

Hallo



Hello



Change is accelerating, the speed of innovation is increasing. Process changes that used to take three or four years must now be completed in a few weeks or months. When the specialists at KPS are commissioned, that's exactly what it's all about.

KPS is one of the leading consulting partners for digital transformation, from strategy and innovation consulting to end-to-end process and technology consulting for the digital, intelligent company with a 360-degree focus on the customer. Doing this, we keep processes and technologies in view - company-wide and across the entire ecosystem.

This requires the right methods and tools, innovative and creative approaches, deeply integrated process knowledge and know-how of the required technologies for the respective business areas. Everyone must work together to reach the number one goal: to be as close as possible to the customer.

By means of rapid prototyping or the development of an appropriate MVP (minimal viable product) in the shortest possible time and using the latest technologies, we are able to visualize new processes and applications in a collaborative, state-of-the-art environment at a very early stage. The onboarding of the business departments is ensured with KPS Campus Change Management. That's how we offer our customers a tangible advantage.

External knowledge can be invaluable for any company to make its operating processes more dynamic or simply to reinvent itself in order to be successful in new or changed markets. KPS is the partner of choice to achieve these ambitious goals.

## KEY DATA

**2000**

Year of foundation

**Munich**

Group headquarters

**AG, Frankfurt Stock  
Exchange**

Business form

**EUR 180,7 million**

Sales

**1,300**

Consultants

**Europe**

11 countries

**12**

Offices



# LOCATIONS

## Germany

Munich, Dortmund, Hamburg,  
Heilbronn

## Denmark

Copenhagen

## UK

London

## Netherlands/Belgium

Amsterdam

## Norway

Oslo

## Austria

Vienna

## Sweden/Finland

Stockholm

## Switzerland

Zurich

## Spain

Barcelona



Michael Tsifidaris  
KPS Founder and Chairman

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Company-wide digital transformation is key to overcoming the highly complex, modern-day challenges presented by real-time enterprise management and a consistent customer focus.

This requires a fundamental rethink of the operations and culture of the entire organization.



# WHY KPS?

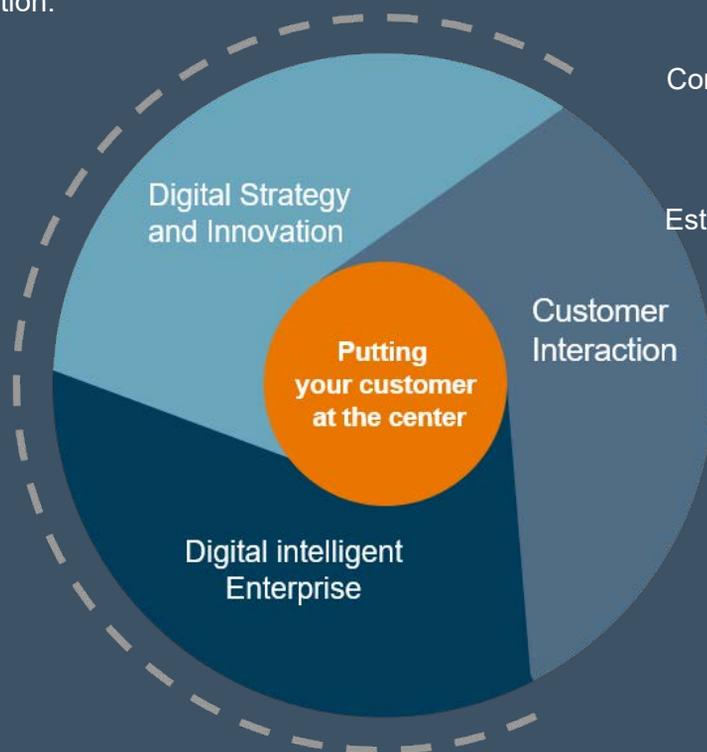
- TOP 10 German management consultancies (Lünendonk), Top-10 German e-commerce and Internet agencies (iBusiness)
- Experts for digital strategy, the digital intelligent enterprise as well as the comprehensive area of off- and online customer interaction in the B2B and B2C segments
- Consulting and implementation at the strategy, process and technology level - all from a single source
- Leading consulting partner for retail, wholesale and fashion with a strong presence in other segments such as consumer products, healthcare, manufacturing industry, engineering, public sector as well as energy & utilities along with solid customer references to prove this
- Turn-key end-to-end process chains, industry-specific and individualized to our customers' requirements
- Founders of the Rapid-Transformation® and Rapid-Prototyping Method (accelerated implementation, speedy ROI)
- Also part of the KPS group: Infront Consulting, specialists for strategy & innovation (Hamburg), multiple Hidden Champion and Best of Consulting Partner
- Partnerships with SAP (Gold 2001, ex-Hybris Platinum 2003), SAP PCOE Customer Experience, SAP Ariba, SAP Concur Implementation Partner
- Further partnerships: Annex Cloud, Adobe, Celonis, Celum, Cognigy, Coremedia, DSAG, GK Software, Intershop, EHI Institut Köln, XITing, NRF, OpenText, Österreichischer Handelsverband, Qualtrics, SBN, SAPSA, Serrala (HanseOrga), ZOption

## BRIEF OVERVIEW OF THE COMPANY HISTORY



## Range of consulting services

Analysis of ecosystems, factors of influence and strategic options, along with the creative development of future business models.  
 Development of digital innovations, quick validations in the market, and successful upscaling.  
 Implementation of the new concepts in the core business and embedding the findings in the organization.

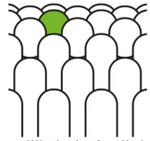


Definition of the new Omnichannel  
 Conversion & Performance Optimization  
 Intelligent Use of Data  
 User Experience w/in a new context  
 Scaling of E-Commerce  
 Establishment of direct customer access  
 Digitization of Sales,  
 Service and Marketing

Transformation to a digital, intelligent company with the customer in a 360-degree focus. Alignment and implementation of processes with industry-specific, individualized process chains along the value chain - end2end in the company's ecosystem. Implementation of standard software stacks and technology solutions of the market leaders. Onboarding and anchoring in the organization with KPS Campus Management.

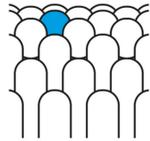


Hidden Champion



2015

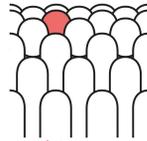
Hidden Champion



2018

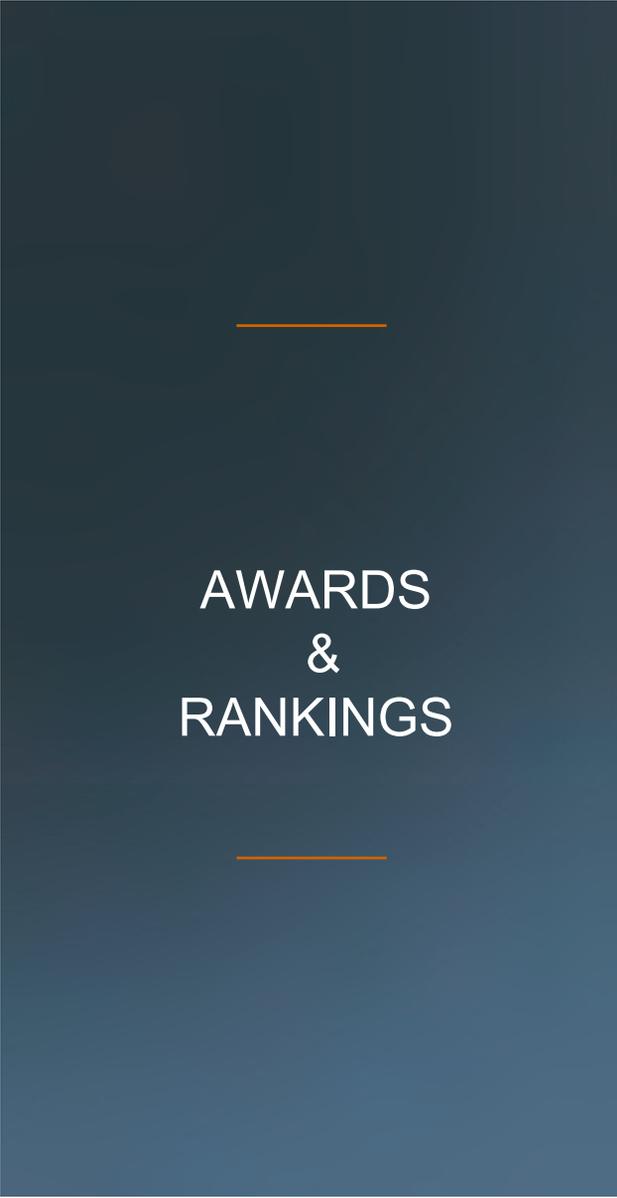
DIGITALISIERUNG

Hidden Champion



2020/21

DIGITALISIERUNG



## Leonardo Musso, KPS CEO

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Our strategy is based on the 3 pillars of internationalization, innovation, and industrialization.

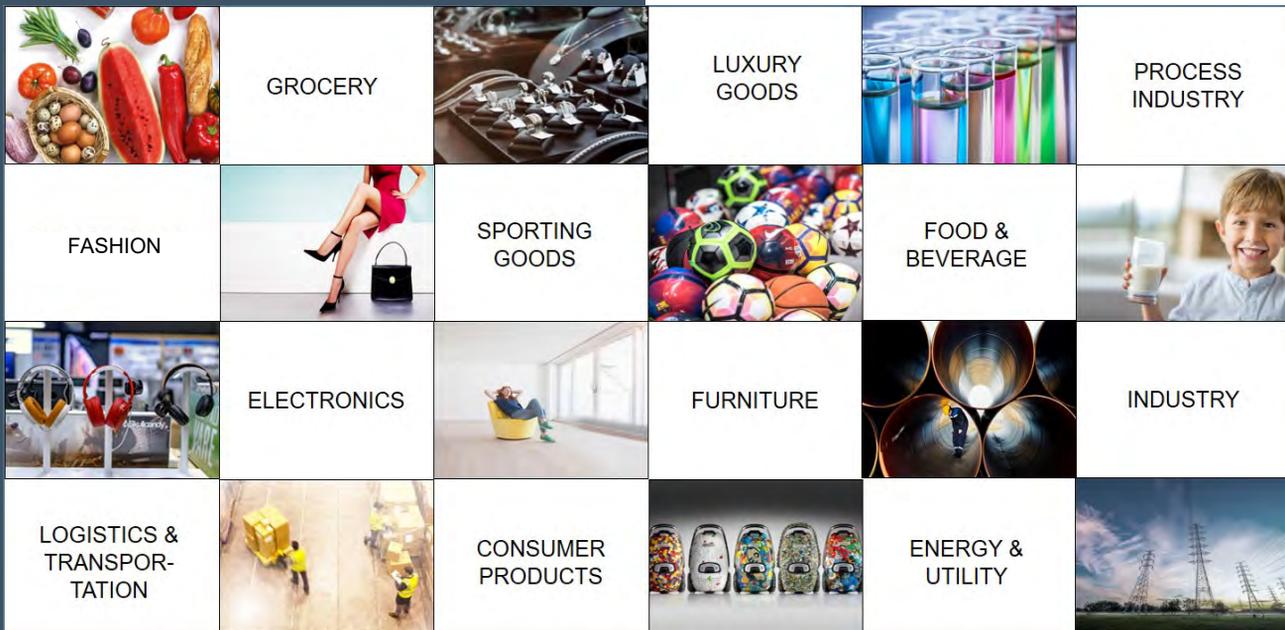
Having originally been active in German-speaking countries, followed by Scandinavia, today we also have a presence in Spain, the UK, the Netherlands, and the USA. At our innovation centers in Dortmund, Barcelona and London, we focus on machine learning, artificial intelligence, and the IoT, as well as rapidly deployable innovations, for POS or mobile payment for example.

In the area of industrialization, we take our lead from automotive industry component production. Our aim is to implement projects as efficiently as an industrial production. At the same time, our KPS Rapid Transformation® method helps us deliver industry-specific, integrated end-to-end processes that can be customized very quickly to the needs of a business. Our customers therefore enjoy a faster rollout and can quickly feel the benefits of their commerce projects, digital marketing campaigns, and business transformation initiatives.



While retail is our core industry, we are also successful in many other sectors.

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We work hand-in-hand with successful companies and have excellent customer references.

Hugo Boss, Delvaux, Swarovski, Richemont, CHRIST Jewelry & Watches, s.Oliver, Inditex, Deichmann, KiK, Brax, PUMA, SportScheck, Snipes, Ochsner Sport, Arsenal, Lidl, Salling Group, Coop Dänemark, Arla, Fressnapf, Globus SB Warenhaus, Coca-Cola, Damm, Sligro, Chefs Culinar, Brakes, Dodenhof, Dreams, Poco, Home24, XXXLutz, Sofa.com, Koopman, ElectronicPartner, Media-Saturn, Medion, Elkjöp, Electrolux, Sonepar, Henry Schein, Philips, Henkel, Unilever, Seat, Continental, Webasto, Linde Group, Freudenberg, Velux, Grundfos, Lincoln Electric, Celsa Group, RWE Innogy, Maersk/Total, Energinet, Schneider Electric



# HOW CAN WE HELP YOU?

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