



apadua

Match. Source. Monitor.

Company Presentation

March 2020

improve quality
ensure compliance
access market intelligence
gain efficiency
reduce costs

By **empowering your procurement**, you can **increase value for money** of the professional services you buy.

34

Average maturity level of Professional Services sourcing in German corporations.

Source: APADUA 2019

38

Ratio of failed projects conducted by Management Consultants in Germany.

Source: WGMB 2018

30

Size of German market for Management Consulting in Billion EUR (2018)

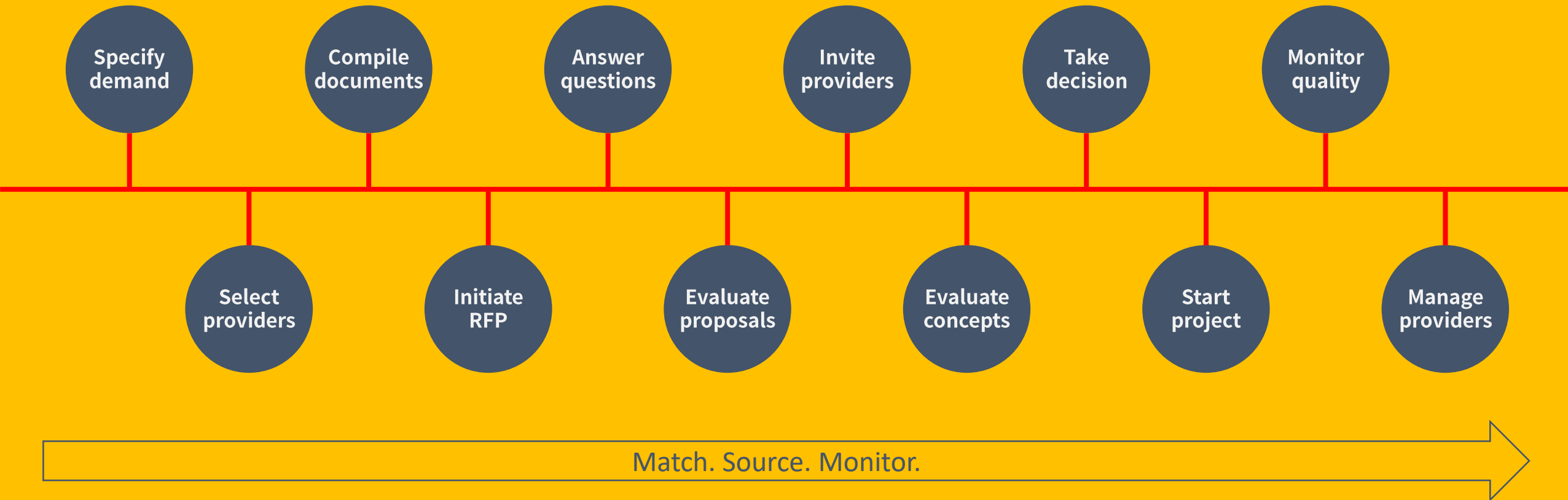
Source: BDU 2018

11

Lost value due to poor consulting performance in Germany in billion EUR (2018).

Source: WGMB & BDU 2018

Simplifying the cooperation of procurement and internal clients, increases your ability to **hire the best professional services firms** for your specific needs.



To bring together **procurement**, internal **clients**, and **vendors**, we provide the world's first **Match to Contract** Software Suite.

Matching

Gain unlimited access to Europe's largest database of consulting firms.

Find your match out of more than 2.000 pre-qualified consulting firms.

Sourcing

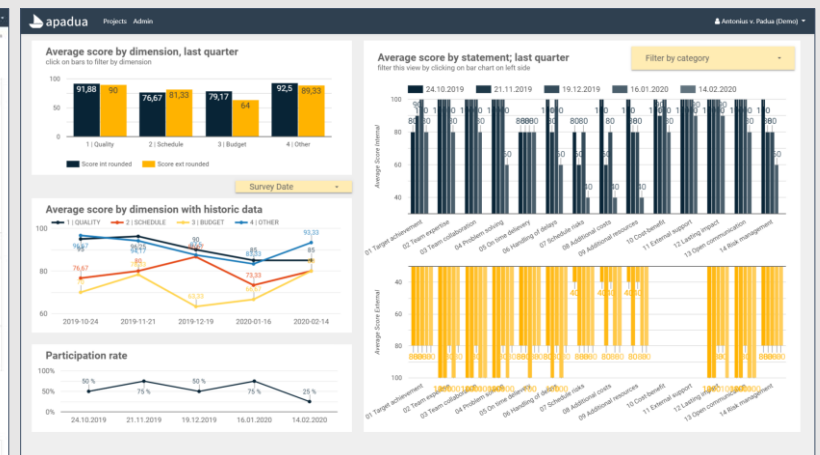
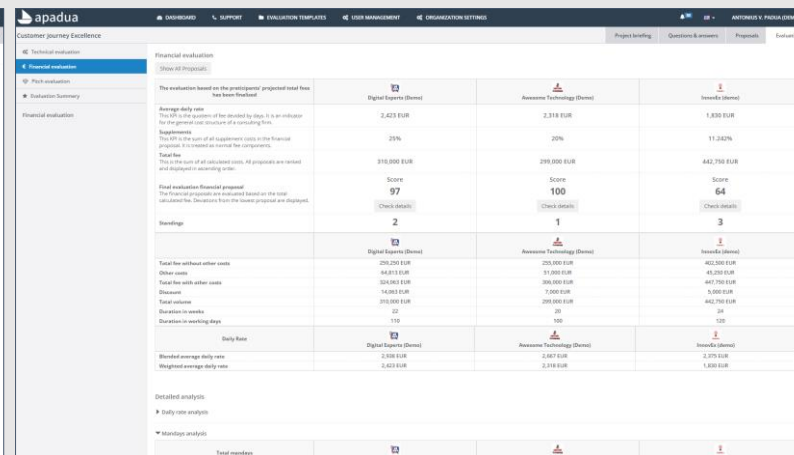
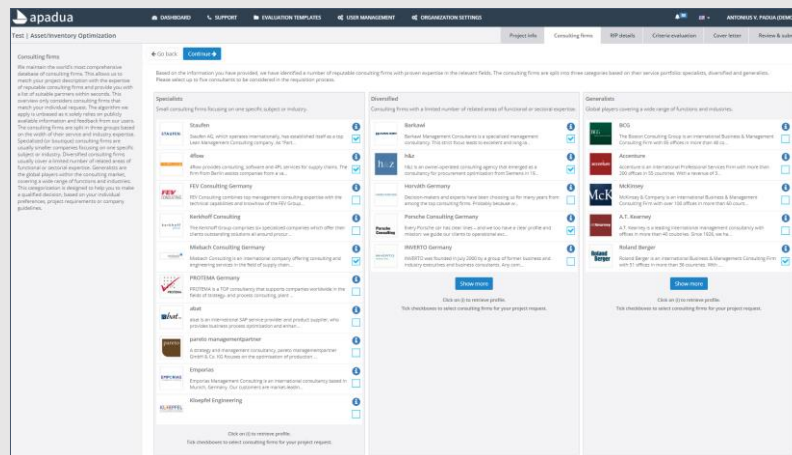
Use a smart sourcing suite optimized for professional services procurement.

Invite your colleagues for collaborative interaction throughout the RFP.

Monitoring

Utilize the most efficient way to monitor project, team & vendor performance.

Collect feedback from stakeholders to gain meaningful project insights in real-time.



1 | management functionality is still to be implemented

Consulting firms

Go back


Continue

We maintain the world's most comprehensive database of consulting firms. This allows us to match your project description with the expertise of reputable consulting firms and provide you with a list of suitable partners within seconds. This overview only considers consulting firms that match your individual request. The algorithm we apply is unbiased as it solely relies on publicly available information and feedback from our users. The consulting firms are split in three groups based on the width of their service and industry expertise. Specialized (or boutique) consulting firms are usually smaller companies focusing on one specific subject or industry. Diversified consulting firms usually cover a limited number of related areas of functional or sectorial expertise. Generalists are the global players within the consulting market, covering a wide range of functions and industries. This categorization is designed to help you to make a qualified decision, based on your individual preferences, project requirements or company guidelines.


Based on the information you have provided, we have identified a number of reputable consulting firms with proven expertise in the relevant fields. The consulting firms are split into three categories based on their service portfolio: specialists, diversified and generalists. Please select up to five consultants to be considered in the requisition process.

Specialists

Small consulting firms focusing on one specific subject or industry.




Staufen




☒

Staufen AG, which operates internationally, has established itself as a top Lean Management Consulting company. As "Part...




4flow




☒

4flow provides consulting, software and 4PL services for supply chains. The firm from Berlin assists companies from a va...




FEV Consulting Germany




☐

FEV Consulting combines top management consulting expertise with the technical capabilities and knowhow of the FEV Group...




Kerkhoff Consulting




☐

The Kerkhoff Group comprises six specialized companies which offer their clients outstanding solutions all around procur...




Miebach Consulting Germany




☒

Miebach Consulting is an international company offering consulting and engineering services in the field of supply chain...




PROTEMA Germany




☐

PROTEMA is a TOP consultancy that supports companies worldwide in the fields of strategy- and process consulting, plant ...




abat




☐

abat is an international SAP service provider and product supplier, who provides business process optimization and enhan...




pareto managementpartner




☐

A strategy and management consultancy, pareto managementpartner GmbH & Co. KG focuses on the optimisation of production ...




Emporias




☐

Emporias Management Consulting is an international consultancy based in Munich, Germany. Our customers are market-leadin...



Kloepfel Engineering




☐

Click on (i) to retrieve profile.


Tick checkboxes to select consulting firms for your project request.

Diversified

Consulting firms with a limited number of related areas of functional or sectoral expertise.




Barkawi




☒

Barkawi Management Consultants is a specialized management consultancy. This strict focus leads to excellent and long-la...




h&z




☒

h&z is an owner-operated consulting agency that emerged as a consultancy for procurement optimization from Siemens in 19...




Horváth Germany




☐

Decision-makers and experts have been choosing us for many years from among the top consulting firms. Probably because w...




Porsche Consulting Germany




☒

Every Porsche car has clear lines – and we too have a clear profile and mission: we guide our clients to operational exc...



INVERTO Germany



☐

INVERTO was founded in July 2000 by a group of former business and industry executives and business consultants. Any com...


Show more

Click on (i) to retrieve profile.


Tick checkboxes to select consulting firms for your project request.

Generalists

Global players covering a wide range of functions and industries.




BCG




☐

The Boston Consulting Group is an international Business & Management Consulting Firm with 85 offices in more than 48 co...




Accenture




☐

Accenture is an international Professional Services Firm with more than 200 offices in 55 countries. With a revenue of 3...




McKinsey




☐

McKinsey & Company is an international Business & Management Consulting Firm with over 100 offices in more than 60 count...




A.T. Kearney




☐

A.T. Kearney is a leading international management consultancy with offices in more than 40 counbries. Since 1926, we ha...



Roland Berger



☒

Roland Berger is an international Business & Management Consulting Firm with 51 offices in more than 36 countries. With ...

Show more

Click on (i) to retrieve profile.










Tick checkboxes to select consulting firms for your project request.

-  Technical evaluation
-  Financial evaluation
-  Pitch evaluation
-  Evaluation Summary

Financial evaluation

Financial evaluation



Show All Proposals

| The evaluation based on the participants' projected total fees has been finalized |  Digital Experts (Demo) |  Awesome Technology (Demo) |  InnovEx (demo) |
|---|--|---|--|
| Average daily rate This KPI is the quotient of fee divided by days. It is an indicator for the general cost structure of a consulting firm. | 2,423 EUR | 2,318 EUR | 1,830 EUR |
| Supplements This KPI is the sum of all supplement costs in the financial proposal. It is treated as normal fee components. | 25% | 20% | 11.242% |
| Total fee This is the sum of all calculated costs. All proposals are ranked and displayed in ascending order. | 310,000 EUR | 299,000 EUR | 442,750 EUR |
| Final evaluation financial proposal The financial proposals are evaluated based on the total calculated fee. Deviations from the lowest proposal are displayed. | Score 97 <div>Check details</div> | Score 100 <div>Check details</div> | Score 64 <div>Check details</div> |
| Standings | 2 | 1 | 3 |
| |  Digital Experts (Demo) |  Awesome Technology (Demo) |  InnovEx (demo) |
| Total fee without other costs | 259,250 EUR | 255,000 EUR | 402,500 EUR |
| Other costs | 64,813 EUR | 51,000 EUR | 45,250 EUR |
| Total fee with other costs | 324,063 EUR | 306,000 EUR | 447,750 EUR |
| Discount | 14,063 EUR | 7,000 EUR | 5,000 EUR |
| Total volume | 310,000 EUR | 299,000 EUR | 442,750 EUR |
| Duration in weeks | 22 | 20 | 24 |
| Duration in working days | 110 | 100 | 120 |
| Daily Rate |  Digital Experts (Demo) |  Awesome Technology (Demo) |  InnovEx (demo) |
| Blended average daily rate | 2,938 EUR | 2,667 EUR | 2,375 EUR |
| Weighted average daily rate | 2,423 EUR | 2,318 EUR | 1,830 EUR |

Detailed analysis

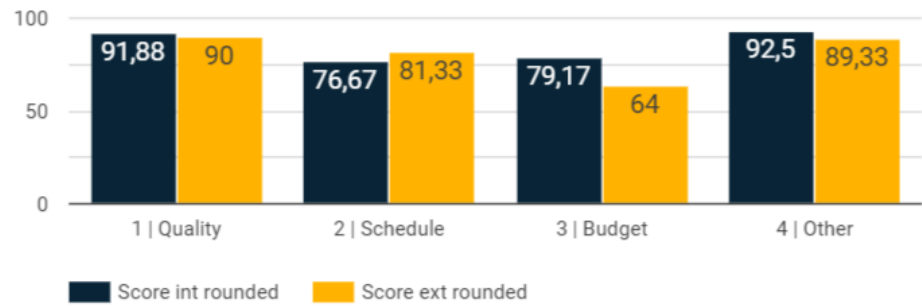
▸ Daily rate analysis

▼ Mandays analysis

| | | | |
|----------------------|---|---|---|
| Total mandays |  |  |  |
|----------------------|---|---|---|

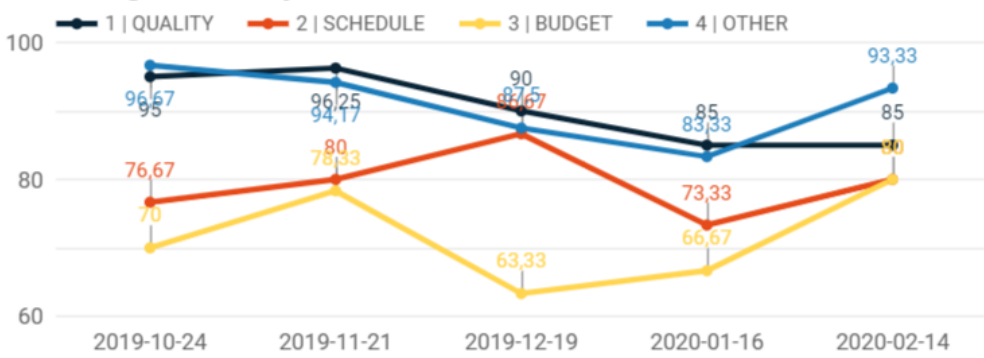
Average score by dimension, last quarter

click on bars to filter by dimension

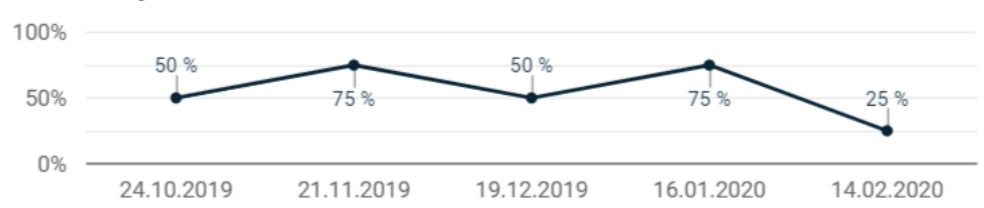


Survey Date ▾

Average score by dimension with historic data



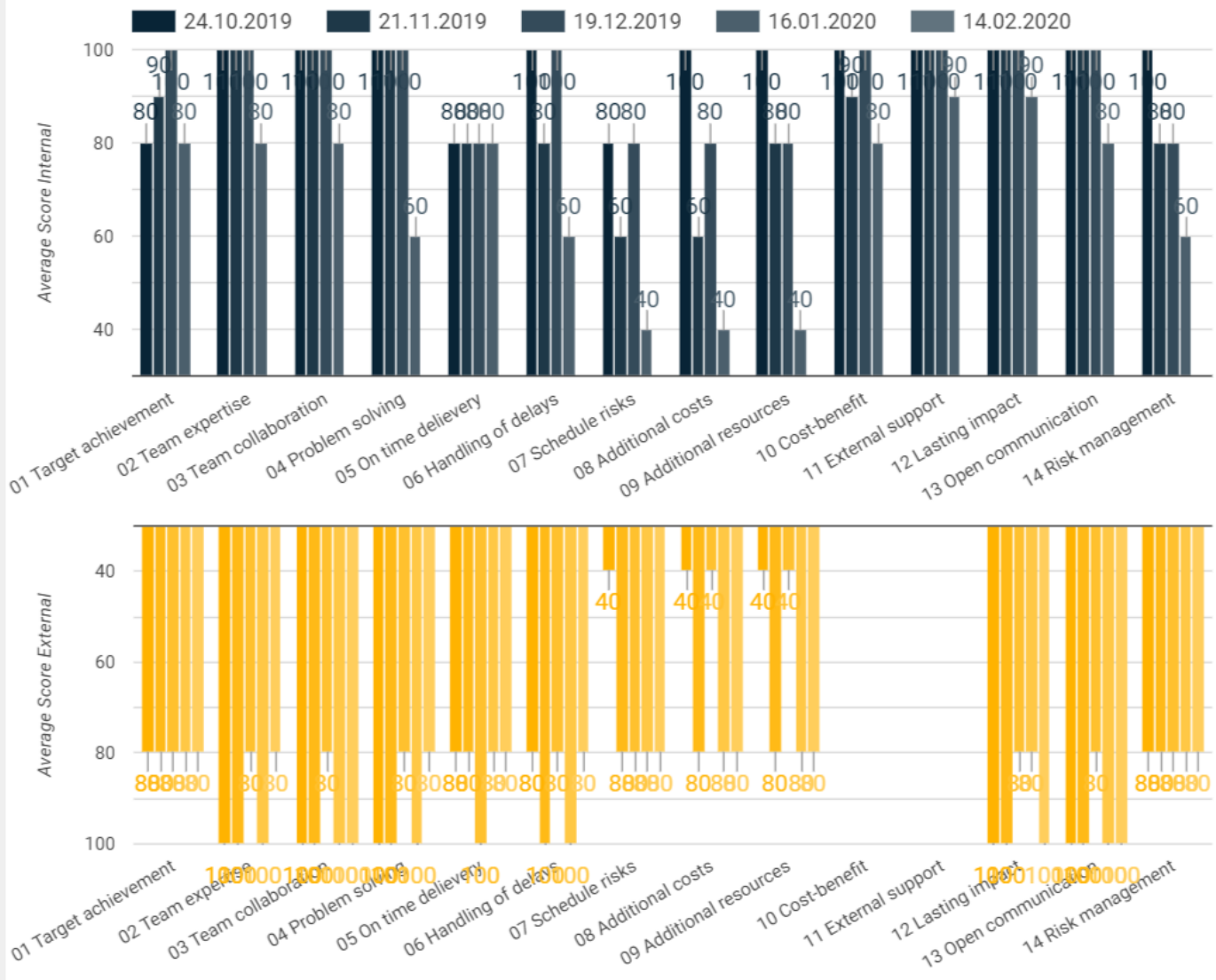
Participation rate



Average score by statement; last quarter

filter this view by clicking on bar chart on left side

Filter by category ▾



Average score overall internal view

94

Average score overall external view

97

Participation rate

0,6

Number of surveys conducted

2

Invites overall

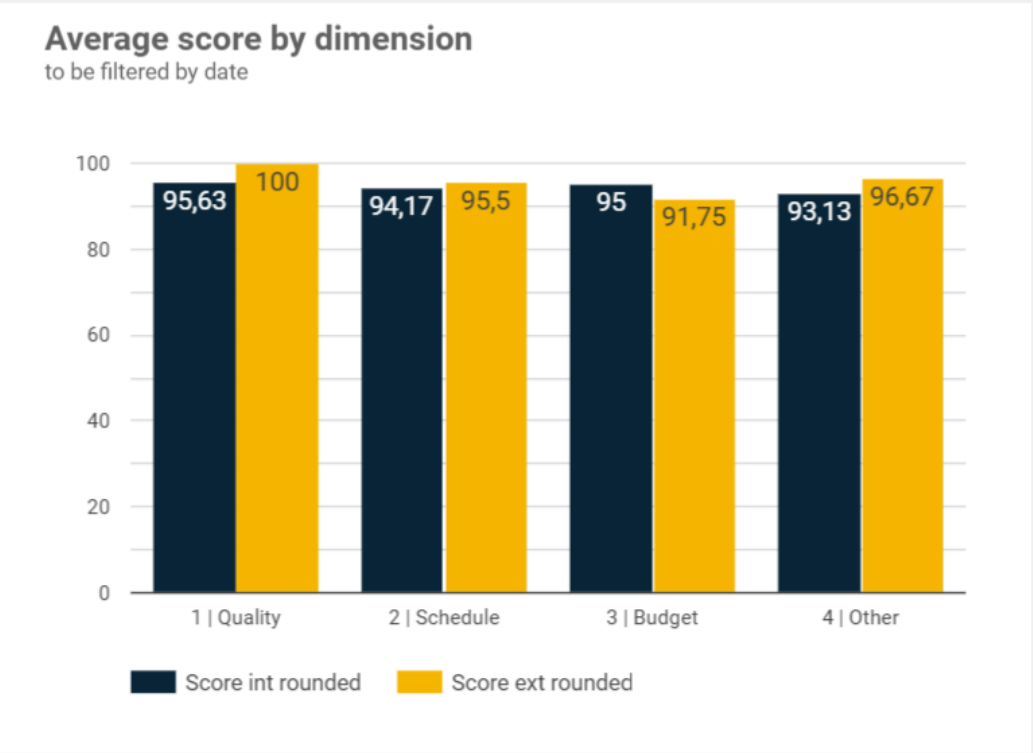
16

Participants int

4

Participants ext

3



Scores by evaluation statement

to be filtered by date



Avg. score overall internal

86

participants int

1

Avg. score overall external

83

participants ext

1

Friction [overall avg.]

-4 %

Friction describes the discrepancy between internal & external view. Negative values indicate more negative view of the internal team concerning project performance - and vice versa.

Surveys executed

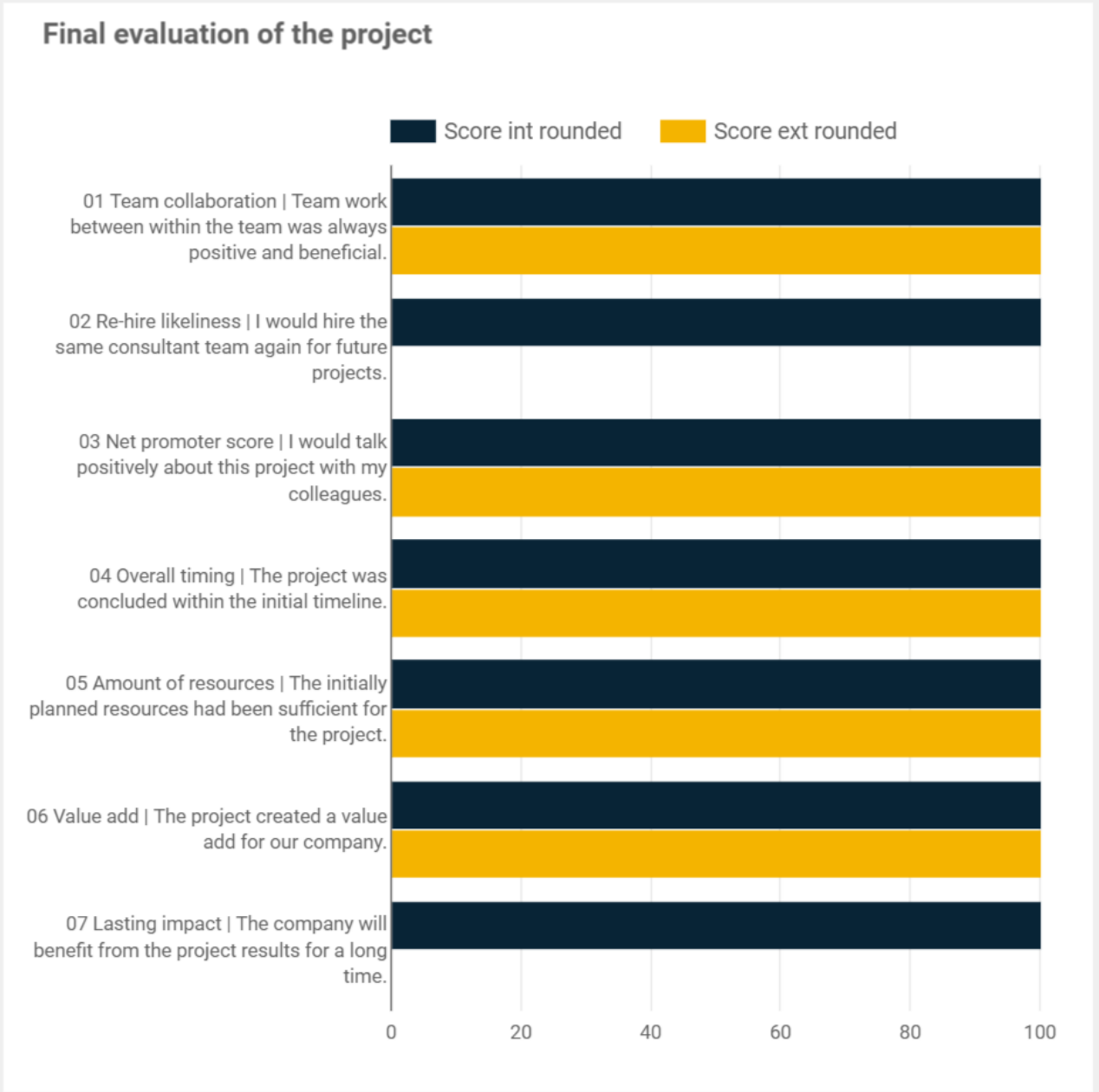
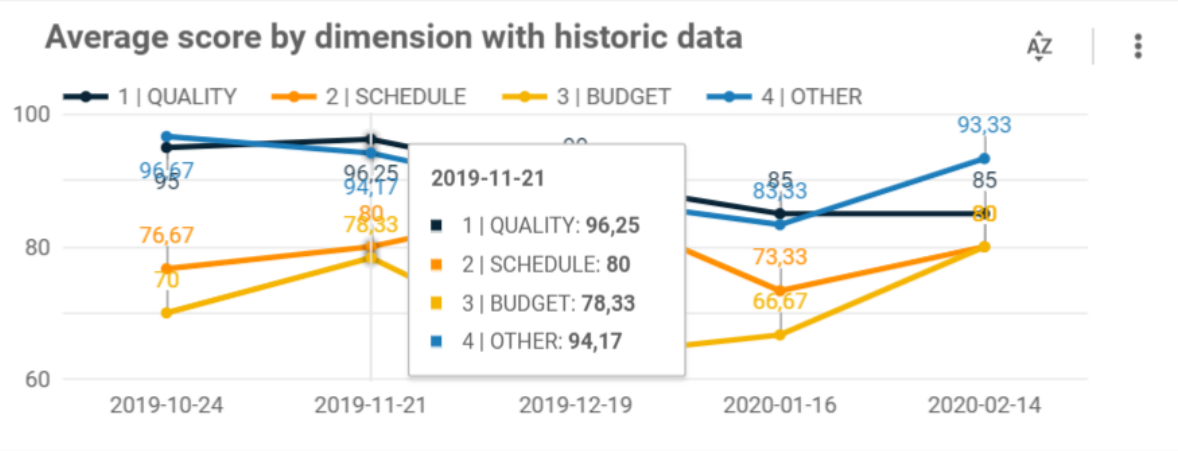
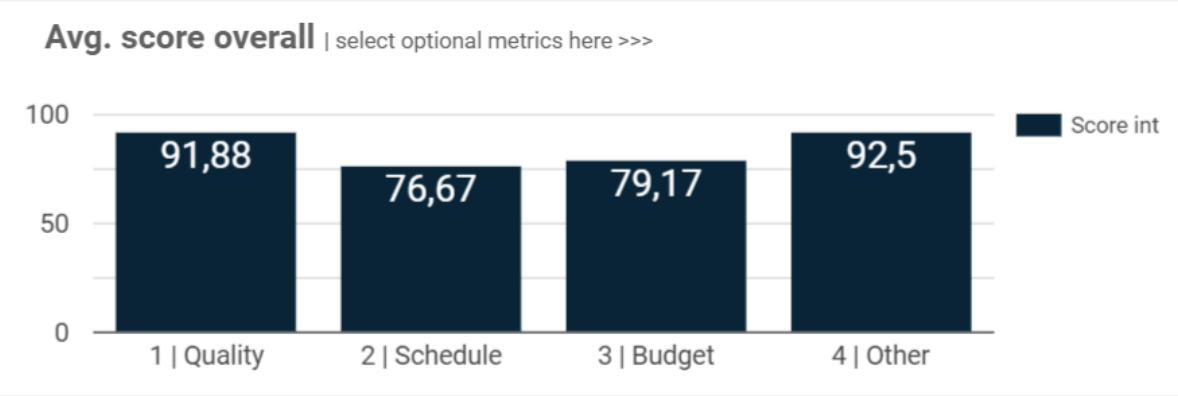
5

Avg. time per user in minutes

4,1

Avg. participation rate

55 %



Meet us personally at one of the following events...



BME Disrupting Procurement 2020
28.-29. April in Berlin
Ameron Hotel Abion Spreebogen
www.bme.de



Procurement Summit
17.-18. June 2020 in Hamburg
Millerntorstadion Grandstand
www.procurementsummit.de



Digital Procurement World 2020
16.-17. September in Amsterdam
Beurs van Berlage
www.dpwconf.com

About us

We are a technology company from Cologne, Germany. By empowering procurement, we help corporations to increase value for money of professional services. We foster the cooperation of clients and procurement to hire the best professional services firms. Our innovative Match to Contract Sourcing Suite brings together clients, procurement and their vendors.

Your contacts

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