

# ADVANCE THROUGH CHANGE

## Mastering transformation phases in the industry

Transformation is not just a project—it is also an attitude. This is especially true when companies need to find a cross-functional and cross-location course to become more agile, robust and efficient.

Use challenging transformation phases to your advantage. In this issue of our newsletter, you'll find points of reference: we describe how manufacturing companies are taking bold steps forward and exploiting the opportunities that are opening up in their markets as a result of changes – for example, through more efficient procurement structures, successful M&A strategies, and future-proof production systems.

We wish you an informative read.

Best regards  
Your team from EFESO

# PROFESSIONALIZING PROCUREMENT ORGANIZATIONS

Identify effective levers in purchasing and procurement to strengthen your company's competitiveness. We outline success factors for key topics such as digitalization, material cost optimization or indirect procurement – and show you how to increase the performance of your procurement organization long-lasting.

# INSIGHT: UNLOCKING VALUE CREATION POTENTIAL IN M&A

Maximize value creation in Mergers & Acquisitions (M&A) transactions. Our insight summarizes key issues and questions that you can use to identify and exploit growth opportunities during due diligence and integration phases.

# MASTERCLASS INDUSTRIE 4.0 AWARD: ALFRED KÄRCHER SE & CO. KG

Secure your participation in the first session of our international masterclass on September 4, 2025! Join our exciting discussion with the winner of the **INDUSTRIE 4.0 AWARD 2024** in the “Integrated Automation” category and other participants from the industry – and share your view about how manufacturing and R&D can work together to drive innovation.

# COMBINING END-TO-END TRANSFORMATION WITH DIGITALIZATION

Streamline, automate, and digitize with us the processes of your procurement organization. For an end-to-end transformation, we use AI technologies and proven methods. This enables your purchasing department to achieve the implementation speed required today and to realize cost reduction potential.

# CASE STUDY: TRANSFORMATION WITHOUT SPEED LIMIT

With a new production system, an automotive supplier is preparing its plants in 20 countries for current and future market changes. Find out in our new case study, how we introduced the system with the company and at the same time embarked on an OPEX course – resulting in over 300 improvement projects and savings of around EUR 30 million.

