

Controlling – Operational and strategic success



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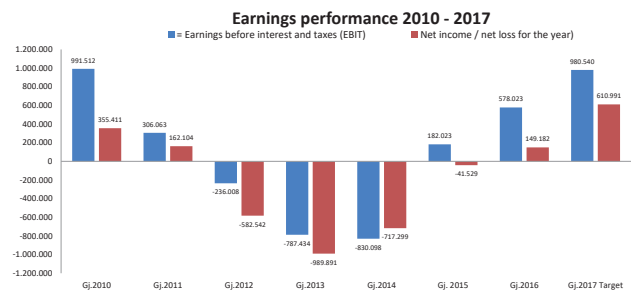
In the furniture and wood industry, the requirements placed on products and companies are continuously increasing. Particularly the variety of products and their variations are growing, while price pressure is rising at the same time. For this reason, it is vital for your success as a manufacturer, to have control of your own costs and to identify and use untapped potential. This is the only way to successfully operate on the market and secure the future of your company. Reliable calculations, for example, are indispensable for making sound decisions. SCHULER Consulting can support you in operational and strategic controlling to help you keep your company on course for success in the long term, despite competitive pressure and increasing demands.

Focal points

- Strategic controlling
 - Corporate analysis (P&L, balance sheet)
 - Business concepts (restructuring concepts based on the IDW S 6 standard)
 - Benchmark (according to UN analysis, industry comparison)
- Financial and performance controlling
 - Budget
 - Planned vs. actual comparison
 - Bank report
 - KPI analysis and performance controlling
 - Balanced score card
- Calculations
 - Cost distribution sheet
 - Planned expense ratio for calculation scheme
 - Technical calculations (material costs & manufacturing times)
 - Commercial calculations
 - Full cost accounting for pricing
 - Contribution margin accounting for price evaluation
 - Division accounting
 - Cost unit period accounting
- Profitability analyses
 - Space/cost calculations
 - Calculative process comparison & calculation of payback period
 - Feasibility analyses

Your benefits

- Identification of weaknesses and strengths, as well as potentials
- Strategic guideline for the future direction of the company
- Definition of operational targets for the future business year
- KPI system to consistently evaluate the company and derive measures for improvement
- Sound basis for decision making
- Transparency: Which products generate money and which don't?
- Basis for targeted sales management
- Practice-oriented and proven procedure from the wood- and furniture-industry
- Always well-informed about the development of your company's profit, financial and asset situation, contribution margins, the profitability of strategic business units and cash flow forecasts



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