

BACK TO PROFIT 2024

"The return to economic normality and profitability will take at least 1 - 2 years. Many companies need to restructure their plants and subsidiaries, i.e. optimize the supply chain, in particular their raw material and material costs, reduce headcount and streamline their organization. This applies both in Germany and internationally."

RESTRUCTURING

Atreus support for the restructuring of your business

The number of corporate restructurings and transformations is increasing, and the duration of these change programs is lengthening, while the substance of the companies is being reduced. The economic environment has rarely been more challenging for companies. Necessary measures such as personnel reductions, plant closures and relocations, working capital reductions, process digitalization, carve-outs of non-performing assets, restructuring of financing, etc. are on the agenda. Atreus supports you in implementing these demanding initiatives, either by providing experienced CEOs, CFOs, CROs, CTROs or project managers and PMOs:

15,000 experienced interim managers.

BUSINESS PLANNING AND DEVELOPMENT

- Planning of further business development until 2025: Turnover, costs, cash planning, financing, etc.
- For each business unit / product portfolio: SWOT, sensitivity analyses, risk analyses, etc.
- Separation of non-core activities

FOOTPRINT

- Review of all locations and plants
- Site closure and relocation
- Reduction of overcapacities
- Consolidation of productions and plants
- Implementation of long overdue decisions
- Adaptation of the supply chain

CRISIS MANAGEMENT OF NON-PERFORMING BUSINESS UNITS / SUBSIDIARIES

- Active cost management
- Reduction of the product portfolio
- Workforce reduction
- Pricing review
- Business planning

HR RESTRUCTURING

- Site analysis, risk analysis
- Scenario development
- Strategy in dealing with the works council
- Conducting negotiations with works council / trade unions
- Involvement of transfer companies
- Implementation of terminations

ORGANIZATION AND DECISION-MAKING PROCESSES

- Review of the organization: centralized vs. decentralized, leaner holding, more P&L responsibility
- Review of entrepreneurial complexity: leaner, faster, more entrepreneurial responsibility on site

EXIT / CARVE-OUT

- Preparation for the sale of non-core assets
- Profitability improvement program
- M&A process
- Carve-out

DIGITIZATION

- Digitalization and automation of internal processes
- Digitization of services: Further development of digital business models
- Better understanding of customer processes and use of big data
- Improvement of lead generation

IT INFRASTRUCTURE

- IT strategy and transformation
- Reduction of deployed ERP systems
- Hybrid vs. cloud approach
- IT carve-in/out
- Data management, analytics, AI
- IT and cyber security



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ATREUS
A HEIDRICK & STRUGGLES COMPANY

RESTRUCTURING

Transformation and restructuring: What our clients say



KUKA

"Atreus has repeatedly provided us with excellent support in the implementation of a challenging transformation project."

PETER MOHNEN,
CEO, KUKA AG



CHOCOLATIER
HACHEZ

"Atreus has provided first-class impetus for our complex transformation in a difficult market with the proposed appointment."

CHRISTIAN STRASOLDO,
General Manager, Hanseatisches Chocoladen Kontor

SEMPERIT 

"The Atreus manager consistently and quickly implemented the jointly developed restructuring plan as Managing Director. The targets were exceeded."

DR. MARTIN FÜLLENBACH,
CEO, Semperit AG



thinkproject

"As a rapidly growing and internationally positioned company, it is important for us to quickly secure the required expertise with high quality standards and flexible framework conditions. Atreus and its managers have successfully supported us with this on several occasions to date."

RALF GRÜSSHABER,
Chief Financial Officer, thinkproject Deutschland GmbH

 **sgl carbon**

"The collaboration with Atreus was extremely professional at all times. We were able to benefit from the Atreus manager's wealth of experience in many areas in which he was involved."

STEPHANIE YETER,
Senior Global HR Business Partner, SGL Carbon SE



WE PROVIDE GLOBAL SUPPORT

Atreus is part of Heidrick & Struggles, the first global executive search firm to offer a full range of solutions for executives and high-end talent. With 55 offices and approximately 2,141 search and consulting professionals, Heidrick & Struggles has the resources and contacts to handle global, multinational, national and local assignments.



ATREUS HAS BEEN VOTED BEST CONSULTANT IN THE MARKET FOR THE TENTH TIME IN A ROW.



“We are very delighted to have once again reached the top position and to have received extremely positive feedback, especially from our clients. This shows that our consulting and implementation expertise is clearly recognized in the market. It also confirms that we will continue to meet the increased demand for interim mandates at transformation and restructuring level in all industry sectors with our usual high quality and accuracy of fit.”

ATREUS IS AN AWARD-WINNING TEAM

Automotive, Change Management, Chemicals & Pharmaceuticals, Digitalization, Trade including E-Commerce, Human Resources, IT Consulting & Implementation, Interim Management, Consumer Goods, Life Sciences, Mechanical and Plant Engineering, Operations Management, Performance Improvement, Personnel Consultancy, Restructuring

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