PRESS RELEASE

ROI Rated Top in the "Engineering & Production" Category in WGMB's new Study on "Hidden Champions of the Consulting Market"

Munich, October 22, 2015 – ROI Management Consulting AG has been awarded as leader in the "Engineering & Production" category in this year's study on "Hidden Champions of the Consulting Market," published by WGMB and the business magazine CAPITAL. This shows that ROI was able to hold its own against all the other consulting firms in this specialist field, including McKinsey, BCG, and Roland Berger. Notably the category includes the areas of technology and innovation management, operational efficiency, shopfloor management, global footprint, and Industry 4.0 – in other words, ROI's core services.

The research for the 2015 study on "Hidden Champions of the Consulting Market" was undertaken, for the fifth time, by Wissenschaftliche Gesellschaft für Management und Beratung mbH (WGMB), a leading German research institute and the business magazine CAPITAL. Based on a structured and detailed survey of almost 500 executives from both large and small to medium-sized companies, the study aims to identify which highly specialized consulting firms, including those with a relatively low profile, are seen by their clients as offering even higher levels of expertise in their specialist fields than McKinsey, BCG, and Roland Berger.

"With regard to development and production, virtually all businesses today are faced with significant pressure to change. There's a particular focus on exploiting the potential of the Internet of Things, increasing efficiency and flexibility in production, and expanding and controlling international networks," said Hans-Georg Scheibe, Member of the Management Board of ROI Management Consulting AG. "These tasks have become more and more challenging over the last few years, since while globalization and digitization of the supply chains do offer some exciting strategic options, they also make things much more dynamic and complex. We are therefore naturally very pleased that our customers rate ROI's support in this process so highly."

To qualify for inclusion in WGMB's "Hidden Champions" study, a consulting firm must have an "unprompted level of awareness" – i.e. the percentage of people who know a consulting firm without having been provided with memory aids – of no higher than 15% among the executives of German companies with an annual turnover of more than 1 billion Euros. They also need to work for clients of which at least 50% have already worked with one or more of the "Champions" (McKinsey, BCG, and Roland Berger). Furthermore, they also need to be rated more highly than McKinsey, BCG, and Roland Berger in at least one specialist field. The results of the study also show that thought leadership, implementation capability, and industry and technical knowledge are among the main criteria used when selecting and evaluating consulting firms.

About ROI:
Having completed more than 1,000 successful projects, ROI is one of the leading management consulting firms providing operational excellence in research & development, production, and supply chain management (SCM). ROI helps industrial companies worldwide to optimize their products, technologies, and global production networks and also to exploit the potential of the Internet of Things (IoT) for the benefit of business model and process innovation. As initiator and co-organizer of the Industry 4.0 Awards, which were first presented in 2013, ROI actively promotes the development of technological innovation in Germany.

ROI has won numerous major awards for its highly implementation-oriented projects. The company employs approx. 100 experts at its locations in Munich, Beijing, Prague, Vienna and Zurich, and is represented by partner offices in Italy, France, United Kingdom, Thailand and the USA. www.roi.de

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