

PRESS RELEASE

ROI wins 'Best of Consulting' award

The management consultancy ROI was awarded in the category 'Supply Chain Management'

Munich/Dusseldorf, 16.11.2012 – ROI Management Consulting AG, which specialises in the design and management of value chains, is among the winners of this year's renowned 'Best of Consulting' competition held by the business magazine Wirtschaftswoche. ROI prevailed in the category 'Supply Chain Management'. In particular, the extremely satisfied customers of the consultancy are responsible for its success in the competition, consistently awarding the supply chain experts the best marks for its methodical expertise, teamwork skills and implementation capabilities.



On the evening of 13.11.2012, the Wirtschaftswoche has awarded the accolade 'Best of Consulting' in six categories for the third time. In the category 'Supply Chain Management', ROI Management Consulting AG from Munich was awarded. The jury decided on the basis of an exemplary

project, with several contacts on the customer side judging the performance of the consultancy independently of each other. In the case of ROI, this project was carried out with HOERBIGER Kompressortechnik Holding GmbH, the aim being to develop a global master plan for operative realignment and further development of purchasing, production, logistics and IT.

Hannes Hunschofsky, Executive Vice President of HOERBIGER Global Operations, evaluated the particular achievement of the consultancy in the realisation phase, with the words: "The ROI team was able to gain the confidence of international management teams from very different cultures, and adapt their approach accordingly. This was the essential foundation for the successful transformation from a locally active multinational set-up of 12 manufacturing plants operating in three continents into a true global operation. This is probably their greatest accomplishment, and has created synergies, providing significant savings."

The practical trial: Rate of repeat customers

Alongside the project, which was assessed in great detail, a further ten customers of ROI were asked about their experiences with the company and gave a qualitative evaluation of ROI's performance, among them companies like Infineon Technologies, Knorr-Bremse, Remmers Baustofftechnik, MIBA, Jenoptik, Webasto and Grohe. All participants awarded the consultancy the highest marks in the

specialist knowledge, methodical expertise, analytical capabilities, teamwork skills, persuasiveness and implementation capabilities categories. Furthermore, the customers confirmed their easing the burden of workload and high overall satisfaction with individual projects.

“Our constant rate of repeat customers - over 90% - shows us the satisfaction and trust our customers have for us. I especially want to thank our customers for this, as well as our business partners, the internal project leader of the HOERBIGER project, Dr. Thomas Troll, and all our consultants, who make the success of our company possible with their know-how and dedication,” said Hans-Georg Scheibe, executive of ROI Management Consulting AG.

In the selection process, Wirtschaftswoche was supported by renowned consulting expert Frank Höselbarth as a research partner; economics professor Lars Wellejus from Fachhochschule Frankfurt accepted the academic evaluation of the submitted projects.

Printable images can be found at

<http://www.roi-international.com/en/unternehmensberatung-muenchen/news-presse/press/bildarchiv.html>

About ROI:

With more than 1,000 successful projects, ROI Management Consulting AG is one of the most prominent specialists in planning, building and controlling global value chains. ROI supports global players and renowned family-run companies, in particular in the integration and optimisation of development, production and logistics, in supply chain management and in the company-wide implementation of lean-management principles.

With its projects that are clearly focused on implementation, ROI has received many important awards. The company employs more than 80 people in its offices in Munich, Beijing, Prague, Vienna and Zurich, and is represented globally with partner offices in Italy, France, Great Britain, Thailand and the United States.

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