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## Press Release September 2014

### Oliver Wight expand offering in German market

**Business improvement specialists, Oliver Wight EAME, are expanding their European operations - extending their Integrated Business Planning offering to DACH organisations through the launch of a German language website - [de.oliverwight-eame.com](http://de.oliverwight-eame.com).**

Due to increased demand from multinationals and larger Mittelstand businesses seeking consultancy advice, Oliver Wight EAME are introducing their Integrated Business Planning (IBP) model, also known as advanced S&OP, to the German market. This IBP model seeks to align business processes to support a long-term view of sustainable business growth.

Les Brooks, CEO of Oliver Wight EAME, believes the IBP model will make a timely transition into the market. "IBP provides the perfect platform for German Mittelstand to innovate, creating opportunities for businesses to drive sales up and bring down costs. It allows organisations to allocate resources to the most productive activities and react swiftly to ever-changing market conditions, to meet customer demand in the most efficient and possible way."

A report by Source for Consulting, 'The DACH consulting market in 2014', reveals 43% of clients expect their consultancy spend to increase in 2014, following a 5.9% growth in the German consulting market as a whole last year. Of the motivations for consultancy, simplification, cost-cutting and business transformation are top of the agenda. "The economy is doing well, but change is in the air," says Oliver Wight Associate Birgit Breitschuh. "The recession taught us not to take anything for granted; it's time for German organisations to mature their business processes to become more flexible and globally competitive, whatever lies ahead."

Already working with large pharmaceutical, manufacturing and automotive industries across Germany, Oliver Wight's business planning and Supply Chain Design and Optimization offerings will be suitable for many German counterparts. "Whether the company is a family-owned Mittelstand operation, or a complex multi-national, Oliver Wight will help businesses design their IBP programme to fit the very DNA of their business," says Birgit. "This will enable firms to sustain outstanding business performance."

DACH organisations can learn more about Oliver Wight's offering at their upcoming event, "Advanced S&OP Integrierte Unternehmensplanung zur Optimierung der gesamten Wertschöpfungskette", co-hosted with Oracle on October 15<sup>th</sup> 2014 in Munich.

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## Notes to editors

### About Oliver Wight

At Oliver Wight, we believe sustainable business improvement can only be delivered by your own people; so, unlike other consultancy firms, we transfer our knowledge to you. Pioneers of Sales and Operations Planning and originators of the fundamentals behind supply chain planning, Oliver Wight professionals are the acknowledged industry thought leaders for Integrated Business Planning (IBP).

Integrated Business Planning allows your senior executives to plan and manage the entire organisation over a 24-month horizon, while Oliver Wight's extended Supply Chain Planning and Optimization ensures your supply chain is designed and structured to deliver best-in-class customer service with minimal costs. Using the Oliver Wight Maturity Model to pursue our globally recognised Class A standard for best practice will determine a tailored improvement journey for you to develop your organisation's processes, and reach and sustain excellent business performance. With a track record of more than 40 years of helping some of the world's best-known organisations, Oliver Wight will help you define your company's vision for the future and deliver performance and financial results that last.

#### More information

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