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Unternehmensberatung
Weihenstephan GmbH



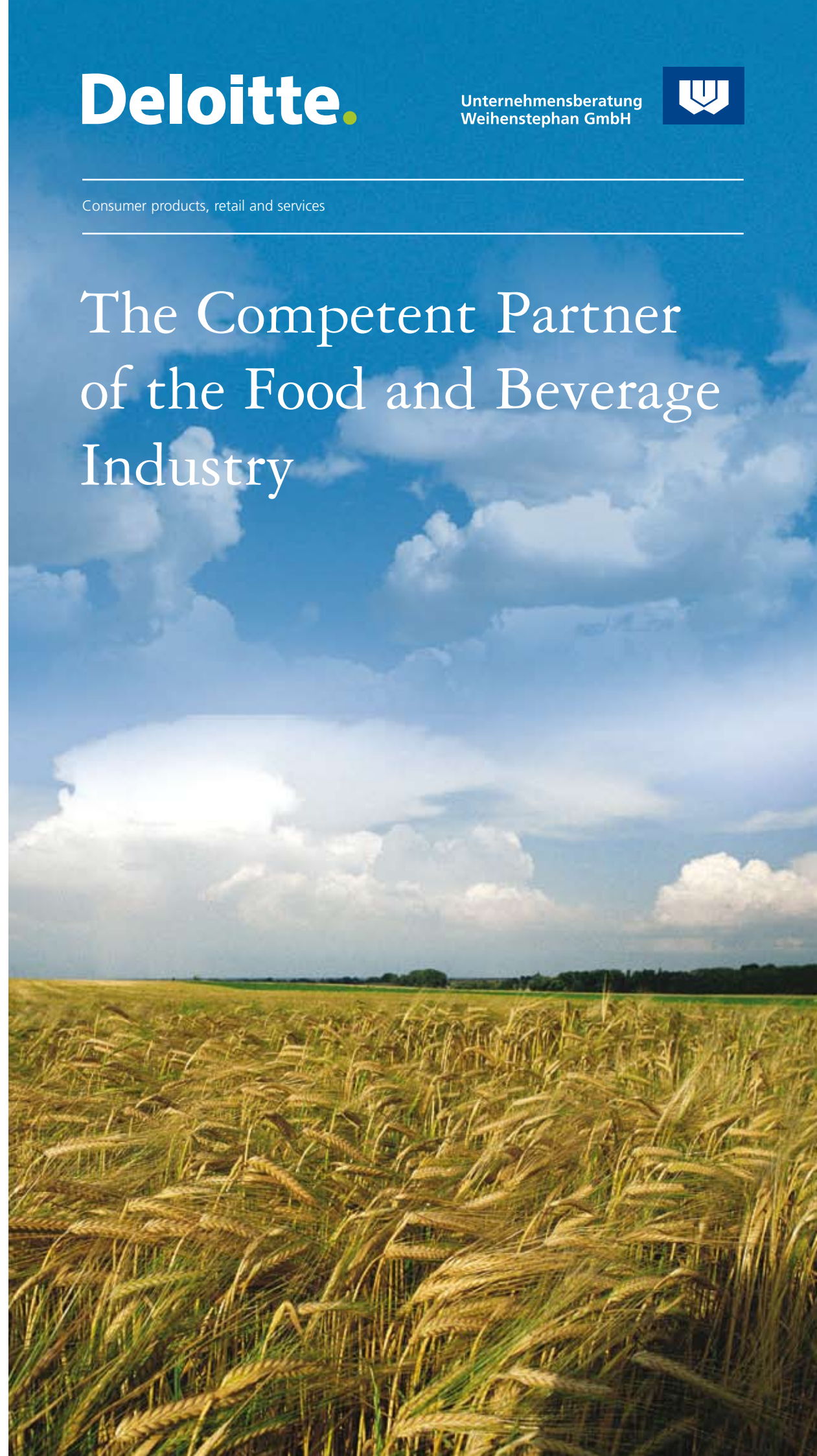
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Unternehmensberatung
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Consumer products, retail and services

The Competent Partner of the Food and Beverage Industry



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Deloitte Touche Tohmatsu

Your business is our number one priority.



We have one goal: your success. In our opinion, the best way to achieve that is through teamwork with you.

We combine industry know-how with new ideas and a broad spectrum of consulting services, allowing us to come up with optimum solutions for your complex issues.

Unternehmensberatung Weihenstephan



Weihenstephan – the Synonym for Food and Beverage

As a consulting firm, Unternehmensberatung Weihenstephan GmbH has been focusing on the food and beverage industry for more than 30 years. Our experts will be at your side across the world.

Our Weihenstephan business domicile places us amid a teaching and research centre catering to the food and beverage industry. Our customers benefit enormously from this know-how transfer.

Established in 1972, Unternehmensberatung Weihenstephan GmbH joined the Deloitte association of companies in 1996 as an independent corporation.

Deloitte – it's about the Bigger Picture

Deloitte is one of Germany's leading audit and consulting firms offering a full range of services combining audit, tax, consulting and corporate finance.

3,400 employees in 18 locations have been supporting companies and institutions from almost every economic sector – for more than 100 years. Deloitte is represented by the Deloitte Touche Tohmatsu network in nearly 140 countries and on every continent.

Our Consulting Services for Your Industry



Industry-specific complete solutions, not abstract analyses, are key in our consulting services. Instead of imposing standardised models, we work in consultation with our clients to elaborate integrated, customised solutions geared to their specific needs. And our work does not end there – we also help to implement our concepts.



Strategy and Organisation

We assist customers facing key strategic decisions. We perform market and competition analyses and market entry studies as well as developing portfolio strategies and management and organisation concepts for holding structures and business divisions. Our industry knowledge enables us to make reliable assessments of the competitive field. Being familiar with numerous food and beverage companies, we are able to support our customers effectively in their efforts to optimise business processes through best practice analysis.

Benchmarking

The implementation of industry-specific corporate comparisons has evolved into quite a tradition in our firm. Comparative indices relating to individual branches of the food and beverage industry based on functional areas are a core component of our entire consulting portfolio.

A benchmark analysis is a key tool for boosting companies' competitive strength: To detect existing potentials, we prepare cost and revenue structures, key consumption figures and productivities using a standardised method and present them in an external comparison. Strengths and weaknesses are profiled, rendering support to management in the strategic and operational decision-making process.

We regularly perform benchmark analyses for beverage businesses of various sizes. In addition, we offer specific studies for individual business divisions, such as technology, logistics and sales.



Finance and Controlling

To optimise and efficiently manage a company's operation and sales areas, we offer a wide range of controlling services. Optimisation potential is uncovered through weakness analyses; solution options are visualised.

By compiling calculation examples and feasibility studies, we provide methodical support for the definition, quantification and budgeting of short and medium-term corporate objectives. Utilising industry-specific IT solutions, we generate multi-year forecasts (maximum cost plans, P&L plans, finance and cash flow plans).

For the financial analysis, assessment and optimisation of individual decisions, such as production process modifications, investment decisions, make-or-buy decisions or outsourcing of production facilities, as well as logistics centres, we implement case-specific special evaluations.

Rating Advisory

In projects involving credit allocation criteria in accordance with Basel II, you have access to our certified rating analysts. Using our industry knowledge, we can offer our customers optimum preparation and support for the rating process as part of our rating advisory service.



Reorganisation Services

We assist distressed companies by offering an integrated concept to help them recover and overcome a crisis. To this end, our clients can count on the great trust we have earned with banks thanks to our unique level of industry competency.

Our support services range from restructuring and reorganisation advice, implementation of P&L, finance and cash flow planning through to specific solutions for investors, insolvency advice or support in cases of plant closures.

For these services, we put together an interdisciplinary team combining financial and process-oriented know-how with trade, tax, civil and bankruptcy-related legal expertise.

Customer Relationship Management (CRM)

Our specialist CRM consultants are experts in identifying how to enhance sales prospects and increase profitability and customer loyalty, particularly in highly saturated markets.

Core services offered by Unternehmensberatung Weihenstephan GmbH include customer segmenting, optimising marketing, sales and service processes, field service control and the mapping of these processes in specific CRM systems.

In this context, we also offer industry-specific solutions, such as rating systems for financing the on-premise channel (pub, restaurant etc.) territory optimisation and client profitability calculations.



Operations – Supply Chain

Production, Filling and Packing

We provide you with support in all matters related to technical structures and processes.

The analyses along the value chain in production, filling and packing focus on detecting weaknesses and working on possible ways of optimising these.

Our specialists assist you in making processes transparent and streamlined and support you in their implementation. Our consulting offer includes:

- Process optimisation
- Restructuring
- Benchmarking
- Examination and optimisation of production planning
- Filling and inventory models
- Maintenance concepts
- Energy management
- Valuation and management of increasing diversification and complexity
- Optimisation of the operational and organisational structure
- International developments/trends

Warehousing and Logistics

In providing analysis services along the entire logistics chain, we help our customers detect and implement improvement potentials. Strategic complete concepts, such as site selection or outsourcing solutions, are backed by detailed concepts involving the entire warehouse and transportation segment.

To this end, capacity and equipment issues are addressed, as are process-oriented structural issues affecting the logistics organisation.

- Material flow analysis
- Optimisation of lot size and stock levels
- Performance analyses
- Tour planning
- Restructuring/optimising complex production and logistics units



The Qualifications of our Consultants – Industry-Specific and Extensive

The goal to provide industry-specific and practicable consulting services calls for especially qualified personnel.

Industry Experience

Our customers demand that we are experts in what they do. Consequently, the team at Unternehmensberatung Weihenstephan GmbH consists of consultants who have gained practical experience in the food and beverage industry. They are financial engineers, commercial and trade professionals with respective university degrees, brewery engineers and food technology specialists; and they all boast several years of professional experience. As consultants, they get right down to business.

The Interdisciplinary Deloitte Association Approach

Being part of the Deloitte association enables us to approach consulting from an interdisciplinary angle. Depending on the task at hand, we put together project teams of specialists from various disciplines. This secures a competitive edge for us and for our clients: Rather than producing results in isolation, our interdisciplinary approach enables us to assess situations accurately and develop complete solutions.

Our clients reap the benefits inherent in the consolidated presence of the service areas consulting, audit, tax consulting and corporate finance under one roof, enabling Deloitte to offer a broad spectrum of solutions.



We look forward to meeting you.

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