

h&z The consultancy with
Head, Heart & Hand



Introduction of h&z

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A presentation for





Partner und Leiter der Cost-out Practice bei h&z



Partner und Leiter der Cost-out Practice bei h&z



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For more than 20 years we consult our clients on a global basis

h&z group highlights

h&z The consultancy with
Head, Heart & Hand

THE RETAIL PERFORMANCE COMPANY

TRANSACTION
ENGINEERS



85 m€
Revenue



500
Employees



Consultants like
nowhere else

The Transformation Alliance
h&z MBS Q5
Cordial Kéa

Member of the
Transformation
Alliance



1997 h&z was
founded... since then
we created value in
more than 2,000
projects



We consult 25
companies listed on
the DAX 30



Hidden Champion
2020/21
in "Transformation"
"Procurement" &
"Retail Performance
Management"



40% Procurement
Projects **30%** Digitization
projects

Consulting with



Head
Excellent
concepts







Heart
People
motivation




Hand
Pragmatic
realization

We provide consulting services to bring Procurement organizations to the next level


h&z service portfolio

 Procurement strategy & TOM	 Category & Supplier management	 Cost reduction	 Procurement digitalization
<ul style="list-style-type: none"> ▪ Objectives & strategy ▪ Lean & agile Organization & Governance ▪ Processes & Methods ▪ IT Systems & Data ▪ People & Culture ▪ Sustainable supply chain 	<ul style="list-style-type: none"> ▪ Agile category management ▪ Supplier lifecycle and relationship management ▪ Supply risk management ▪ Supplier enabled innovation 	<ul style="list-style-type: none"> ▪ Agile lever workshop ▪ h&z Bull's Eye ▪ Category and supply market expertise ▪ Should cost analyses ▪ LPP ▪ VA/VE ▪ BCC sourcing offices 	<ul style="list-style-type: none"> ▪ Digital strategy and roadmap ▪ IT architecture ▪ IT system evaluation & RFP ▪ Tool implementation ▪ Procurement analytics



Procurement assessments

- Procurement Performance Assessment (PPA)
- Skill assessments
- IT capability maturity assessment



Trainings & enablement

- Methods and skills for procurement professionals
- Negotiation and tender tactics
- Lean-Agile in procurement

Our consulting approach – we consult with head, heart, and hand



Expertise and
Excellent Concepts



Partnership-based
cooperation and
mobilization of
employees



Professional project
management and
pragmatic
implementation