

## Company Profile

### Foundation

July 2000

Founding Partners: Dr. Markus Bergauer (Managing Partner), Dr. Frank Wierlemann (Managing Partner), Dr. Kiran Mazumdar (Partner)

### Business model

Consultancy specialised in sourcing. We also support our clients with an own software solutions that facilitates the strategic sourcing process i.e. the selection of capable suppliers for the demands of a company. We help our clients to save costs by selecting the best suppliers and products for the cheapest price and best performance.

All products and services that the company purchases are incorporated and divided into two main categories:

- Retail:
- 1) Commodities/ Assortments (will be sold further)
  - 2) Indirect/ technical spend (needed for operational processes, e.g. store fittings, consumables)
- Industry:
- 1) Production materials (build into final product, e.g. headlights of passenger car)
  - 2) Indirect spend (is needed for business operations, e.g. logistics, marketing, IT)

Our clients are large corporations and leading mid sized companies. Most of them are based in the sectors of retail, consumer goods, pharmaceuticals, automobile, and mechanical and plant engineering.

---

## **Facts**

Company is partner-owned, operations have been finance by own cash flow from the beginning, this is without debt capital.

Turnover 2007: ca. 22,5 Mio. EUR, Growth in turnover over the last seven years more than 50% p.a.; At the beginning of 2008 ca. 100 employees worldwide – about 70 at our location in Cologne.

Headquartered in Cologne. Further, there are offices in Dubai (UAE), Hong Kong (CN), Mumbai (IN), Rotterdam (NL), Shanghai (CN), and Warsaw (PL)

## **Key success factors**

1. We are doing purchasing with our clients for our clients. We call this pragmatic and turnover oriented approach “co-sourcing.” We do not only tell our clients how to source in a better way, we work together with them. Therefore, possibilities are not just presented on paper, but benefits are transferred into the income statement as reduced costs.
  2. In our co-operation with the client INVERTO’s software solutions are implemented. Thereby, our consultants work faster and more efficient and you can profit from our knowledge of markets, products and suppliers which is incorporated in the database of our software solutions.
  3. The compensation for our services is performance-related, i.e. remuneration is part of a clearly measurable success which we achieve for our clients.
  4. Another factor of success is a strong management team, mainly consisting of partners, who have been signed by INVERTO in the first three years after the establishment of the company. At the moment, business is carried on by the Managing Partners and four additional partners who secure the quality of our Project work: Frank Bröker, Dr. Christoph-Werner Joel, Dr. Kiran Mazumdar, Dr. Klaus Weskamp.
-