



## **Presentation Kloepfel Consulting GmbH**

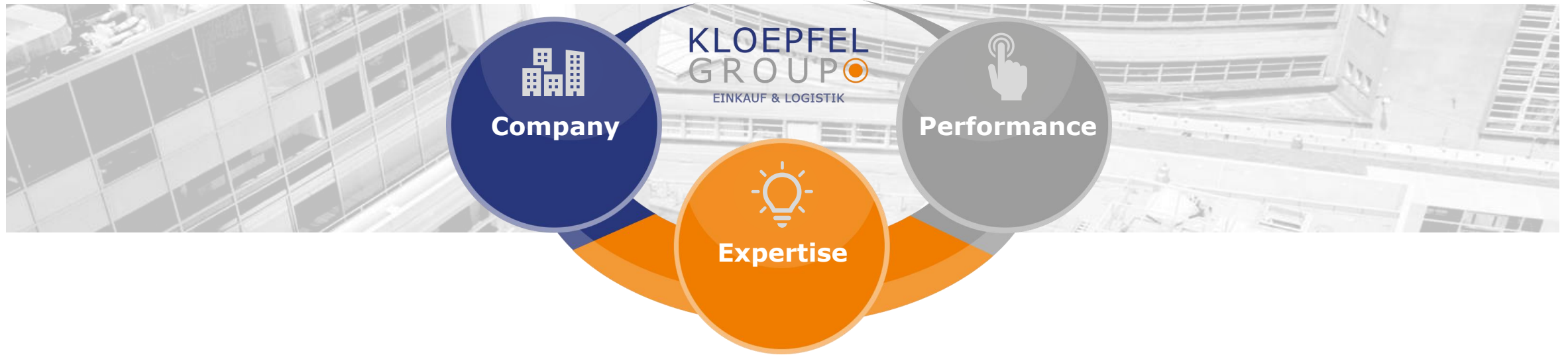
Group member of

**epsa**  
OPERATIONS & PROCUREMENT

KOSTENSENKUNG

# Purchasing experts at a glance

## Optimizing purchasing costs and structures



Headquarters **Düsseldorf**



Working across industries



**Implementation**-oriented approach



**300** employees (~240 DACH)



Focus on **medium-sized companies**



Consulting fee based on **success**



Part of the international advisory group **"EPSA"**



Expertise from over **1.000** optimization projects

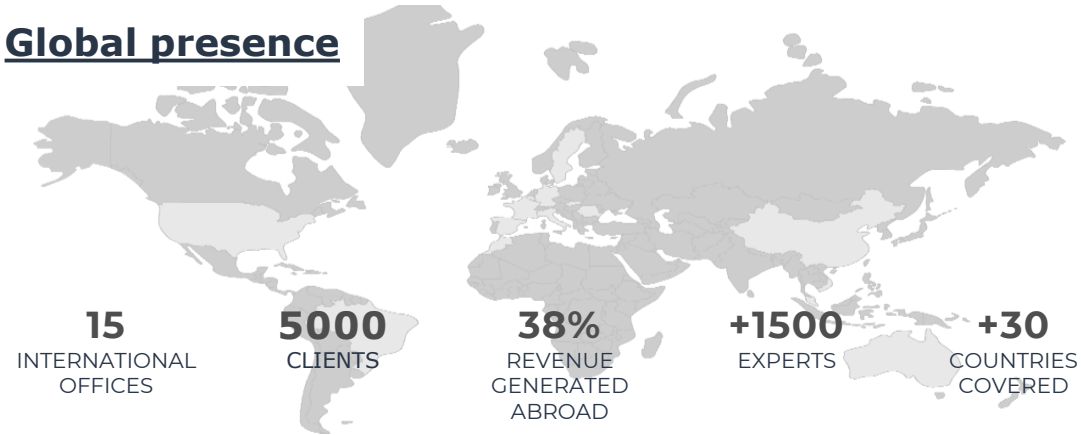


Sustainable **cost reduction** of **7,2%** on average

# Kloepfel – part of the EPSA Group since 2021

## EPSA – DESIGN AND PROVISION OF DURABLE SERVICES

### Global presence



### Values, activities and references

- Ambitious and social corporate responsibility as a lever for change, performance and sustainable growth
- Guidelines on social issues, environmental impact and digital moderation (*Digital Sobriety*)
- 5.000 clients and active references



epsa<sup>+</sup>  
TRANSFO & DIGITAL

TRANSFO & DIGITAL

ACCELERATE YOUR TRANSFORMATION



epsa<sup>+</sup>  
PROCUREMENT

PROCUREMENT

ACCELERATE YOUR PROCUREMENT & SUPPLY PERFORMANCE



epsa<sup>+</sup>  
MARKETPLACE

MARKETPLACE

SIMPLIFY YOUR PROCUREMENT PROCESSES



epsa<sup>+</sup>  
INNOVATION

INNOVATION

ACCELERATE YOUR INNOVATION PERFORMANCE



epsa<sup>+</sup>  
ENERGY & ENVIRONMENT

ENERGY & ENVIRONMENT

ACCELERATE YOUR SUSTAINABLE PERFORMANCE



epsa<sup>+</sup>  
TAX

TAX

OPTIMIZE YOUR SOCIAL & FISCAL CHARGES



epsa<sup>+</sup>  
FINANCE

FINANCE

OPTIMIZE YOUR FINANCIAL MANAGEMENT



# Holistic and modular purchasing optimization

Individually combinable modules for the optimization of your purchasing

## COST REDUCTION



Optimization  
Direct Purchasing



Optimization  
Indirect Purchasing



Negotiation support



Optimization  
Freight Charges



Reprice  
Aut. price defense



Cost structure-/  
Value analysis



Technical  
Sourcing

## STRUCTURES & PROCESSES



Purchasing  
structure  
optimization



Sustainability in  
procurement



Digitization in  
purchasing



4 PL  
Service



Academy

## STAFF



Recruiting



Interim Management



Process Outsourcing



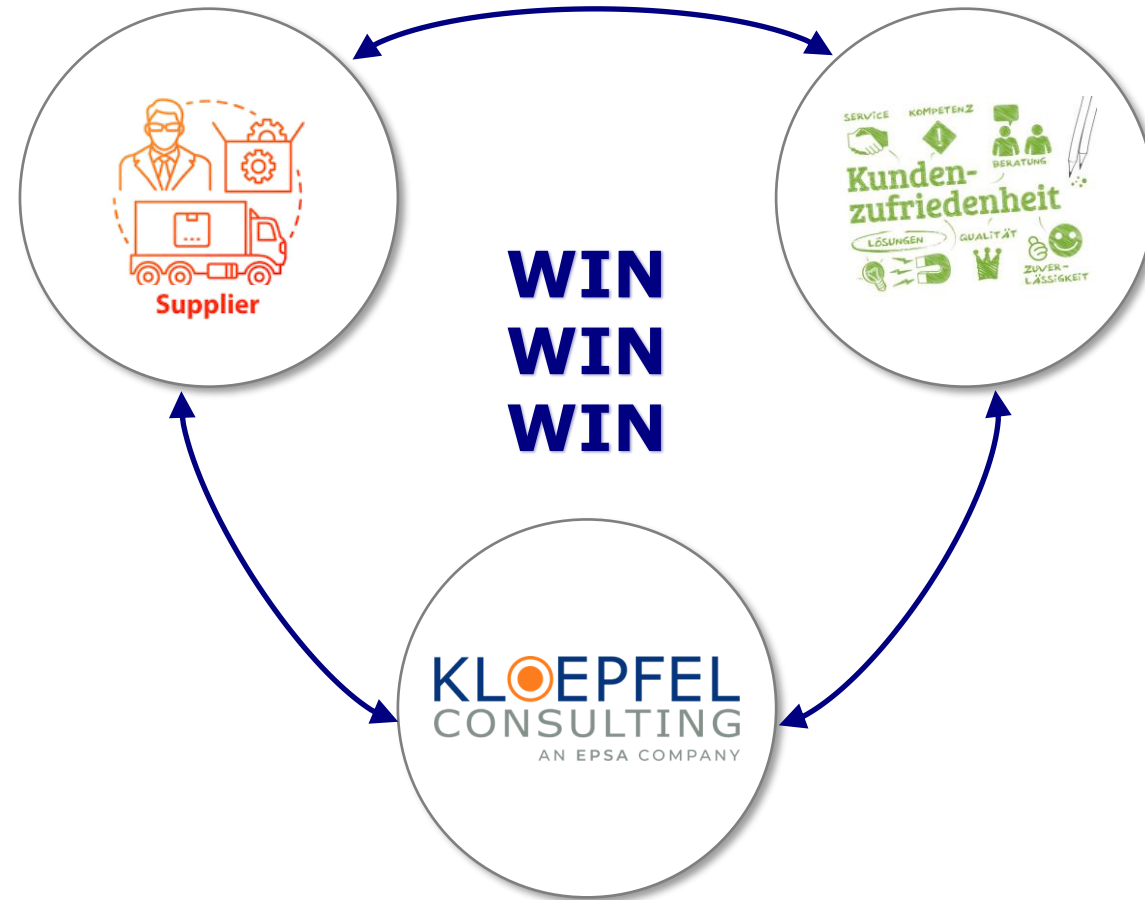
Spot-Buying

# Extensive customer references

Several years of expertise in purchasing optimization speak in favor for us



# We look forward to working together



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