

METIS | MANAGEMENT CONSULTING

Added value through experience and competence

Company Profile

Munich, August 2007

METIS creates added value by achieving sustainable, measurable improvements

Our Approach

Metis is the Greek goddess of prudence who plays an important mythological role due to her intelligence and astuteness.

In accordance with these characteristics we apply highest quality standards to our work. We accomplish sustainable, measurable improvements and accompany our clients from the development of visions to the implementation of the corresponding measures.

Many years of experience, comprehensive expertise and well-founded analysis are the cornerstones of our consulting activity.

Our Offer

METIS thinks and acts entrepreneurially. We know the business of our clients, we take responsibility for the implementation of our recommendations and, as a consequence, ensure sustainable increases in the company's value.

Our Team

We are a group of professionals which worked many years in leading positions for top-consulting firms and therefore can draw on rich experience in a broad variety of successful consulting assignments.

Who we are

What we can do for you

Contact

As management consultants we support our clients from strategy definition to implementation

Strategy Definition

You already have a strategic long-term plan? Great! We evaluate this strategy and assist you with the operationalization. Of course, we will also support you with strategy development if required.



You have set up your organizational structure and processes in a proper way. Nonetheless, you are still talking about „interfaces“ instead of „cross-functional cooperation“? We implement your strategy organizationally and develop a sound process structure together with you.

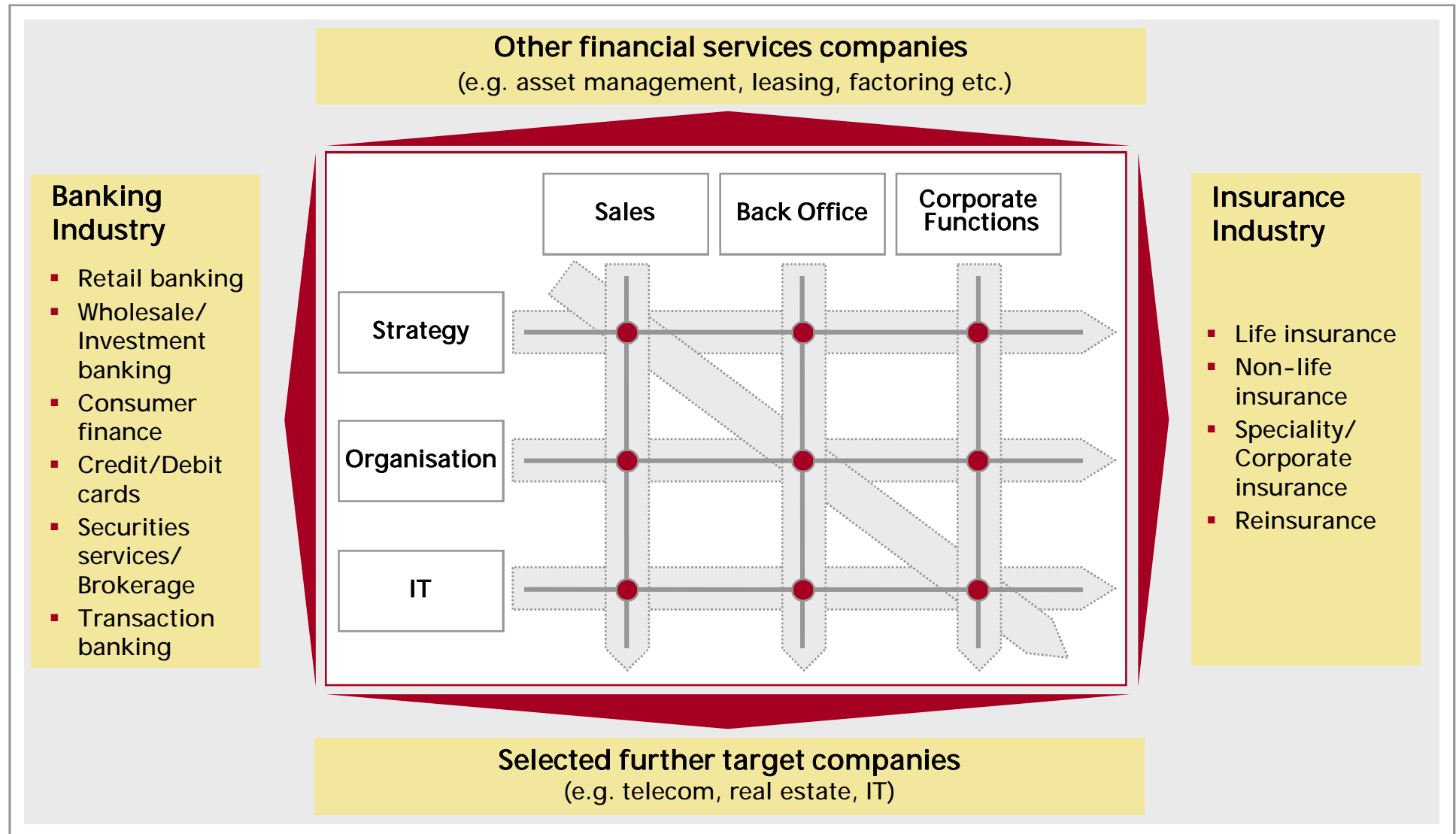
Business Process Optimization

Integration

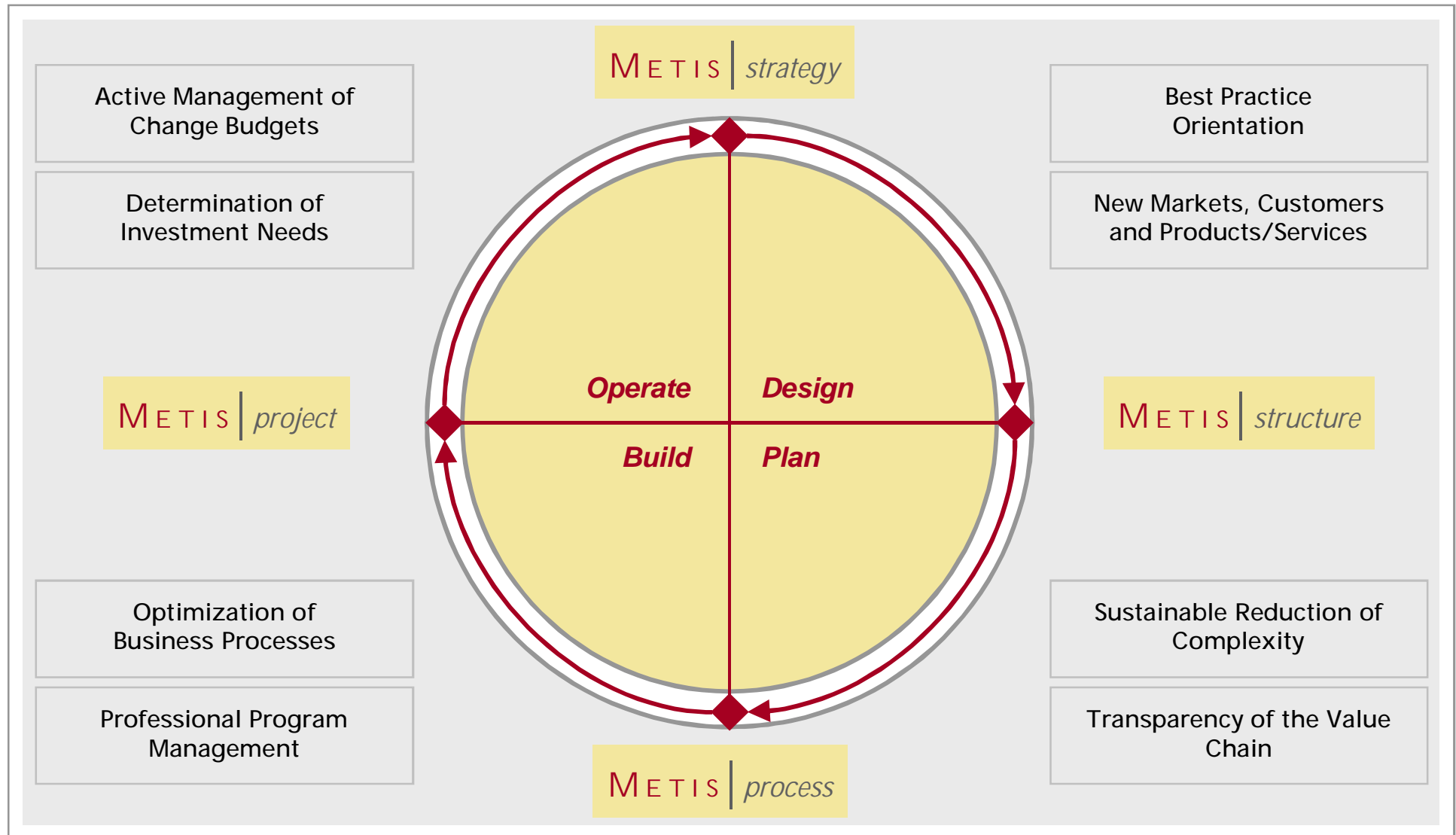
We think out things and do not leave you alone with the operational integration. We are not satisfied until our recommendations have proven their worth in everyday operations. This will be the measure of our success.



Our integrated service offer comprises extensive method and process competence in selected industries



We understand transformation and excellence as continuous management tasks and provide support along the process from conceptualization to implementation



Who we are

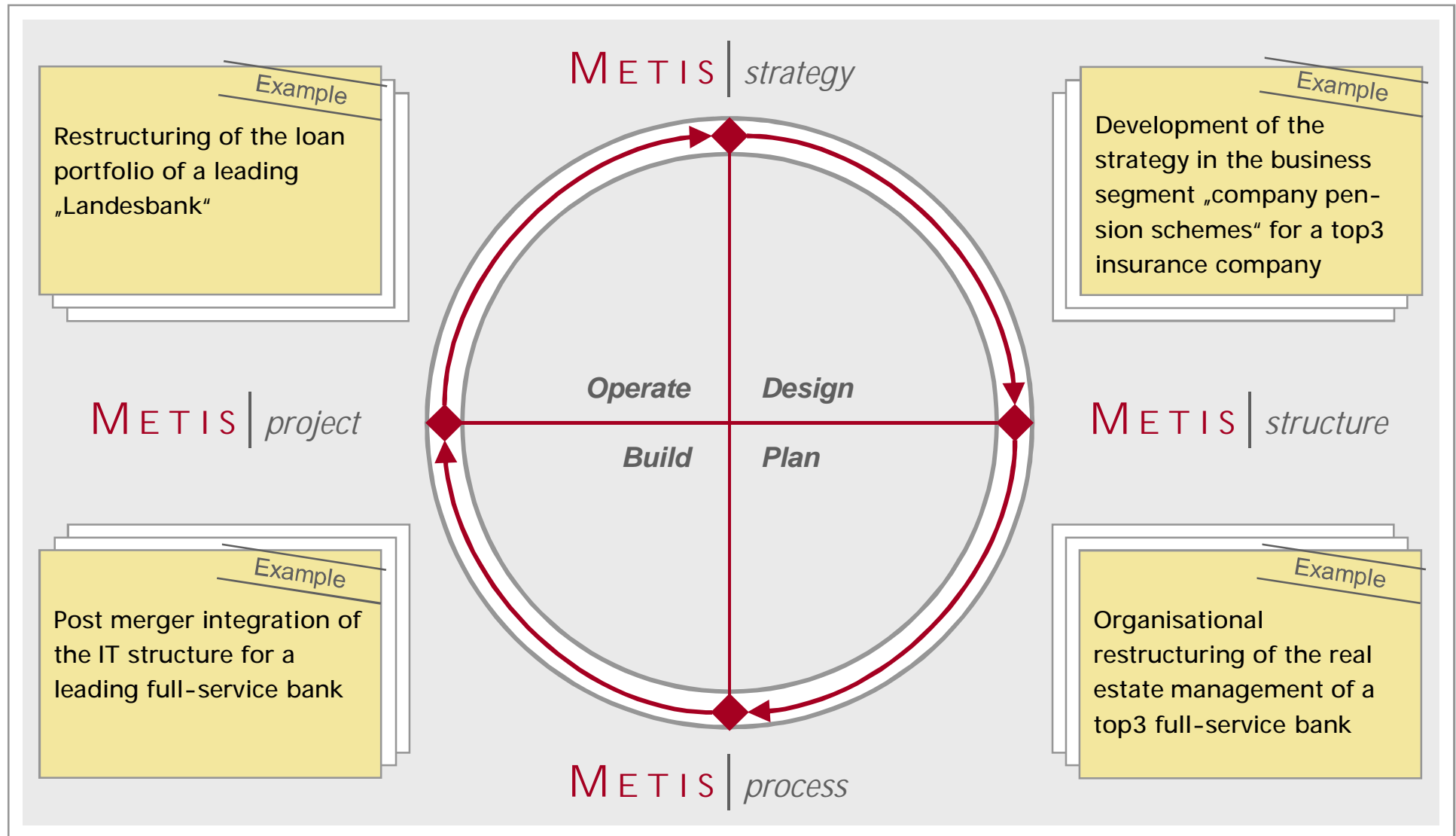
What we can do for you

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As decision maker you need ...

- to align business segments and product portfolios with customers?
 - **METIS** | *strategy* reflects changed market conditions, optimizes business strategies and realizes profit potentials.
- to optimize your organizational structure and get more profitable at the same time?
 - **METIS** | *structure* helps reduce complexity and increases transparency in leadership and supervision.
- to improve your business processes sustainably?
 - **METIS** | *process* combines task analysis, process design and capacity calculation in order to achieve active cost management.
- to use project management as an integrative leadership tool?
 - **METIS** | *project* stands for professional program management and the establishment of a company-wide project culture.

We have comprehensive expertise and extensive practical experience in all areas of our service offer



METIS guarantees highest service quality through the combination of operational industry experience and methodological expertise

Our Offer

- ➔ Direct involvement of senior partners in the project work
- ➔ Personal relationship management by the responsible partner
- ➔ Intention and obligation to accompany the implementation of the proposed concepts and measures
- ➔ Utilization of all existing client internal concepts and building of joint teams
- ➔ Transfer of methodological and professional know how to employees
- ➔ Competitive and performance-oriented compensation

Your Benefits

- ✓ Minimum project start-up times due to the long lasting industry experience of METIS consultants
- ✓ Higher quality of project results by capitalizing on consulting experiences from similar assignments
- ✓ Higher acceptance level of the recommendations through our support of conceptualization and implementation stages
- ✓ Leverage of consulting know-how for development and training of project members
- ✓ Opportunity of compensation according to the quality of the project results

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What we can do for you

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The managing partners of METIS Management Consulting have long term experience in the financial services industry

**Andreas
Bornemann**



- A.T. Kearney, Principal Financial Institutions
- Mitchell Madison Group, Partner Financial Services
- Ernst & Young International, Manager Financial Services

- 14 years of Strategy- and Management Consulting for banks, insurance and telecommunications companies

- Master of Business Administration (Dipl. Kfm.)

**Alexander
Elsner**



- Ernst & Young International, Partner & Head of Financial Services D/CH, member of E&Y Global Leadership Team
- Bayerische Hypotheken- und Wechselbank, Corporate Account Manager

- 18 years of Strategy- and Management Consulting for banks, insurance companies, leasing and factoring providers

- Banker
- Doctor of laws (Dr. jur.)

**Werner
Lamche**



- Ernst & Young International, Senior-Manager Financial Services
- Roland Berger Strategy Consultants, Consultant
- Bank Austria, Credit Manager

- 20 years of Strategy and Management Consulting for banks, insurance companies and non-profit organisations

- Doctor of laws (Dr. jur.)
- MBA (INSEAD)

Our consultants do not only have the necessary experience but also the required expertise and soft skills



Our colleagues ...

- listen to you
- are internationally versed
- draw on many years of experience as consultants and business managers
- have specific methodological and process knowledge
- posses the required soft skills
- lead internal and external staff goal-oriented
- initiate and finalize decision-making processes
- deal with professional and interpersonal conflicts and solve them
- are appropriate discussion partners for board members and executives

If you need any further information, please contact us - we will be glad to assist you

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