

Independent Management Consultancies Network IMCN

European

Professional

Personal



Name of the firm

ANXO MANAGEMENT CONSULTING GmbH

*Full address
(incl. phone, fax)*

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65929 Frankfurt am Main
Germany
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Internet www.anxo-consulting.com**

Established

2002

*Responsible person for the
network*



Ralf Strehlau

*Name of managing partner(s),
executive director(s)*

Ralf Strehlau, Managing Director/Owner

Name of senior consultants

Dagmar Strehlau

Total number of consultants

2

*Number of associate
management consultants
(at least one entire assignment
together)*

5

January 2018

(The profiles of the members are permanently updated. Please ask for the latest version.)

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ANXO GMBH

*Specialisations
(main fields of activity/
FEACO classification)*

**Strategy, marketing and sales
Logistics and supply chain management
Organisation / operations management
Project management
Change management
Restructuring
E-commerce
Social media
Business development
HR consulting**

*Type of clients/branches
(industry sectors)*

**Building material industry
Automotive industry
Pharma industry / health care
Manufacturing
Packaging industry
FMCG Fast Moving Consumer Goods
Service companies
Financial services**

*Consulting products or service
packages (self-developed)*

**Online Trend Monitoring
Freight Analysis**

Language ability in the firm

**German
English
French
Spanish**

*Professional membership
and cooperations*

**Bundesverband Deutscher Unternehmensberater
Marketing Club Frankfurt
Berufsverband Deutscher Psychologen e.V.**

*International certification
and date*

**CMC (Certified Management Consultant) the Federal Association of German
Management Consultants BDU e. V., 2014**

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ANXO GMBH

Mission statement / consulting philosophy

We optimise our clients' businesses and guide them through the necessary change processes. We are committed to securing long-term growth and profit for our clients, starting from concept to implementation.

Credentials (short description of some typical assignments)

- *Type of client / branch (industry sector)*
- *Field of activity*
- *Assignment summary and results*

SPECIAL ENGINE CONSTRUCTION AND FACILITY MANAGEMENT

Supporting the change process in various positions. Coaching and supporting the new manager in the restructuring and strategic realignment process. Assistance of a continuous cost reduction and change process for all business functions Development of an HR strategy and implementation support.

LEADING SERVICE PROVIDER FOR CUSTOMER MANAGEMENT WITH APPROX. 6000 EMPLOYEES IN GERMANY

Development of a strategic realignment of the business unit «addresses and addresses management». Taking charge of the sales management function in this area with a focus on implementation and safeguard of the strategic realignment process, a corresponding reorganisation and the development of this business unit by winning new customers.

ONE OF THE LARGEST GERMAN PHARMACEUTICAL WHOLESALERS WITH 2500 EMPLOYEES AND A TURNOVER OF APPROX. € 2.7 BILLION

The core competence of the company lies in the comprehensive and cost-effective supply of medicines and healthcare products for pharmacies in 16 offices throughout Germany. Objective: Social media monitoring and conveying of strategic options for positioning in digital media. Scope: To develop a common understanding of the current positioning of the company in the internet/social media area and derive implications for the future.

ONE OF GERMANY'S LARGEST ASSET MANAGERS FOR PRIVATE AND INSTITUTIONAL INVESTORS WITH OVER 2200 EMPLOYEES AND OVER 4.6 MILLION CUSTOMERS

Aim: development of a social media strategy

Scope: This SMS has to be compiled and defined how the company is dealing with the web 2.0 user generated content. Furthermore it has to be assessed, if it uses that user-generated content. Thus internal guidelines, which are developed by its own employees, should differentiate sub strategies for business units with different customer groups.

MAJOR PLAYER IN THE GERMAN RETAIL INDUSTRY WITH ALMOST 160 SHOPS IN GERMANY

«How to proceed? Concept, evaluation and tender management of the new warehousing and distribution system within a continuing phase after the insolvency». Logistic expert within the recapitalisation team.

ONE OF THE LEADING MANUFACTURER OF WOOD PROCESSING IN GERMANY

Project manager «Analysis of the internal supply chain: speed up processes from inbound to outbound» in order to halve the order cycle time for A-article. Define the requirements for the internal supply chain management out of the clients view and implement new processes and supporting software with the new rules.

U.S. BASED GLOBAL INDUSTRY LEADER WHO DELIVERS SEVERAL MARKETS

For example, electronics and communications (incl. industrial automation), broadcast and enterprise with cable, industrial connecting solutions, industrial ethernet products. Take over the tender management for three parallel RFQ (contract management) for production sites in D, NL, CZ (from definition of the requirements for the logistics service provider until start of the negotiation).

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Selection of important and well known clients (location)

A.T.U. Autoteile Unger, Weiden
Cofely Deutschland GmbH, Köln
Deutsche Post AG, Bonn
DPD Deutscher Paket Dienst GmbH & Co. KG, Aschaffenburg
Dyckerhoff AG, Wiesbaden
Lufthansa AirPlus GmbH, Neu-Isenburg
Maria Soell GmbH, Nidda
Sanacorp AG, Planegg
UNION TANK Eckstein GmbH & Co. KG, Kleinostheim
creatrade Holding GmbH, Wedel

Partners / senior consultants short profile

RALF STREHLAU – Managing director
He is chairperson of the working group «Management and Marketing» in the Federal Association of German Management Consultants as well as the executive director “Program” at the Marketing Club in Frankfurt. Prior to his employment as a consultant he was in charge of the German business of Acxiom and head of marketing for Germany, Austria and Switzerland as well as head of restructuring at the Ericsson GmbH.
He has also held the position of senior manager at KMPG Consulting GmbH. Ralf Strehlau has been active as an entrepreneur, manager and consultant for over 20 years regarding strategy, sales, marketing, internet, E-commerce and social media.