



# Company Presentation

excim

Management Consulting GmbH

Executive Consulting | Executive Interim Management

The name of the company **excim** connects executives with **consulting** and **interim management**. For our customers, the term "**executive**" includes board members of international corporations and managing directors of medium-sized companies, as well as owners of medium-sized and small companies. Our main competences are the areas of responsibility of CEOs, CFOs, CDOs, CIOs and CTOs.

- **CEO Services**  
Strategy consulting, reorganization projects, strategic reorientation, holistic change management, business process reengineering
- **CFO-Services**  
Interim CFO, Interim Head of Finance, professional advice in controlling, F&R, procurement, M&A support, as well as the conception/outsourcing and management of shared service organizations
- **CIO Services**  
SAP management, SAP project management, SAP crisis management, management of the ERP concept and tendering phase, program and project management tasks in ERP projects and SAP implementation
- **CDO Services**  
Strategic advice regarding digital transformation, interim CDO, establishing contacts
- **CTO Services**  
Optimization of the innovation process, R&D project management, implementation of horizontal project organizations from R&D to logistical delivery to the customer
- **All Business Functions**  
We sell a self-developed project management method toolbox. Our sister company protects clients and contractors alike from the risks of bogus self-employment.



## Consulting

Potential areas for our management consultants or leader of consulting projects

- Strategy consulting (restructuring and strategic reorientation, turnaround management)
- Digital Transformation
- SAP-Management
- Business Process Reengineering
- Organization and change management
- Functional expertise in Controlling, Finance and accounting
- SAP consulting (Modules FI, CO, MM, SD)
- Project management
- Innovation management
- M&A

## Interim Management

Potential areas for our interim manager

- Interim CEO
- Interim CFO
- Interim CDO (Chief Digital Officer)
- Head of Digital Transformation Consulting
- Interim CRO (Chief Restructuring Officer, operative but not in the bankruptcy phase)
- Interim Head of Finance & Accounting
- Interim Head of Controlling
- Interim Head of Shared Service Organization
- Interim SAP Program Manager
- Interim Project Manager for SAP Projects (development and implementation)
- Interim Head of Project Management

# Extract from the customer list and our industry focus



## Experiences by Industry

- Plant construction
- Automotive supplier
- Banks
- Financial service providers
- Construction industry
- Chemical industry
- Electronic Consumer Goods
- Energy industry (natural gas, nuclear energy, renewable energies)
- Healthcare
- Hotel/Restaurants
- Web/Content
- Communication technology
- Plastic processing industry
- Aviation (airlines)
- Medical technology
- Mineral oil
- Metalworking industry
- Communications engineering
- Food
- Online trade
- Public service (including ministries)
- Technical service company
- Technology company
- Telecommunications
- Consumer electronics
- Insurances
- Certifier

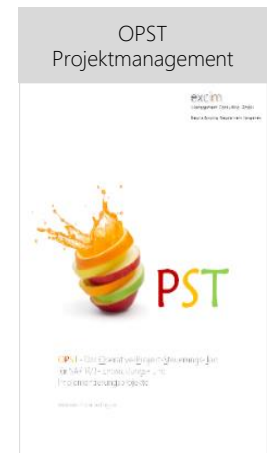
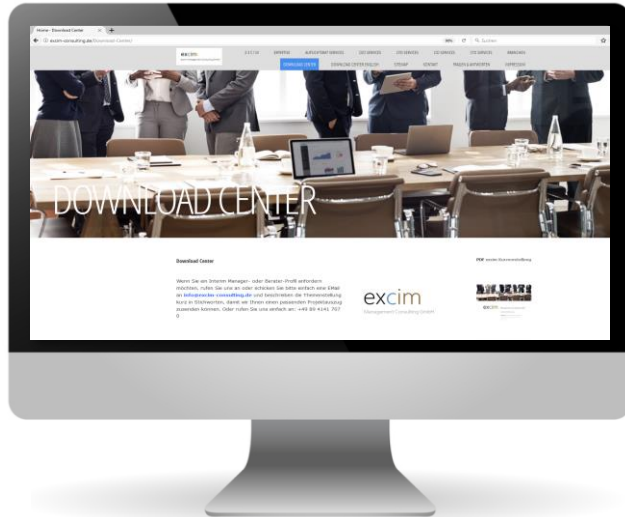
Note: For understandable reasons of confidentiality, this customer list does not contain any customer names from restructuring or M&A project assignments. In addition to large corporations, our customers also include medium-sized companies, right down to smaller owner-managed companies. There is an extensive top reference list.

Visit our download center (German and English)

<https://excim-consulting.de/Download-Center-ENGLISH/>

excim

Management Consulting GmbH



Mr. Gernot Labs is the managing director of excim Management Consulting GmbH in Munich. Mr. Labs is married (two adult daughters), studied business administration in Essen and has 40 years of practical experience. Mr. Labs has been in the market as a management consultant for 30 years and as an interim manager for over 25 years. He is also active as an entrepreneur in other business areas.

## Expertise

- Interim CEO
- Interim CFO
- Interim CRO (Restructuring)
- Digital Transformation, Interim CDO
- Strategy consulting, M&A
- Business Process Reengineering
- Controlling, Finance/Accounting
- SAP Management
- Projekt Management
- Shared Service Management

## Industries

- Generally: Manufacturing medium-sized companies, internal industrial groups and service companies in various industries
- Focus on industries:  
Chemical industries, Consumer electronics, IT-Software (SAP), Energy, Aviation, Automotive, Digital Transformation, Hotels, Telecommunications, Technical services, Public sector



## CV

- |             |   |
|-------------|---|
| since 2016  | <b>Founder and CEO of excim Management Consulting GmbH</b>  |
| 1996 - 2016 | <b>Entrepreneur, Interim Manager and Management Consultant</b><br><i>Interim Manager as CEO, CFO, CRO, Head of Controlling, Head of Finance &amp; Accounting, Head of IT, Interim SAP Program Manager, Strategy consultant, Head of the largest IT-Projects and Head of M&amp;A-Projects in middle-size companies. Worked for board members of large corporations as well as for management of medium-sized companies to small companies.</i> |
| 1994 – 1996 | <b>Project manager Strategy Consulting at Roland Berger Strategy Consultants and DGM*</b><br><i>responsible for management of strategy and restructuring projects.</i>  |
| 1991 – 1994 | <b>Senior Project Manager Inhouse Consulting</b><br><i>responsible for international (EU) reorganization and restructuring projects at OSRAM GmbH in Munich.</i>  |
| 1980 – 1990 | <b>Three different positions in Controlling</b><br><i>Ruhrgas AG (E.ON), Essen (NRW in Germany). Parallel evening study of economics.</i>   |

*Note\*: Deutsche Gesellschaft für Mittelstandsberatung, former joint venture of Roland Berger and the Deutsche Bank)*

## For example: Experiences by Gernot Labs, Managing Partner

### CEO

Chief Executive Officer

### CFO

Chief Financial Officer

### CDO

Chief Digital Officer

### CRO

Chief Restructuring Officer

### CIO

Chief Information Officer

### CTO

Chief Technology Officer

As entrepreneur (since 25 years, Founder, Shareholder)

Role as Interim Manager (since 27 years)

Role as Consultant (since 32 years, including strategy consultant at Roland Berger Strategy Consultants)

- Interim CEO
- Shareholder & Founder
- Head of strategy-consulting
- Project manager of restructuring projects
- Restructuring and re-organization of companies, divisions
- Change management
- Business Process Reengineering

5 years Interim +  
27 years Entrepreneur\*

- Interim CFO
- Interim Head of Finance and Accounting
- Interim Head of Central Controlling
- Business consultant in Controlling, F&A, R&D, Procurement and Material Management
- Head of M&A-Projects (sale and purchase, Due Diligence)
- Program Manager for Shared Service
- Senior Expert Controlling in a Business Consulting focused on middle size companies

28 years \*

- Interim Head of Digital Transaction Consulting/CDO
- Head of a carve-out Unit „Digital Transformation Consulting and technical Development“
- Initiator of the campaign „Digitalization for middle-size companies in Germany“
- Contacts to potential cooperation partners and investors, as well as to startups, scientists, decision makers in politics, associations

2 years \*

- Interim CRO
- Head of restructuring and strategy projects (incl. turnaround management)
- Project manager of international restructuring projects in Europe (D, I, F, UK, B, NL)
- Project manager of middle-size M&A-Projects, including Private Equity involvement

6 years \*

- Interim IT (SAP) Manager
- Interim SAP Program-Manager
- Head of SAP-Multi-Project-Management
- SAP Project Manager (SAP FI, CO, MM)
- SAP Best Practice process consulting
- Project Manager for SAP tenders (From business concept so bidder selection processes)
- SAP-Project-Crisis Manager

15 years \*

- Optimization of the company Innovation-Process from the idea until the realization in the market
- Project manager „New Business“ (Business Development)
- Construction and implementation of R&D Multi-Project-Management

1,5 years \*



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