



# The IMPULS-Service-Portfolio

Competences and Standard Client Cases



## **We facilitate future-oriented strategic innovation and change projects.**

Our Consulting Approach combines methods from the classical Strategy Consulting World with a systemic perspective.

This means, that we consider all needs and concerns and support our clients to develop solutions that are commonly agreed, economically wise and strategically intended.

Our value add comes from a well-designed orchestration of existing capabilities, while giving impulses for the development of new ones.

### **BASED ON SOUND ANALYTICS**

with state-of-the art tools & methods, combined with comprehensive practical experience.

### **SYSTEMICALLY ORIENTED**

with innovative, creative facilitating formats, that consider all relevant perspectives and views on a specific topic.

### **„CONNECTABLE“ TO VARIOUS WORLDS**

with a broad range of different company cultures, on a national and international level, in the Private and the Public Sector

### **APPRECIATING ATTITUDES**

based on the conviction, that our clients are experts in their industry

**and always striving to deliver sustainable results.**



## Competences and Standard Client Cases

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### **STRATEGY & BUSINESS DEVELOPMENT**

A company's leadership team has to cope with new strategic challenges, e.g. a new competitive environment with new regulation, decreasing business results, pioneering new technologies a new market entrant, a substitute for the own product etc.. Together with the key-stakeholders we develop new business opportunities and facilitate the essential steps into implementation.

2

### **BUSINESS MODELL REVIEW/INNOVATION**

A company finds itself in a critical situation: it cannot survive by just „doing more of the same.“ So, the robustness of the business-model in place needs to be reviewed or substantially renewed. Based on a future-proofed model for Business Model Innovation we support our customers in this process (including facts and figures to reduce risks and cost to a minimum).

3

### **HANDING OVER OF FAMILY-BUSINESSES TO NEXT GENERATION**

The question of a family business' transition to the next generation in many cases is a very complex decision. We support the process of decision finding and making , by elaborating a set of pre-conditions for a successful business transition. If needed, we also provide neutral and solid company valuations (through our auditing and tax advisory cooperating partners).

4

### **NEW PUBLIC MANAGEMENT**

We support decision makers and responsible managers in the Public Sector, to provide public services more effectively and efficiently. Main pillars of this very often substantial cultural change and innovation process in the Public Sector World are State-of-the-Art-Leadership Skills and result-oriented Management Systems.



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### **POST MERGER INTEGRATION (PMI)**

The Buying Deal is contractually closed and the practical integration of the acquired company can start. Before the effective realisation of synergies, the profound change has to be „digested“ on both sides and – in many cases - substantial cultural differences has to be overcome. We facilitate this change on the organisational level and on the level of the individual members of the management team and other key people in the organisation.

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### **CHANGE MANAGEMENT & RESTRUKTURIERUNG**

The Management Team of private or public companies seeks external support and facilitation for internal change processes. Frequent trigger for changes are: new strategic objectives, new responsibilities or business areas, new ownership and/or management structure, restructuring and/or outsourcing processes, bad business results etc. Our essential role in this kind of projects is a facilitating one.

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### **LEADERSHIP DEVELOPMENT**

The Top-Management of a private company or a public institution wants to support their organisations' key people to unfold their full potential. Our focus lies on enabling the individual leaders to have access to their full range of capabilities and gain awareness regarding their individual growth potential. The best-possible harmonization of individual and organisational goals is an important element in each individuals' leadership journey.

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### **MANAGEMENT SKILLS & TEAM DEVELOPMENT**

Companies of each size, from any environment, private or public, feel the need to continuously develop their key people's capability set in success-critical areas (e.g. Communication Skills for Leaders, Teambuilding, Resilience etc.). Our focus here lies in the consciousness-building for the importance of leadership for an organisation, for a team and for each individual in an organisation.