



Management Consultant Abraham



Klaus Abraham

Project list



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Project 1

Reorganization of a medium-sized construction group

Sector	Building construction, civil engineering, real estate, precast concrete factory and prefabricated houses
Size of company	Turnover 120 Million € - 800 employees
Objectives	Analysis of potential for reorganization and benefits to be obtained Restructuring and reorientation of the construction group

Activities

- Generation of a restructuring concept
- Restructuring of the group of companies on the basis of core competencies and market conditions
- Alignment of the financial base with the new structure
- Sale/partnerships for manufacturers of concrete plants
- Sale/leasing of real estate stock
- Setting up of project control using an integral IT system
- Creation of a customer service department: Planning and Consultancy



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Project 1

Reorganization of a medium-sized construction group

Activities

- Cost reduction measures in construction, production, personnel and purchasing
- Processes and organization harmonized with reorientation
- Restructuring of tender, contract and project calculations
- Holding of restructuring negotiations with banks, insurers, customers and suppliers
- Renegotiation of pay system with works committee
- Introduction of credit & collect system and introduction of risk management
- Leadership of the group - interim management

Results

- Turnaround successfully completed
- Financial standing restored
- Successor trained as commercial Managing Director

Duration of project

13 months



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Project 2

Merger and integration of a number of companies to form a new group

Sector Construction and civil engineering

Size of company Turnover 100 Million € - 650 employees

Objectives Process optimization, utilization of synergies, cost reduction, a unified market approach, definition of core competencies

Activities

- Committing the employees to the new regime
- Shut-down or selling of ancillary operations
- Presentation of calculation, project control and reporting as an integrated process
- Introduction of a unified group-wide IT system
- Reduction of the number of different brands of equipment used
- Alignment of processes with the new operational and organizational structure
- Optimization of overheads
- Tightening up of group purchasing
- Optimization of the financial structure



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Project 2

Merger and integration of a number of companies to form a new group

Results

- A 20% improvement in the number of successful tenders
- Overall costs reduced by 15%
- Equity ratio improved to above sector average
- Processes made transparent

Duration of project

7 months



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Project 3

Interim commercial management (as MD)

Sector Cruise ships and catering

Size of company Turnover 18 Million € - 200 employees

Objectives Interim management as Managing Director, process optimization, training of a successor

Activities

- Human Resources
- Finance and Accounts
- Controlling· Internal auditing
- Corporate planning
- Legal affairs and insurance
- Risk management
- Matters concerning land and real estate / lease contracts

Results

Financial structure optimized, rating improved, successor trained

Duration of project

18 months



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Project 4

Consultancy for a new TV broadcaster

Sector	Media
Size of company	Start Up
Objectives	Financing structure, controlling, reporting

Activities

- Development and implementation of financing proposals
- Development of business plans
- Implementation of project management and control
- Development of reporting to directors and shareholders
- Business consultancy for the company management

Results

Finance secured. TV broadcasting started on schedule

Duration of project

3 months



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Project 5

Process optimization and restructuring of a real estate company

Sector Real estate

Size of company Turnover 30 Million € - 60 employees

Objectives Restructuring of business activities
Optimization of the real estate portfolio

Activities

- Analysis of processes
- Outsourcing / sale of ancillary operations
- Transfer of facility management to company subsidiaries
- Improvement of the lettings situation
- Optimization of the real estate portfolio through purchases & sales
- Optimization of operational and organizational structure
- Qualification of employees
- Introduction of property management and control procedures



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Project 5

Process optimization and restructuring of a real estate company

Results

- Proportion of vacant properties reduced
- Financial structure, equity base and rating improved

Duration of project

6 months



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Project 6

Restructuring of a logistics company

Sector	Forwarding company
Size of company	Turnover 25 Million € - 150 employees
Objectives	Restriction to core activities Process optimization

Activities

- Economic analysis of the various departments
- Definition of the target structure
- Sale / separation of departments not belonging to the core competencies
- Adaptation of operational and organizational structure to match the target structure
- Alignment of transport fleet with a two-name strategy
- Introduction of order controlling

Results

- Financial structure and equity base improved
- Overall costs reduced by > 10%

Duration of project

6 months



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Project 7

International Project Management /Restructuring/ Business Development

Sector	Railway Infrastructure
Size of company	Turnover 110 Million € - 950 employees
Objectives	<ol style="list-style-type: none">1. Risk analysis of a German-Chinese Joint Venture2. Restructuring of the North- and South American subsidiaries3. Constitution of Business Development

Activities - Risk analysis of J.V.:

- Market and competition analysis
- Analysis of the contractual rights and obligations
- Evaluations of economic efficiency
- Budgeting (EBIT, Cash Flow, P&L)
- Prospects- and Risk analysis
- Contract negotiations



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Project 7

International Project Management /Restructuring/ Business Development

Activities Restructuring:

- Market and competition analysis in North and South America
- Implementation of sales forecasts
- Implementation of ERP and MRP Systems
- Product analysis („A,B,C“)
- Location analysis in the USA
- Reorganization of the US subsidiary to a sales organization
- Reorganization of the Brazilian subsidiary
- Adaption of staffing level
- Cost analysis
- Implementation of business plans
- Change of operational and organizational structure



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Project 7

International Project Management /Restructuring/ Business Development

Results

- Exit from the Joint Venture due to high risk
- Reorganization of the North- and South American subsidiaries
- Constitution Business Development

Duration of project

15 months



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Project 8

Turnaround of a Construction Company

Sector	Building and bridge construction, civil engineering
Size of company	Turnover 90 Million € - 300 employees
Objectives	Analysis of business plan 2009 To prepare a restructuring plan To realize the turnaround

Activities

- Analysis and adjustment of the business plan 2009
- Preparation of the restructuring plan
- To lead the steering committee as CRO and to establish project teams and SMART plan projects
- Introduction of credit and collect system and risk management
- Short term financial planning
- Restructuring of tender, contract and project calculation



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Project 8

Turnaround of a Construction Company

Activities

- Implementation of a documentary and workflow system
- Cost reduction measures in construction, production, personnel and purchasing
- Processes and organization harmonized with reorientation
- Introduction of a Management Information System (MIS)
- Coaching of the Management

Results

- Turnaround successfully completed
- Financial standing restored

Duration of project

11 months



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Project 9

Project development of an investment company

Sector	Tourism industry/ Industrial plant
Size of company	Project development – investing € 185 Mio. Construction and operation of the world's largest observation wheel (such LONDON EYE) in Berlin
Objectives	Economic objectives of the planned Investment Financing of investment Organisational structure

Activities

- Managing director (CFO)
- Development of economic analysis
- Preparation of business plans
- Market research of tourism development
- Preparation and analysis of the potential expectations of visitors
- Financial planning and reports
- Contract negotiations with potential construction syndicates



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Project 9

Project development of an investment company

Activities

- Creating investor presentations
- Investor relationships
- Balancing
- Project controlling

Results

- Termination of project by shareholders due to lack of funding

Duration of project

13 months



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