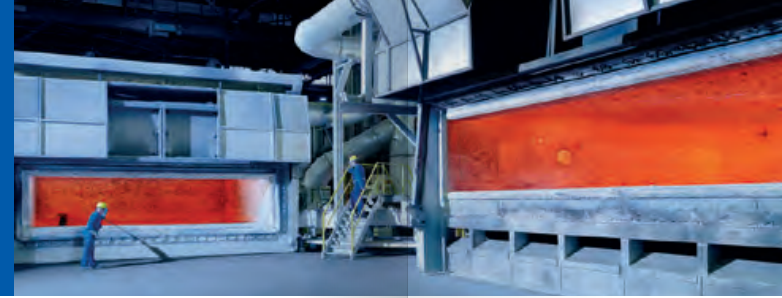
In the meantime, the company has evolved into an experienced technology and system leader in the recycling economy in NRW. Until today, Schönmackers with its approx. 1,400 employees at 20 locations has been focusing on economic and ecological action as a central component of the corporate philosophy. After all, we take care of tomorrow today.

“Take care of tomorrow today! This slogan represents the mission statement of the company Schönmackers. Today, we keep in mind the future and focus our activities accordingly. In consenso, we have a long-term partner at our side, who always supports our objectives in the SAP environment quickly and competently.”

Rüdiger Schmitz
Head of Department Financial Accounting



The Tyczka Air Austria story



Dr. Peter Biedenkopf

The company

Tyczka Totalgaz emerged from the predecessor company Georg Tyczka KA in Geretsried. It was founded as a joint venture between Tyczka Group and TOTAL Deutschland in 2002. Both shareholders hold 50% of the company shares. In 2003, the enterprise was merged with the company Tyczka Minol. In the year 2005, Tyczka Totalgaz and the Valentin group founded the joint venture "Valentin Flüssiggas". In 2010, the enterprise took over the bottled gas segment from Primagas as well as the remaining 50% shares of Valentin Flüssiggas. Both companies have been merged into Tyczka Totalgaz.

"Thanks to a very experienced and committed team, consenso enabled our smooth rollout in due time. The high level of competence of consenso's employees made it possible to develop and implement our industry-specific processes and requirements in the field of logistics and financial accounting without any disturbances."

Dr. Peter Biedenkopf
Managing Director / Tyczka Air Austria GmbH

Foundation:

2002

Employees:

350

Revenue:

183 million EUR

Industry:

Liquid gas

Head office:

Geretsried

Internet:

tyczka.de

The VAPS story



Michael Carell



The company

Foundation:
1990

Industry:
**Services for the
automobile sector**

Head office:
Isernhagen

Internet:
vaps.de

In February 1990, members of the Volkswagen and Audi partner association founded the company operating under the name VAPS GmbH today. As a purchasing and servicing company, the goal was and is to offer all Volkswagen group partners a comprehensive range of products and services for the purpose of consistently promoting the automotive business. As a commercial enterprise VAPS GmbH is financed only by its market revenues generated through its services. The emphasis is on the altruistic idea – the goal is not to maximise profit, but to cover the necessary costs, to establish a long-term commercial basis as well as to achieve reasonable interest on the partnership shares. VAPS GmbH undertakes tasks whenever a higher usage or better quality is ensured for the partners. It develops and sells products, renders services and offers consultations for the car trade. By means of shareholdings and cooperation VAPS is extending this area with its active influence – for the good of the partners.

“In a close and cooperative partnership with consenso, we successfully developed and implemented our solution “Dealer Management for Car Trade”. We started the project with the proviso to roll out the solution to our partners and to completely take over maintenance in the midterm. consenso has supported us to achieve this goal successfully and on a partnership basis so that today, we can manage the support mostly independently.”

Michael Carell
Head of Development

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