

e~~x~~**pert**place



Company presentation

1. Who we are

2. What we do and for whom

3. What makes us excel

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2. What we do and for whom

3. What makes us excel

Who we are

expertplace is a leading company for consulting, project management, training and expert placements.

We exclusively rely on outstanding mentors and management consultants.

Overview

Business activities

We are one of the leading companies for consulting, project management, training and expert placements.

Industries

expertplace offers industry-wide top services. Our customers come from diversified business sectors including telecommunication, energy supply, banks and IT industries

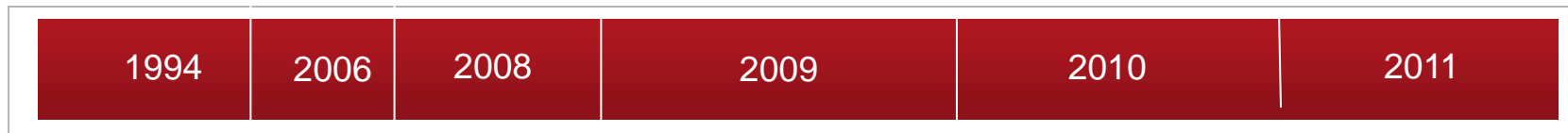
Key data

Year of foundation	1994 (AG since 2008)
Turnover	11,5 million Euros (exp. 2010/2011)
Equity	500 thousand Euros
Sites	Cologne, Frankfurt, Munich, Hamburg, Switzerland
Board	Horst Köning, Jürgen Peter, Ralf Klemisch



History

Excellence in the consulting environment since 1994



Foundation as Executive Services GmbH, Munich

Relocation to Cologne and transfer into the Executive Networks Deutschland GmbH

Fusion with the expertplace GmbH and conversion to the expertplace networks group AG

Founding of the affiliates:
expertplace consulting AG
and
expertplace solutions GmbH

11/2009 Start of the expertplace advisory GmbH and of the expertplace academy

Founding and start of the expertplace human capital management GmbH Frankfurt

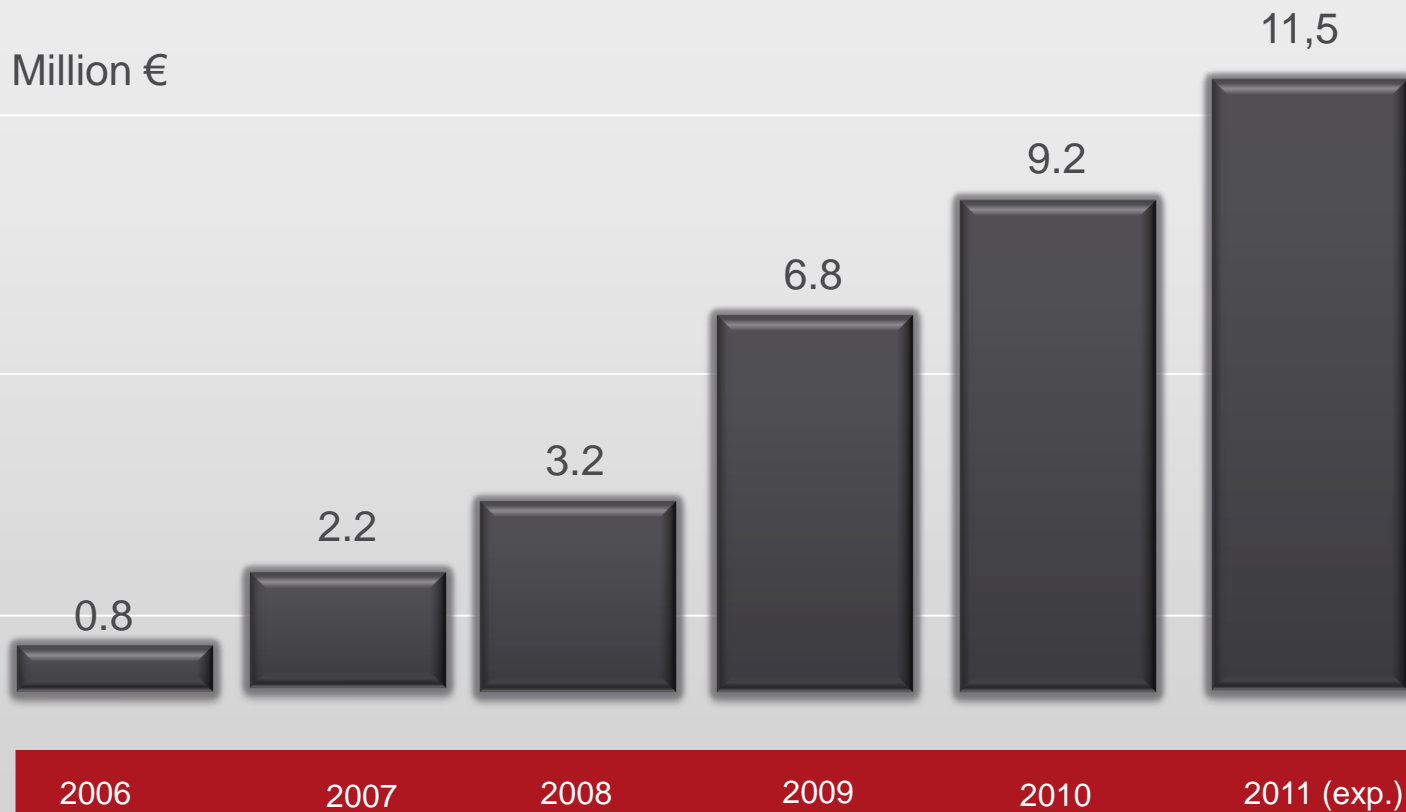
Founding and start of the expertplace swiss AG Switzerland (Altendorf)

Fusion expertplace solutions GmbH to the expertplace networks group AG

Business Development

Continuous sales growth

...in Million €



Company structure

One stop shop - the expertplace group offers four companies under one roof



Board:

Jürgen Peter, Horst Köning, Ralf Klemisch

Supervisory Board: Udo Faulhaber, Sascha Hancke, Dr. Theo Lieven



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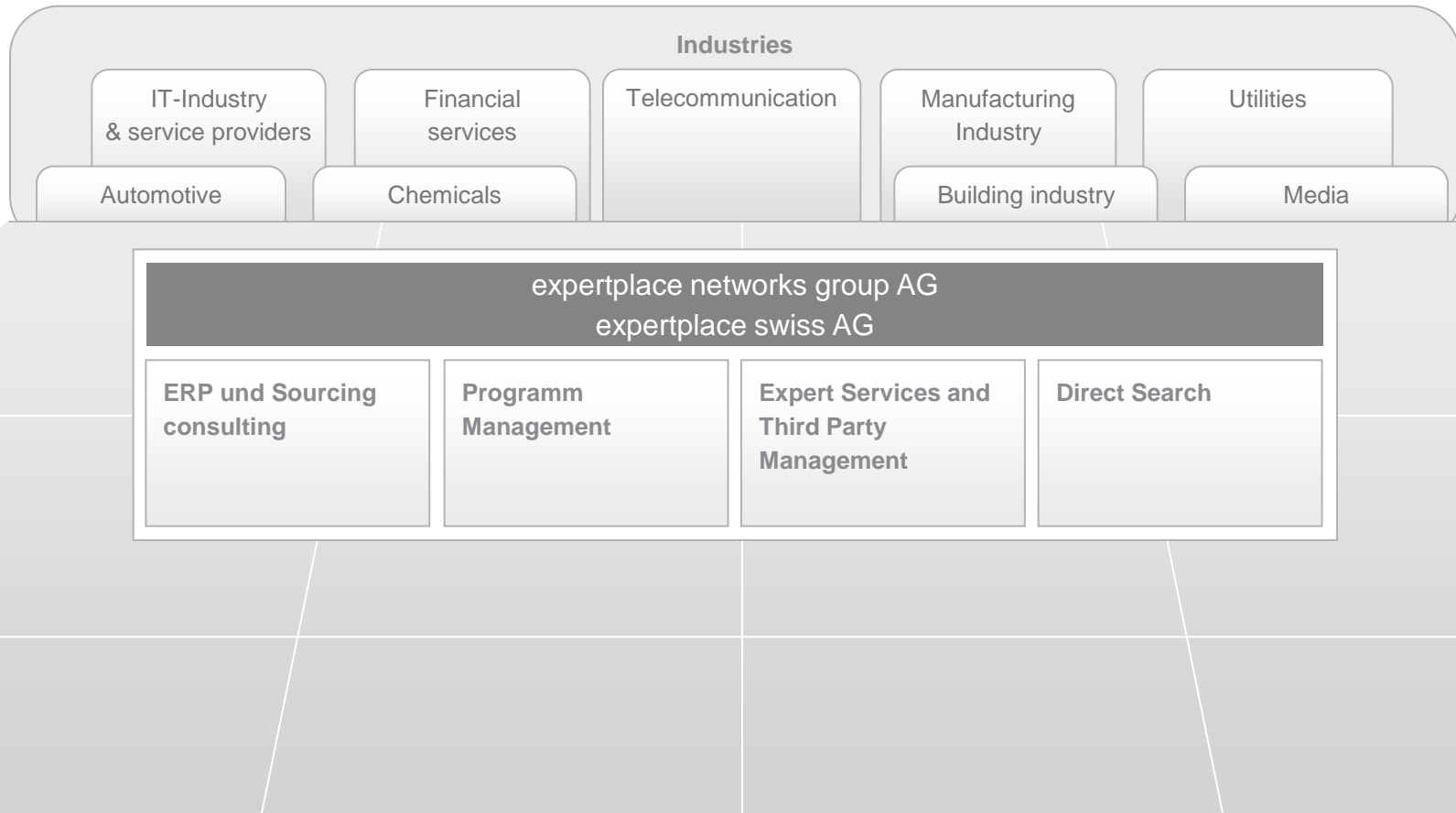
What we do and for whom

expertplace's partners, executives and consultants are experienced managers, mentors and architects advancing with full momentum.

Our solutions portfolio and diversified industry expertise allow us to tailor the types of cooperation to our customers.

Solution portfolio and industry skills

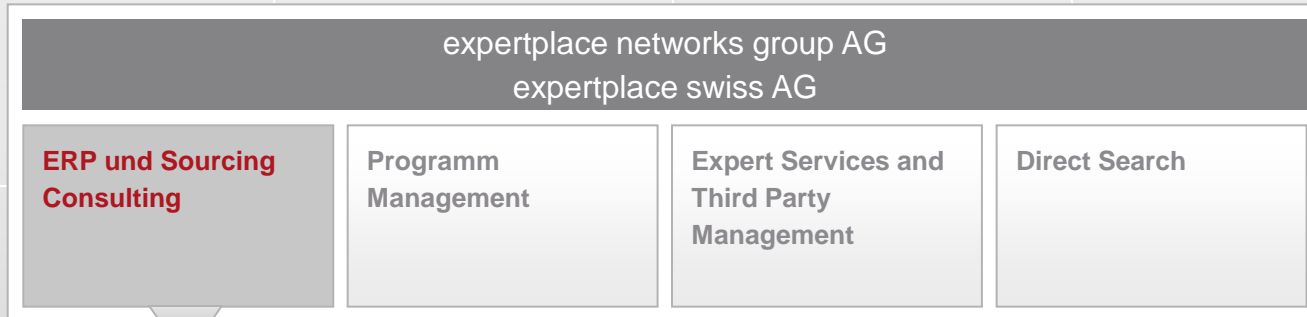
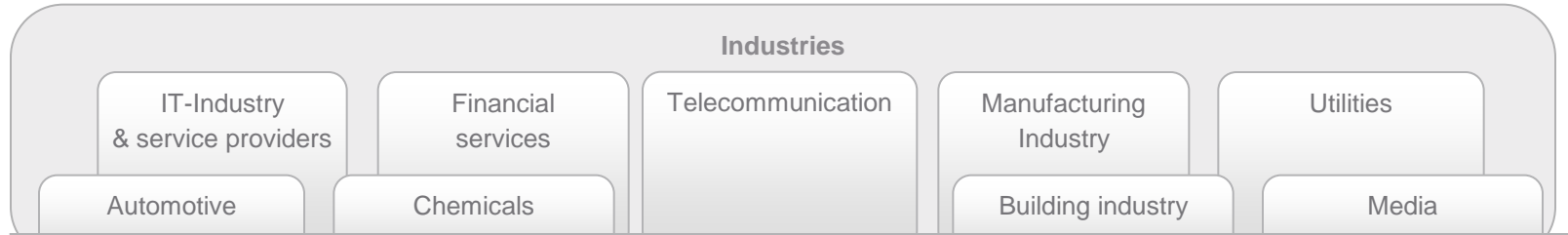
In these four areas we are active across all industries



Your success is our success.

ERP und Sourcing Consulting

Best Practice in Excellence



Programm Management

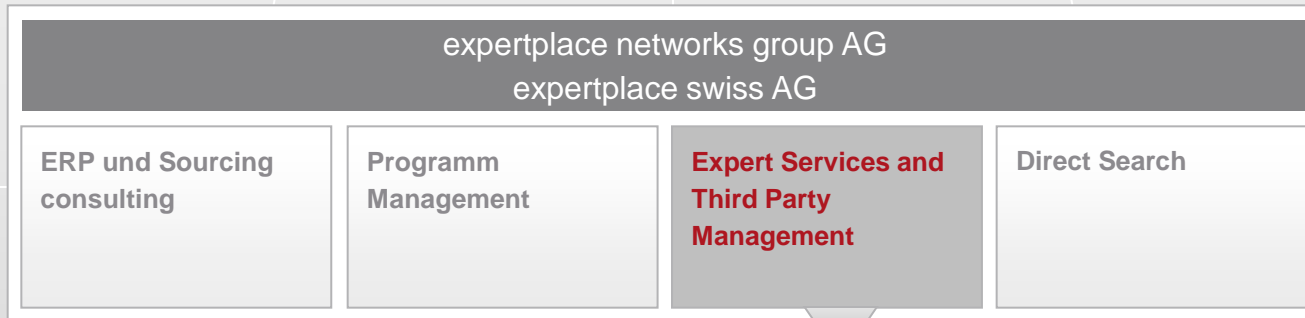
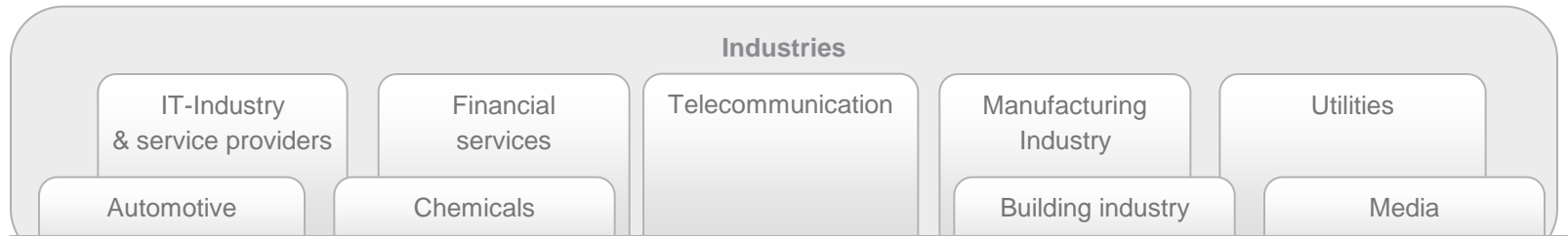
Performance Improvement



- Programm Management**
- Analysis and formulation of clearly defined goals
 - Definition and drafting of a project assignment
 - Project planning, controlling and execution
 - Setting up of the needed project organisation
 - Risk Management
 - Project Reviews
 - SAP/ERP Introduction

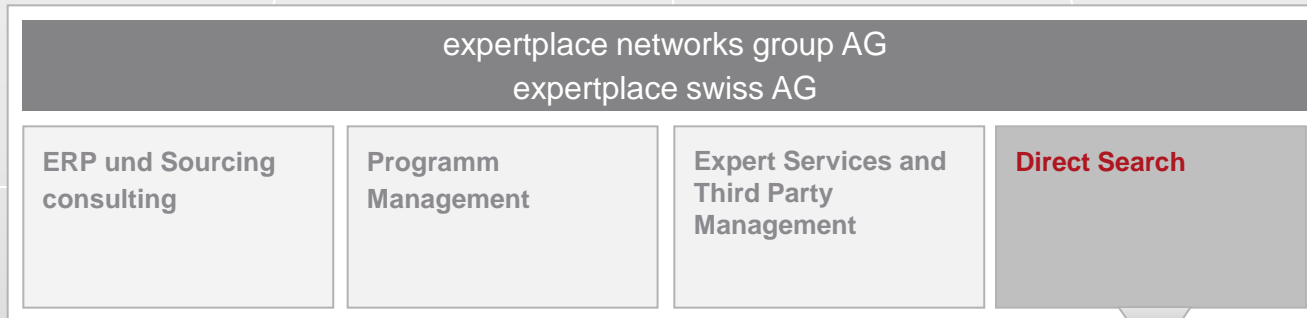
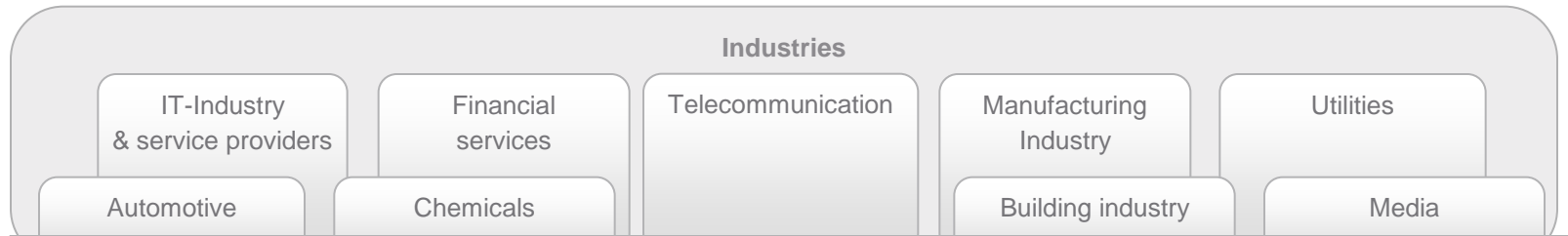
Expert Services

Practical experience in several IT areas



Direct Search

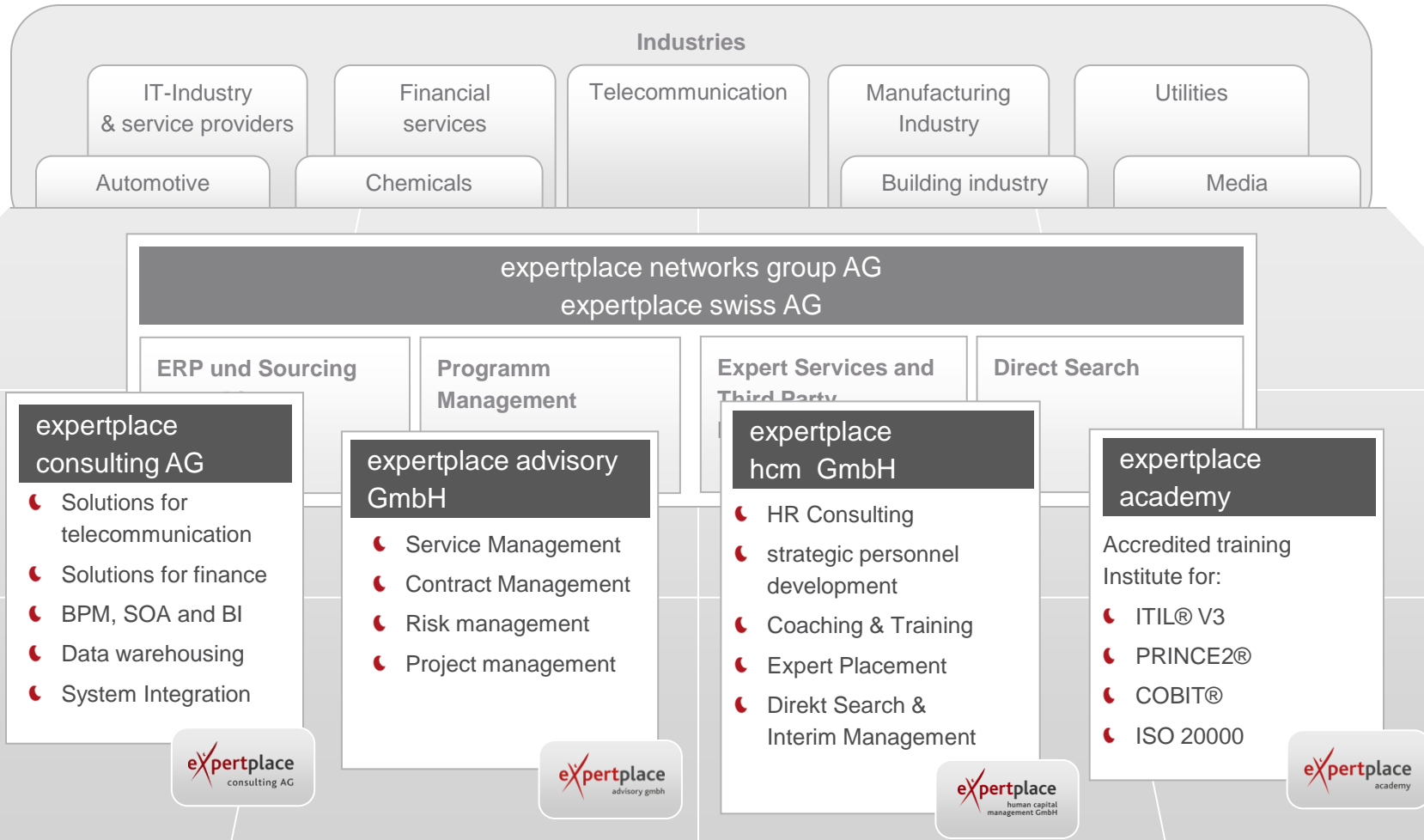
To get the best talent



- We assist in filling of your open positions**
- Support in job specifications
 - Identification of appropriate candidates
 - Preselection of appropriate candidates and analysis of their profiles
 - Monitoring & assisting the candidate during the job familiarization period

Solution portfolio and industry skills

Plus the specific know-how of our affiliates



To these customers (excerpt) we provide our skills:

nextevolution AG	Hamburg	Bull GmbH	Cologne
Fujitsu Services GmbH	Düsseldorf	neckermann.de GmbH	Frankfurt
Siemens EC GmbH & Co.KG	Cologne	FH Köln	Cologne
Airbus GmbH	Hamburg	Itelligence AG	Bielefeld
Telekom Deutschland GmbH	Bonn	Pironet NDH AG	Cologne
Telekom Shop Vertriebsges. mbH	Bonn	Bechtle GmbH	Bonn
Nobel Biocare Services AG	Zurich (Swiss)	Bayer MS AG	Leverkusen
Commerzbank AG	Frankfurt	BGS AG	Siegburg
T-Systems GmbH	Bonn	Zivit	Bonn
Digital River GmbH	Eden Prairie (USA)	Civitec	Bonn
E.ON Service Plus GmbH	Landshut	Howoge GmbH	Berlin
Unimall GmbH	Berlin	Evonik Services GmbH	Marl
Swiss Post Solutions GmbH	Munich	Pfleiderer GmbH	Neumarkt
Gebro Pharma GmbH	Fieberbrunn (A)	TA Triumph Adler GmbH	Nürnberg
Deutsche Post AG	Bonn	UTAX GmbH	Dortmund
Postbank AG	Bonn	C.R. Bard GmbH	Karlsruhe

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What makes us excel

Fast decision-making, strong personal skills, solutions based on best practices and industry know-how.

expertplace stands for industry-wide top-of-the-class services. This is guaranteed by our Board offering continuous involvement and accessibility with its experience in operative daily business.

The expertplace principle

These are our guiding principles

Responsibility

- Measure and pay us by our success

Target-oriented

Staff

- We are used to realize fast, flexible and business-focused solutions

Business thinking and acting

Results

- We rely on long-term success of the applied measures and programs rather than on short-term effects

Practical Implementation

Network

- We offer a sound network of experiences and field-proven partners

Best Practice in Network

We assume responsibility for the implementation of strategic and tactical tasks – every time and as long as you need us.

References

This is what our customers say.....

„It simply is a pleasure to work with pros!



I can only confirm to you that any personnel recommendation you made came as a complete surprise! The entire staff of expertplace masters its trade from scratch (in our case different IT-trades) and strongly helps fostering our organization. I treasure any exchange with the expertplace managers since they constantly mediate new aspects in terms of strategic questions. I hope that it will continue like that!”

Dr. Michael Koppitz, Spokesman of the Managing Board of the DMT GmbH (former Deutsche Montan Technologie GmbH), Essen

“I highly appreciate the professionalism and speed in which we are supported by expertplace. We are looking forward to a continued and pleasant partnership.”



Udo Kohorst, CIO, E.ON Service Plus, Landshut

“The management consultants from expertplace have been a large part of our projects’ success. A further sign of this trustworthy cooperation lay in how they guaranteed a continual knowledge transfer to all project participants. I am looking forward to accomplishing our goals together.”



Hans-Joachim Diercks, Head of Global Service Management Siemens Enterprise Communications GmbH & Co. KG, Köln

“We have already learned in several projects, that the cooperation with expertplace is highly trustworthy. expertplace managed our requirements flexibly and reliably and implemented them to our fullest satisfaction. Of particular note, is the speed with which expertplace succeeds in responding exactly when we need it.”



Michael Forster, Head of Solution Management, Telekom Shop Vertriebsgesellschaft mbH, Bonn

„We can always use active „comrades-in-arms” in Interim Management projects, because they motivate not only our team but also the project. We have successfully engaged the entrepreneurs from expertplace and will continue to do so in the future.”



Olaf Schmitz, Managing Director, Unimall GmbH, Berlin

„I'd like to take the opportunity to thank you for the professional job your company and you have done on Project Smile. I am well aware that this has not been easy. But in the end I am convinced that all involved parties are now facing a long term, fair and substantial relationship. A big part of this balanced agreement belongs to you and your company's experience.“



NORMAN PITMAN, Vice President CSC EMEA Business Development

“Trustful, competent, and outstanding personal commitment are the attributes which describe best our cooperation with expertplace. The support of the specialists from expertplace allowed us to successfully conclude a cooperation agreement with our future IT outsourcing provider complying with our need for quality and costs”.



Dr. Matthias Krebs, Executive Vice President Operation, Nobel Biocare Holding AG, Zurich

Strategy means: Using experts there, where your success demands them

Management team

Always within reach



Jürgen Peter

- Foundation of the Systemhaus hancke & peter
- Listing on the stock exchange in 1999 in the new market, merger to become the arxes AG, CFO



Horst Köning

- IT sales with the M+S AG and management of the affiliate hancke & peter
- District Manager Sales and Marketing with the arxes AG



Ralf Klemisch

- Director SAP Business Solutions Deutschland with itelligence AG
- COO with TDS AG

Contact us.

We are looking forward to joint projects.

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